



"20 STEPS TO SUCCESS"

From Distributor to Supervisor



MY BASIC INFORMATION

Name		Start Date	
Phone #		Mobile	
E-mail address			

MY SPONSOR

Name		HBL ID#	
Phone #			
Mobile #			
E-mail address			

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YOUR 20 STEPS TO SUCCESS!

Welcome to Herbalife:

Together we can achieve great results, acquire healthy nutritional habits, lose weight, look and feel good.

Having learned to understand good nutrition, you will be able to help your family, friends and many other people to achieve similar results.

So let's get started!

By following our instructions, you will be able to move ahead **STEP by STEP**

If your sponsor lives locally, we strongly recommend you maintain close contact with them.

If your sponsor isn't local, we recommend you keep in constant touch with them via telephone and Internet and work together to implement this plan.

STEP 1. SIGNING UP WITH THE COMPANY

Everyone starts their business by purchasing an International Business Pack, which can either be done by purchasing directly from Herbalife, or you can sign up on-line - please discuss with your sponsor.

Once you have signed up, you can order products directly from Herbalife, with a 25-50% distributor discount depending on your status - and you can start to build your own customer and distributor network, and earn money!



The International Business Pack

HOMEWORK:

TASK	DATE
Discuss sign-up options with your sponsor.	
Sign up and start your new business!	

The “New Distributor Pack”

STEP 2. STUDY THE CONTENTS OF YOUR “NEW DISTRIBUTOR PACK”

In your “New Distributor Pack” you will find a number of documents including the current Herbalife product catalogue and price list, and our “Programme Guide”.

Please study these documents as they are key to your business!

Note that new product catalogues are available from Herbalife every few months



Contents of your New Distributor Pack

- The enclosed New Dist pack contains:-

- ✓ A stationery list - details of all items we recommend you obtain to get your business started
- ✓ A Herbalife price list (for distributor use only) - shows all levels of discount, P&P charges, and a host of other useful information
- ✓ 2 sheets of blank business cards for you to print at home until you have your own printed
- ✓ A selection of plastic zip lock bags - used for product samples, etc
- ✓ A selection of labels for product samples
- ✓ The customer pack is an example of what to give every new customer. It contain:
 - Programme guide (Weight Loss)
 - Product brochure
 - 30 Day Success tracker
 - business cards and fridge magnet

Please study all these documents and visit our resource website www.freedomresources.info for an electronic version of any printed documents to personalise and print for future use with your customers and distributors.

HOMEWORK:

TASK	DATE
Study the documents in your New Distributor Pack and discuss it with your sponsor	

The “International Business Pack (IBP)”

STEP 3. STUDY THE CONTENTS OF YOUR IBP

In the IBP are 4 Books:

Book 1 Welcome to the Herbalife Business Opportunity

Book 2 Success Starter

Book 3 Rules of Conduct & Distributor policies

Book 4 Business Administration & Marketing Plan

There are also a number of leaflets, marketing materials - and products for your own use. Books 1 and 2 are relevant to your daily activities - books 3 and 4 are mainly for reference.

The IBP also contains two DVDs:

- Welcome to Herbalife - an introduction to the Herbalife business opportunity
- Personalised nutrition solutions

HOMework:

TASK	DATE
To start your business as a Wellness Coach, study the contents of your IBP and discuss any issues of interest with your sponsor	

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STEP 4. DEFINE YOUR GOALS

People come to our Company with different goals: some want to improve their health and lose weight, others want to build a career. You need to define your goals and plan your actions accordingly:

The following options are available to you – chose which are appropriate to your current needs:

- **For yourself:** improve nutrition, lose weight, feel better. It’s really very simple: work with your coach and follow their instructions
- **For your family:** familiarise yourself with nutrition-related topics and help your family and friends. Join a Weight Loss Challenge and the Herbalife Success University. With the help of your sponsor chose good nutrition programs for your family members
- **“Finance” your program.** With 35-42% discount, you will be able to finance your own program if you have 3-5 customers at full retail price. Make a list of acquaintances and think who else might benefit from our program. Discuss your list of acquaintances with your sponsor and develop a plan of action.
- **Become a Wellness/Nutrition coach and start earning money** in your spare time. Wellness coaching needs to be mastered like any other profession. Your sponsor will help you to develop a plan of action to build and service your customer base. More satisfied customers means more money. Working in your spare time, you can earn up to £500 per month. When you work full time, you can earn up to £2,000 per month.
(Disclaimer: Financial achievements are individual and depend on the distributor's performance).
- **Build a business** and a career. Building a distributor network means much higher profits. Ask your sponsor for more information and develop a plan of action

FIRST BUSINESS GOAL: What do I want to qualify for and by when:

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HOMEWORK:

TASK	DATE
Discuss with your sponsor the optimal <u>goals and tasks for the current stage</u> .	
Based on the goals, develop your plan of action for the next week and month.	

STEP 5. VOLUME POINTS AND DISCOUNTS

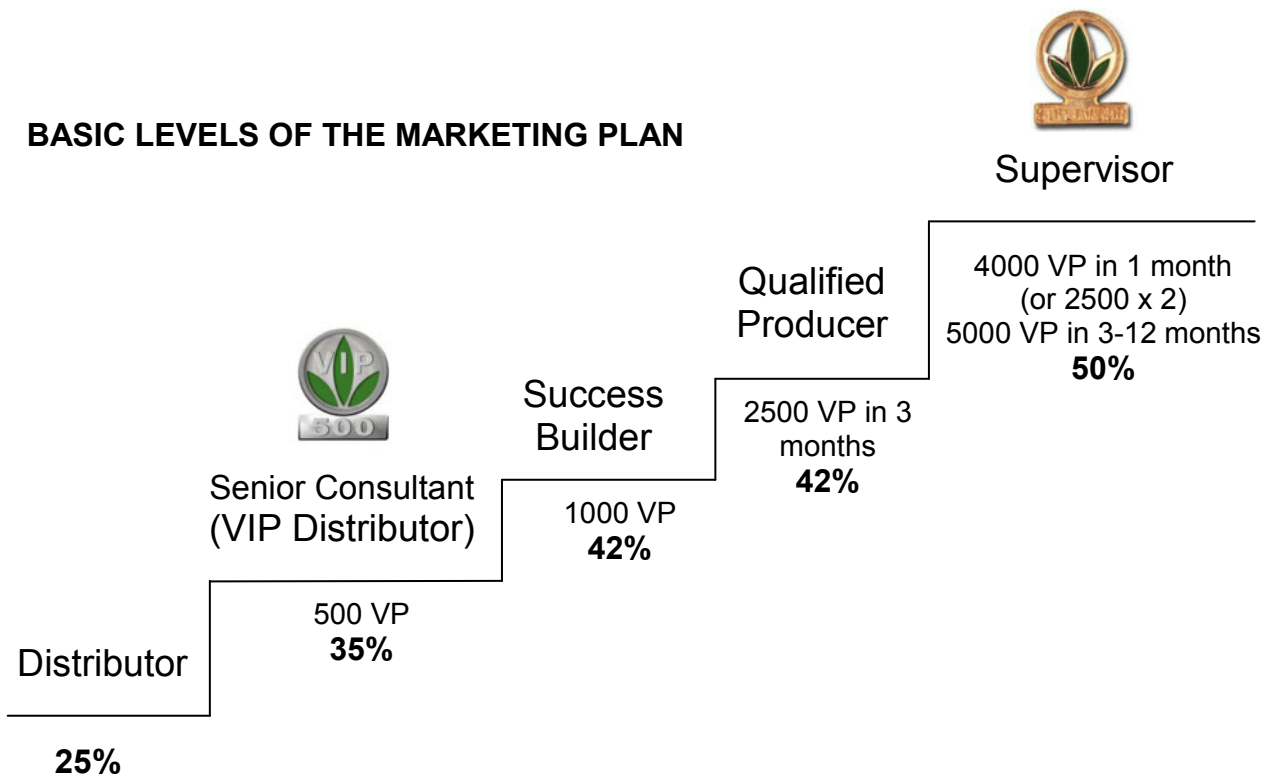
A **Volume point (VP)** is a universal unit adopted by our company to calculate the price of products. The reason behind it is the international nature of our company and the need to take account of currencies in different countries.

The more VP the distributor accumulates during a given month, the higher is their discount, and consequently, their retail profit (*when selling products to the end consumer*).

Customers (*end consumers*) pay the “Suggested Selling Price” for the products, as seen in the price list.

Distributors purchase products at 25-42% discount depending on the VP accumulated in the given month or their status in the Company. In the price list you will find information about the VP, prices and discounts for all the products.

If you place orders directly with the Company on your ID number, your volume accumulates, you move up the Marketing Plan levels quicker, and your distributor discount increases (see below)



HOMEWORK:

TASK	DATE
Read the chapters in the Distributor manual related to volume points and discounts	
Discuss with your sponsor your optimal order and discount at the current stage	



"20 STEPS TO SUCCESS"

From Distributor to Supervisor

**THIS SECTION IS FOR
DISTRIBUTORS
NEW TO THE PRODUCTS**



STEP 8. THE BASIC WELLNESS PROGRAMME

A basic Wellness programme is the foundation of good daily nutrition.

It consists of one serving of Formula 1, 3 Formula 2 multivitamins, and 6 Fibre and Herb tablets each day - plus for healthy snacks, protein bars and soup.

See your programme Guide for details.



HOMEWORK:

TASK	DATE
Get all the necessary materials and healthy breakfast recommendations from your sponsor	
If you haven't already done so, order products for yourself and your family and switch to a healthy breakfast plan as soon as possible. You will feel the results immediately!	

STEP 9. WEIGHT LOSS PROGRAM

If you need to lose weight, this information is important for you. It will also help you to work with your customers.

Our weight loss program consists of three major elements:

- Our nutrition and weight loss products which have proved their effectiveness around the world in the last 30 years. The weight loss program is as the Basic Wellness programme (above) plus an additional serving of formula 1, and our Thermojetics beverage to enhance your weight loss and boost your energy levels.
- One regular meal during the day at lunch or dinner. See your Programme guide as to which foods should be included into your regular meals and which to avoid.
- Work with your sponsor is a key element of the long term success in losing and controlling weight. Be in constant touch with your sponsor and follow their recommendations.

HOMEWORK:

TASK	DATE
Discuss your weight loss program with your sponsor	
Ask your sponsor for recommendations on regular foods (see Programme guide)	
Record your "Before" condition: weight, measures, general well being (see steps 15, 16)	
Take your picture before starting the program!	

WEIGHT LOSS PROGRAM: HOW TO GET THE BEST RESULTS

- Calculate the length of the weight loss program based on the average loss of 3 kilos a month. Be patient: extra weight is accumulated during the span of dozens of years and we can't just lose it in a couple of weeks. Our program is aimed at improving nutrition and weight loss is a result of good nutrition. Good nutrition is not an attack on extra weight; it's a life long project.
- Start with a healthy breakfast
- Work with your sponsor to calculate your daily protein requirement. Aim to achieve this from 50% healthy, low fat protein choices, and 50% from your Herbalife products (plant protein)
- 2 shakes a day, 3 F2 multivitamins, 6 Fibre & Herb, 1 to 2 cups of Thermojetics beverage, and one colourful meal every day is the foundation of any weight loss programme
- Don't take big intervals (*more than 3 hours*) between meals, shakes or snacks (*a snack is our protein bar, an apple, a salad or a shake*). This will help you to avoid hunger bouts and overeating at the next meal
- You need to drink approximately 30 ml of water per kilo of your weight - ideally around 6 to 8 large glasses. Avoid sweet drinks, sodas and juices (see Programme guide)
- Say "no" to or reduce simple carbs: wheat-, corn-, rice- and potato- based products. Say "no" to sweets
- For a regular meal chose lean meat or fish, vegetables and soups. (see Programme guide)
- Avoid frying food, especially breaded or battered foods - steam foods instead (in a steamer or pressure cooker), bake food in the oven or grill.
- Avoid eating just before going to bed – it results in auto-intoxication and weight gain



HOMEWORK:

TASK	
Get a Weight and measurements chart from your coach, record your progress regularly and discuss it with your sponsor.	

STEP 10.

WEIGHT LOSS CHALLENGE



For those who want to improve their eating habits and lose weight we strongly recommend you join a Weight Loss Challenge (WLC)
A WLC is a 12-week educational and practical course which will help you and your family to learn various aspects of nutrition and achieve your ideal weight.

Enrol in the nearest course! It's better to lose weight together than gain it alone! If there is not a WLC nearby, your sponsor can arrange a series of calls to help you as a distributor to learn the topics and stay on track.

Here are the major topics of the WLC meetings:

- Working with a coach. Personalizing a nutrition and weight control program
- An unfulfilled dream, or why diets fail
- Protein and its role in good nutrition and weight loss
- Healthy breakfast. How to start your day in order to lose weight and feel good
- What we drink. Water, its importance for good health and weight control
- Simple and complex carbs. How our body turns extra sugar into fat
- How to make proper food choices
- Good and bad fats. How to make a proper choice
- Nutritious value and calorie content of products
- Shopping for foods the smart way
- Dining out and portion control
- Body waste and autointoxication. How to help our body to cleanse itself
- Physical activity, energy and weight loss
- Good nutrition for a healthy heart
- Natural body immunity. Free radicals and anti-oxidants
- Why our body needs more calcium
- Weight control and good health for life

HOMEWORK:

TASK	DATE
Ask your sponsor about the next WLC and join	

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"20 STEPS TO SUCCESS"

From Distributor to Supervisor

BUSINESS DEVELOPMENT



STEP 11. WORKING WITH YOUR SPONSOR

Your sponsor is an experienced person who can help you to define and achieve your goals. The more often you are in touch with them, the less mistakes you will be making along the way and the faster you will be moving towards the goals you've set. At the beginning we recommend being in touch with your sponsor every week, depending on your goals.

Join your sponsor's business system. It could be one-on-one training, Nutrition Club, Weight Loss Challenge, or training via Internet or phone. You need this ongoing training to acquire skills and knowledge and to move forward in the business.

If Training Seminars (STS or BBS) or a Distributor workshop are taking place in your area, we strongly recommend you participate in order to get information and inspiration from the most successful people.

You will need to download the following documents from the resources website (speak to your sponsor about this):

- Pitch book
- Weight Loss evaluation form and training guidelines
- Purchase Personal Wellness Evaluation booklets from Herbalife (sku 6767 and 7624)
- Contact your sponsor for training guidelines.
- Flyers, business cards, surveys.

HOMEWORK:

TASK	DATE
Call, write to or meet your sponsor without delay!	
Join your sponsor's business system	
Participate in a local training seminar or distributor workshop	
Get all the necessary tools from your sponsor and discuss how to best use them	

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STEP 12. THE HERBALIFE SUCCESS UNIVERSITY



The Herbalife Success University is a weekly Distributor training where new distributors acquire the necessary knowledge and skills to build their business. Between the University trainings, distributors work with their sponsors to implement the knowledge learnt. The courses run for 4 weeks with week 5 as “Graduation week” (open to family and friends to share in the new distributor;’s graduation success.

The Success University is designed to help new distributors achieve 500 VP of sales in the first few weeks of their business, and is repeated regularly throughout the year.

As a result, they learn more with every passing week, get customers and start earning money, and in several weeks the new distributors grow into coaches themselves.

These training sessions take place one evening a week, and you participate via a “webinar” (an online presentation using your PC).

Contact your sponsor for details and dates.

HOMEWORK:

TASK	DATE
Learn from your sponsor about the nearest Success University and enlist!	

STEP 13. WHO DO YOU KNOW?

The major principle of making a list of acquaintances is not to forget anybody. Your friends and relatives would benefit from good nutrition and may be looking for ways to improve their well being through good nutrition, lose weight and look good. You can help them - in fact your call might change their life.

Let's make a list of acquaintances from the following sources:

- Family, relatives
- Old notebooks
- Mobile phone address book
- E-mail address book
- Colleagues
- Neighbours
- Classmates, college mates
- Guests at your wedding
- Parents from your children's school
- Facebook contacts

HOMEWORK:

TASK	DATE
Keep working on your list all the time. You can put hundreds of names on that list.	
Meanwhile don't waste time - start when you have a list of 20 to 30 people	

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STEP 14. APPROACHING YOUR ACQUAINTANCES

- Work with your sponsor on how to conduct a Personal Weight Loss/Wellness evaluation.
- Discuss with your sponsor how to schedule evaluations with the people on your list
- Ask your sponsor for the training guidelines of a phone call
- Conduct role play and learn how to talk on the phone
- Schedule the first few meetings by doing 3-way calls with your sponsor

HOMEWORK:

TASK	DATE
Schedule meetings: the more, the better. Do some daily if possible	
Talk with your sponsor about scheduling calls during the week, to fit in with your schedule.	

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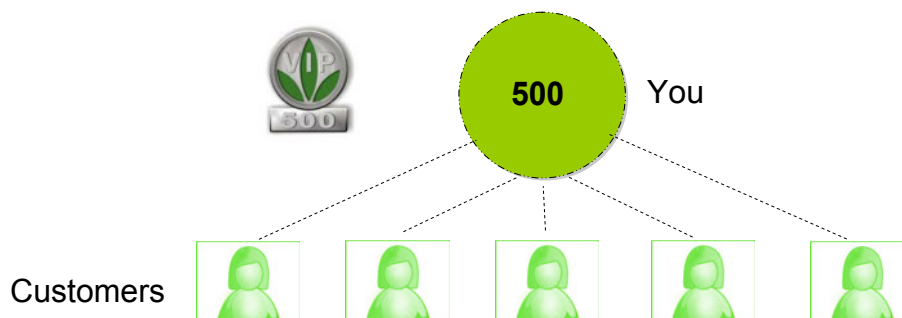
STEP 15. MEETING THE CUSTOMER

- Get ready for the meeting. Ask your sponsor for materials on basic Wellness/Weight loss Evaluation or any other method used by your sponsor
- Participate in the meetings conducted by your sponsor
- Analyse your list of acquaintances and decide together with your sponsor :
 - Who to visit at home for a face - to - face wellness/weight loss evaluation
 - Who to invite to your place for a face - to - face wellness/weight loss evaluation
 - Who to invite to a Weight Loss Challenge
 - Who to call on the phone or Skype for a over the phone wellness/weight loss evaluation
- If possible, conduct your first meetings together with your sponsor to get experience
- During the meeting don't forget to ask for referrals – who else needs help to improve their nutrition and lose weight
- Arrange a "Grand Opening" (see resources website) at yours or a friend's house and invite your friends, relatives and neighbours. At this Grand opening your sponsor (or yourself) will introduce the audience to the concept of good nutrition and to our inner and outer nutrition products. At this meeting you can also introduce Wellness Evaluations, Weight Loss Challenge and to attend the Herbalife Success University graduation call.

HOMework

TASK	DATE
Try to find 5 customers in the two weeks following your 500 VP order	

If you do it faster – great! If your pace is slower – no problem. Move at your own pace.



Now you have implemented three major steps of the first stage:

- You are using products and getting good results
- You are helping other people to understand nutrition and get their own results. You have your first customers.
- You have learned how to cover your program cost and also earn money

Make detailed notes of your meetings and then discuss them with your sponsor. That's the only way to improve your knowledge and skills.



IMPORTANT TO KNOW FOR THOSE WHO WANT TO GROW

SUPERVISOR LEVEL AND WAYS TO QUALIFY

Supervisor is a prestigious level of the Marketing Plan which awards the following advantages:

- 50% discount on products regardless of the amount of the order
- 50% retail profit from customer orders
- 8-25% wholesale profit from distributor orders in your team who place their own orders
- 5% Royalty earnings from 3 supervisor levels
- Participation in Supervisor schools
- Supervisor pin and diploma

HOW TO QUALIFY:

- Accumulate 5,000 VP in the period of 3-12 months. Only orders placed directly with the Company, are counted.
- Accumulate 4,000 VP in one month.
- Achieve 2,500 VP in each of the two consecutive months

CUMULATIVE QUALIFICATION

Each order placed directly with the Company on your ID, advances you towards your supervisor qualification. All your volume points are added up and as soon as you accumulate 5,000 VP, you are automatically upgraded to Supervisor and receive a pin and a diploma.

HOW TO ACCELERATE VOLUME ACCUMULATION

- Complete a Personal Wellness Evaluation with everyone and identify those who need to lose weight or would benefit from a Wellness programme
- Your customers will get their own results and give you referrals.
- Some of them will become your distributors
- This will give you more retail and wholesale profit
- Place your first order for minimum 500 VP order with 35% discount directly with the company. You will become VIP Distributor (Senior Consultant) which means you have products for yourself and for several customers, and are helping other people to improve nutrition, lose weight and feel good
- When you have 3-4 customers at full retail price, you actually cover the cost of your own program. Good job! Help other people and get your products for free.
- Advance to Success Builder and Qualified producer levels and accelerate your retail activities

STEP 16. VIP DISTRIBUTOR (SENIOR CONSULTANT)



VIP Distributor is not an ordinary distributor who just takes care of his own results - he also helps others to achieve good results.

What this level gives you:

- Products for personal use and for your first customers
- 35% discount (profit when sold at full retail price)
- Finance your program and earn money
- Start your supervisor qualification
- VIP Distributor pin and diploma
- Now you can train a new distributor yourself

How to qualify:

- One time order of 500 VP (35% discount) on your own ID directly with the Company

EXAMPLE OF 500 VP ORDER & INCOME CALCULATION (including handling, packaging, shipment and local taxes)

500 VP is enough for 5 programs: one for yourself and 4 for your customers

Products shown are for example only - discuss with your sponsor to determine your order

Program	Products	VP	35%	Retail	Profit
My programme	Formula 1 x2 Protein Bars x1 Thermojetics Tea x1 Fibre & Herb x1 Formula 2 x1	94.55	84.78		
Customer #1	Formula 1 x2 Thermojetics Tea x1 Formula 2 x1 Fibre & Herb x1	86.85	74.85	107.10	32.25
Customer #2	Formula 1 x2 Thermojetics Tea x1 Formula 2 x1 Fibre & Herb x1	86.85	74.85	107.10	32.25
Customer #3	Formula 1 x2 Thermojetics Tea x1 Formula 2 x1 Fibre & Herb x1	86.85	74.85	107.10	32.25
Customer #4	Formula 1 x2 Thermojetics Tea x1 Formula 2 x1 Fibre & Herb x1	86.85	74.85	107.10	32.25
Customer #5	Formula 1 x2 Thermojetics Tea x1 Formula 2 x1 Fibre & Herb x1	86.85	74.85	107.10	32.25
Total		528.80	459.03	535.50	161.25

In this example your program at 35% discount costs £94.55. Retail profit from selling 5 programs is £161.25 which covers the cost of your program and also gives you some income.

If you:

- have implemented the previous steps
- have got the first results
- have acquired the basic knowledge on how to improve your nutrition
- are ready to help others to achieve similar results
- want to finance your program,

Then your next step is to qualify as a VIP Distributor!

HOMEWORK:

TASK	DATE
Discuss a 500 VP order with your sponsor and place it directly with the Company	

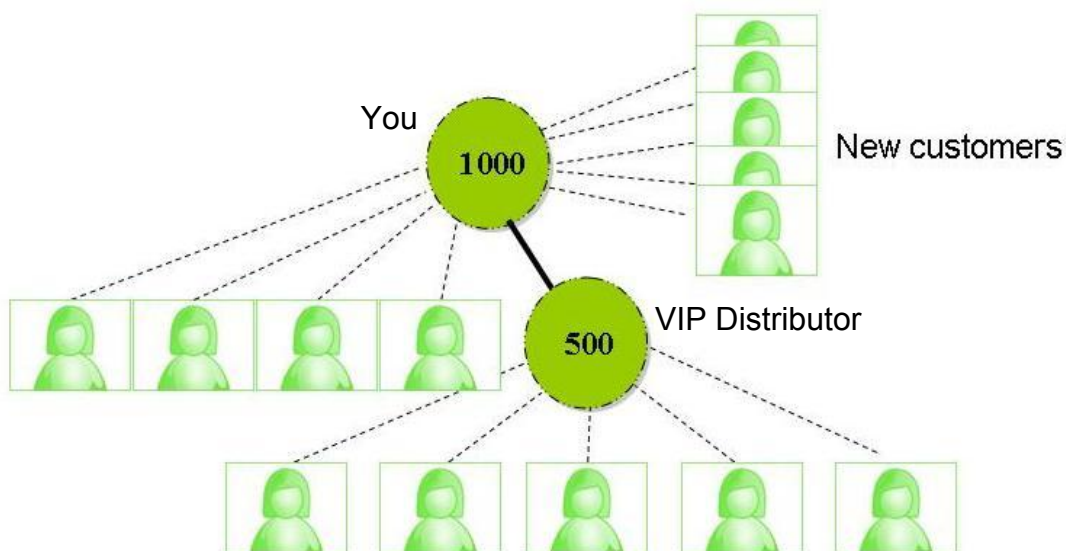
STEP 17. CAPITALIZING ON YOUR SUCCESS!

The goals of the next stage:

- Find 4-5 new customers and earn profits in your new business
- Provide the initial 5 customers with products for the 2nd month
- Identify one person who wants to become a distributor and teach them to do the same. Follow this plan from Step 1. Now you can become sponsor for a new distributor yourself!!

Let's summarize:

- You need 500 VP for the initial 5 customers for their 2nd month
- Another 500 VP are for the new 5 customers for their 1st month
- So far you have created demand for 1,000 VP worth of products
- You have developed 1 VIP Distributor (Senior Consultant) under you



N.B.

Make sure you discuss with your sponsor a very important issue: how to follow up with your customers and help them achieve best results. Don't forget: your customers need your support and attention to properly succeed in the program.

Quality of customer service is our #1 priority.

HOMEWORK:

TASK	DATE
Implement step 17. It can take days or weeks – be patient	
Meet your sponsor for customer follow-up training. Make sure your customers are happy and successful	

STEP 18: SUCCESS BUILDER

Congratulations! You have done a great job and you now enjoy a growing number of customers and distributors and a growing income. You have created demand for 1,000 VP worth of products.

If you place a 1,000 VP order in the Company, your discount and retail profit will be 42% (this discount is valid until the end of the current month. Beginning with next month, when placing orders for less than 1,000 VP, you will have 35% discount. For a permanent 42% discount, see the next step of “Qualified Producer”).

Now you have enough products for yourself and your customers. Your volume continues to accumulate. And what is most important, you have become a coach and a sponsor yourself!

EXAMPLE OF 1,000 VP SUCCESS BUILDER ORDER

(including handling, packaging, shipment and local taxes)

Program	Products	VP	42%	Retail	Profit
My programme	Formula 1 x3 Formula 1 Bars x1 Thermojetics Tea x1 Fibre & Herb x1 Protein bars x1 Formula 2 x1 Formula 3 x1	150.45	118.97		
Customer #1 (x10)	Formula 1 x2 Thermojetics Tea x1 Formula 2 x1 Fibre & Herb x1	86.85 x 10	68.40 x 10	107.10 x 10	
Total		1018.95	802.97	1071.00	387.00

1,000 VP is enough for 11 programs: one for yourself and 10 for your customers. You will be able not only to finance your own program (*a very good one*) but also earn more than £268.

HOMEWORK:

TASK	DATE
If you haven't yet placed a 1,000 VP order at 42% discount, do it now!	

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STEP 19: QUALIFIED PRODUCER

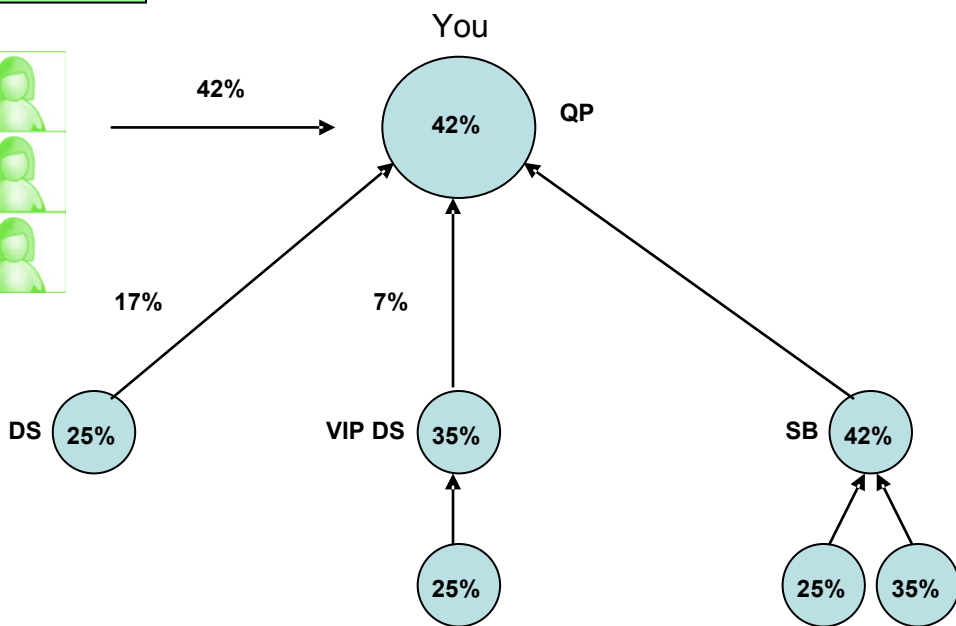
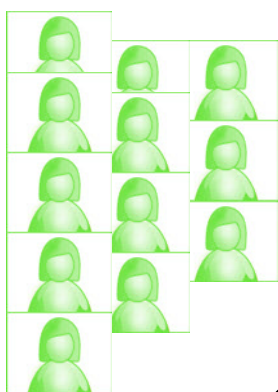
Now it's time to look again into the Basic part of our Marketing Plan.

To move up the Marketing Plan, accumulate 2,500 VP on your ID in three consecutive months and become **Qualified Producer**. This will give you:

- Permanent 42% discount (retail profit)
- 7-17% wholesale profit from your distributors orders
- You are approaching the prestigious Supervisor level

Qualified Producer profit chart

Customers: retail profit



Distributors: wholesale profit

7-17%

DS – Distributor, VIP DS - VIP Distributor, SB – Success Builder, QP – Qualified Producer

STEP 20 COMPLETING THE SUPERVISOR QUALIFICATION

Now that you've covered most of the road to Supervisor, let's look again into the ways how to complete it:

How to qualify:

- Accumulate 5,000 VP in the period of 3-12 months. Only orders placed directly with the Company, are counted.
- Accumulate 4,000 VP in one month.
- Achieve 2,500 VP in each of the two consecutive months

Cumulative qualification

Each order placed directly with the Company on your ID advances you towards your supervisor qualification. All your volume points are added up and as soon as you accumulate 5,000 VP, you are automatically upgraded to Supervisor and receive a pin and a diploma.

Do it at your own pace

You can complete your qualification based on the pace you chose. Now that you have implemented all the above steps, you are ready to achieve this important level of the Marketing Plan. It's time to discover the next levels which will take you all the way up.

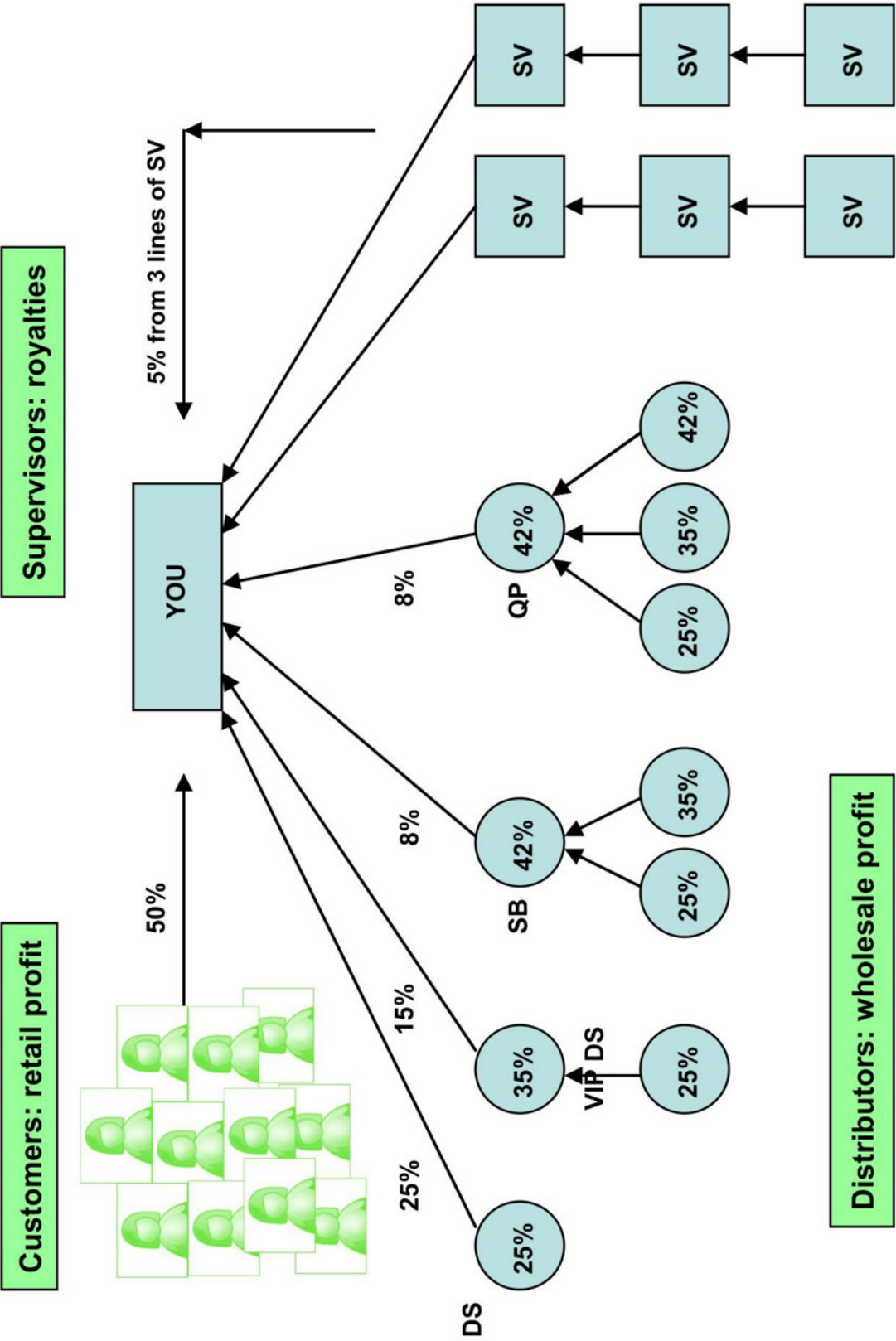
CONGRATULATIONS! YOU HAVE NOW BECOME SUPERVISOR!



Supervisor is a prestigious level of the Marketing Plan. Now you can enjoy the following advantages:

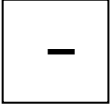
- 50% discount on products independent of the amount of the order
- 50% retail profit from customer orders
- 8-25% wholesale profit from distributor orders
- 5% Royalty earnings from 3 supervisor levels
- Participation in Supervisor schools
- Supervisor pin and diploma

Supervisor profit chart



DS – Distributor, VIP DS – VIP Distributor, SB – Success Builder, QP – Qualified Producer, SV – Supervisor

START TO BUILD YOUR CUSTOMER AND DISTRIBUTOR ORGANISATION



MY CUSTOMERS (See sponsor for more detailed customer record documents)

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MY DISTRIBUTORS (See sponsor for more detailed team/distributor record documents)

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IMPORTANT: MANAGING YOUR PRODUCT STOCK AND FINANCES

By qualifying for Supervisor you have really started your own independent business. Here, like in any other business, it is very important to master the major principles of managing product stock and finances.

Use separate, business-only current bank account, credit and debit cards.

Talk to your sponsor about accounting and record-keeping

It's extremely important to avoid mistakes such as:

- - getting bogged in debt
- - selling all your products, spending the money and losing all your working capital
- - giving products to friends and relatives or selling at less than full retail price
- - lending products to other distributors
- - lending money

Here are the major principles which will help you to manage your business properly and avoid mistakes:

- Keep daily records of business-related expenses, income and profits
- At the Supervisor level your profit should exceed your expenses. To achieve this you have to increase your profit and control expenses
- Having sold a product, return the money into the turnover immediately – place a new order for product as soon as possible
- Build and keep a customer base of 30 active customers – this is the foundation of a successful business
- If you want to guarantee a £1,000 profit by the end of the month, place a 2,500 VP order in the first week of the month and develop a clear plan of selling those products by the end of the month. Re-stock your home warehouse at the beginning of next month. Try to create and keep 4,000 VP worth of products at your home warehouse. It may take several months, but nevertheless it should be your strategic goal.
- If you don't have working capital yet, place a 500 VP order each Monday, sell it during the week and again renew your stock each Monday. This should become an unbreakable rule for you
- If you are expecting expenses relating to a trip to some training or event, plan everything in advance (entry ticket to the event, transportation, accommodation, etc), and don't leave anything until the last minute.
- Together with your sponsor analyse your financial situation and outline short-term and long-term financial goals.
- Save money on an monthly basis. Without compromising your cash turnover and product stock, start putting aside some money each month

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CONCLUSION

You have now completed the initial 20 steps!

You've got your first results from using our great products and can now help other people

You have become a wellness coach for your customers and sponsor for your distributors. Use this plan to help your distributors to duplicate your achievements

You have earned your first income and started to build the foundations for your success

New accomplishments, interesting knowledge and discoveries await you. You will meet many interesting people who will inspire and lead you. You will acquire new friends and enjoy the whole new world of Herbalife

Take part in the next **Supervisor school, Leadership Weekend, and Extravaganza**. You will learn how to move up to the next levels of our Marketing Plan and how to build your organisation and royalty cheques

Your growing organization will be able to help many more people to achieve their dreams of good health and financial independence



European Extravaganza!

**DATES AND QUALIFICATIONS FOR THE FORTHCOMING EVENTS
I AM PLANNING TO ATTEND**

| *HERBALIFE OPPORTUNITY MEETING (HOM) AND BUSINESS SEMINAR (STS)*

WHO ELSE I WOULD LIKE TO INVITE TO HOM AND STS

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| *SUPERVISOR SCHOOL*

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| *LEADERSHIP SCHOOL*

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| *EXTRAVAGANZA*

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MEET THE NEW HERBALIFE

A leading Wellness company of the 21st century

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