

ABC Wellness Zone

Coaching & Nutrition Solutions For Living a Better Life

Welcome to the

Health & Wellness Coach Overview Meeting





ABC Wellness Zone

Coaching & Nutrition Solutions For Living a Better Life

The Industry

Health &
Wellness

ABC Wellness Zone

Coaching & Nutrition Solutions For Living a Better Life

- ✓ Passion for helping people
- ✓ Desire to make extra income
- ✓ Dream Of A Better Life
- ✓ Spend more time with kids
- ✓ More- Family Time Freedom
- ✓ Been Downsized - Layoffs
- ✓ Tired Of Living Check To Check
- ✓ Desire to gain financial freedom

We Have The Solution

Why do people become coaches?



ABC Wellness Zone

Coaching & Nutrition Solutions For Living a Better Life

The Problem

Obesity Epidemic!

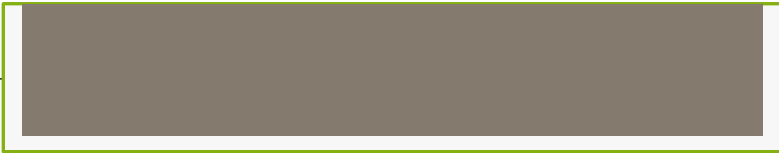


Problems Obesity Creates

- Diabetes
- Heart Disease
- Some Forms Cancer
- High Blood Pressure
- Poor overall health
- Discrimination and bias
- 80% of Americans have Digestive Problems
- 70% of all Doctor's office visits are from Nutrition-Related issues

Our 5 Core Solutions

- 1. Health and Wellness Club**
- 2. Health and Wellness Coaches**
- 3. Education and Training Classes**
- 4. Fun and Engaging Activities**
- 5. World Class Nutritional Solutions**



Nutritional Solutions Provider



HERBALIFE®





Our Founder Mark Hughes



Mark Hughes devoted his life to making the dream of Herbalife come true

Mark's mother, JoAnn Hughes, lost her life through efforts to lose weight.



MARK HUGHES

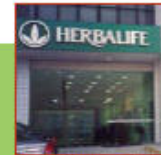
Herbalife around the world



Herbalife Plaza, Los Angeles, CA



Germany Distribution Center



Brazil Distribution Center



Japan Distribution Center



U.K. Distribution Center



Mexico Distribution Center



Figures are approximations, they are not the actual sales figures.

- In 1980, Mark Hughes founded Herbalife, selling products out of the trunk of his car
- Thanks to positive product results, Herbalife is now a global company
- We combine the best of science and nature

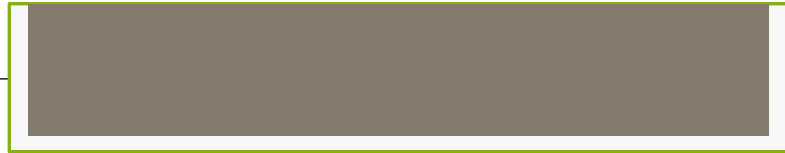
- A premier nutrition and weight-management company
- Millions of satisfied customers in 65 countries
- Listed on the New York Stock Exchange



Michael O. Johnson CEO – Herbalife International

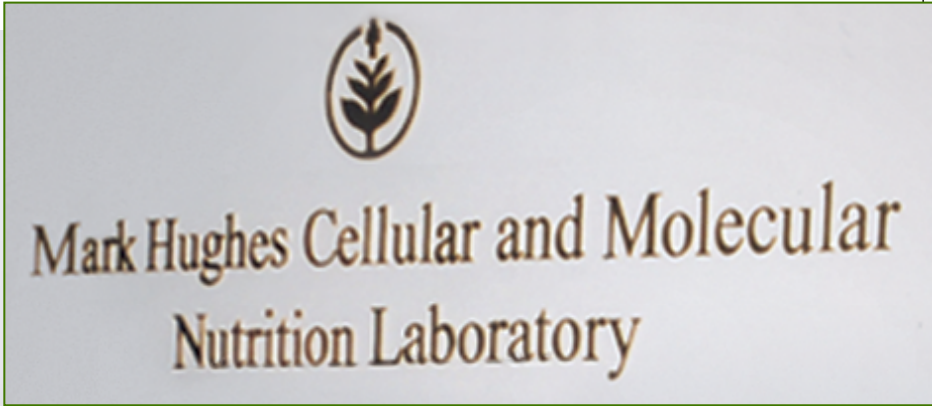
- Former President of Walt Disney International
- Named 2005 Readers Choice CEO of The Year by Market Watch
- Accomplished Tri-Athlete

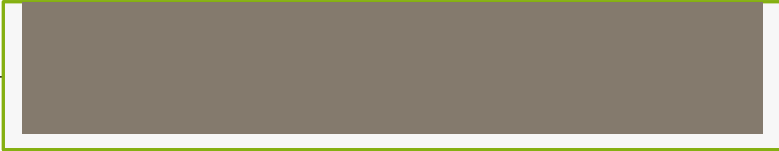




Science Behind Herbalife

U.C.L.A

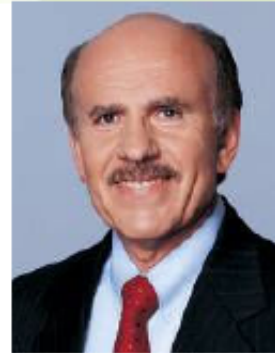




Nutritional Advisory Board



David Heber, M.D., Ph.D.,
F.A.C.P., F.A.C.N.
Chairman, Nutrition &
Scientific Advisory Boards
United States



Louis Ignarro, Ph.D
Nutrition and
Scientific Advisory
Boards.



Luigi Gratton, M.D., M.P.H.
Vice President, Medical
Affairs and Education

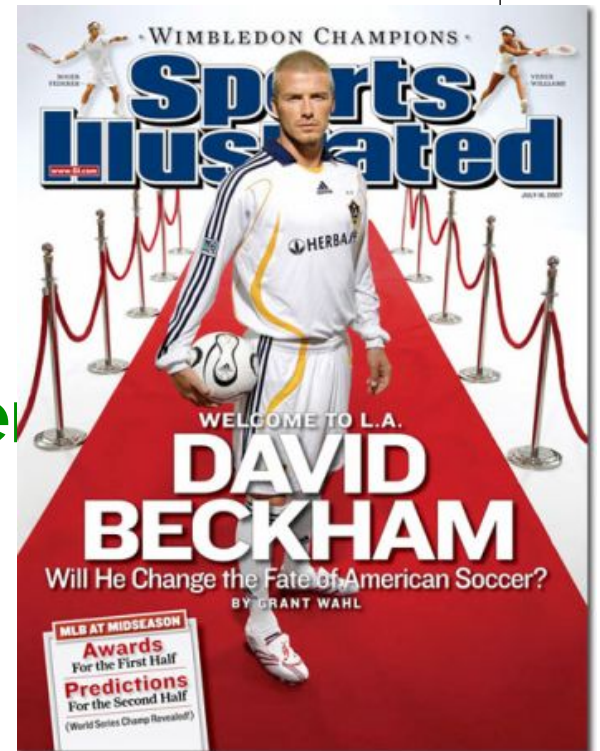




The Sports!

- L.A. Galaxy (David Beckham)
- Los Angeles Triathlon
- L.A. Open Tennis
- AVP Pro Beach Volley Ball
- AYSO (American Youth Soccer Organization)

Over 100 Sporting Events





Worldwide 84 Countries!

Asia Pacific

Australia
China
Hong Kong
India
Indonesia
Japan
Korea
Macau
Mongolia
Malaysia
New Zealand
Philippine
Singapore
Taiwan
Thailand
Vietnam

North America

Canada
Mexico
United States

Latin America

Argentina
Bolivia
Brazil
Chile
Colombia
Costa Rica
Dominican Republic
Ecuador
El Salvador
Guatemala
Honduras
Jamaica
Nicaragua
Panama
Paraguay
Peru
Puerto Rico
Uruguay
Venezuela



Africa

Botswana
Ghana
Lesotho
Namibia
S. Africa
Swaziland
Zambia

Europe

Austria
Belarus
Belgium
Bulgaria
Croatia
Cyprus
Czech Rep.
Denmark
Estonia
Finland
France
Georgia
Germany
Greece
Hungary
Iceland
Ireland
Israel
Italy

Latvia
Lithuania
Netherlands
Norway
Poland
Portugal
Romania
Russia

Slovak Republic
Spain
Sweden
Switzerland
Turkey
Ukraine
United Kingdom

Middle East

Lebanon

****Starbuck's 40 years in business, 16,000 Locations Worldwide****

Herbalife!
Only 32 years and Over 80,000 Clubs Worldwide!

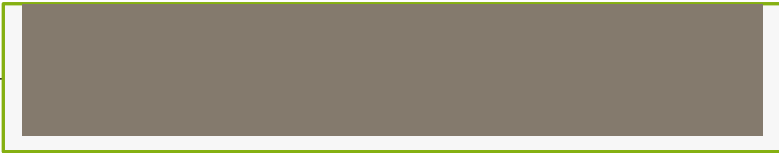




\$4.2 Billion In 2010

\$5.4 Billion In 2011

Over \$10 Million A day



Why Herbalife?

- ▶ It is one of the most reputable brands in the world



HERBALIFE®

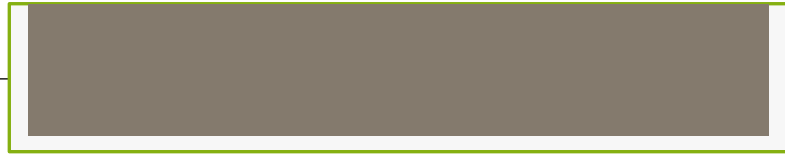


Microsoft®



ESPN





The Products



It's All About The Products!

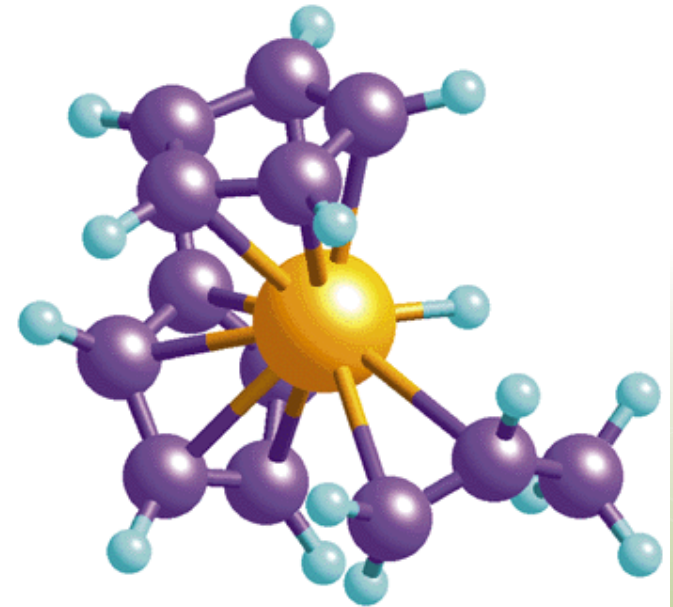
A Complete Health And Wellness Solution!

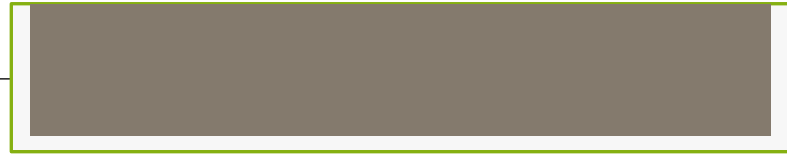
- Weight Management
- Targeted Nutrition
- Sports Nutrition
- Energy & Fitness
- Personal Care



Cellular Nutrition And The Power Of Protein

- **Combining Cellular Nutrition and the Power of Protein makes us unique.**
- **Cellular Nutrition helps ensure the nutrients your body needs daily are absorbed and delivered throughout your body at the cellular level.**
- **The Power of Protein means, your customers can manage their weight by:**
 - **Controlling their hunger**
 - **Maintaining their lean body mass**





The Results

**When The Body Gets
Everything It Needs The
Results Are AMAZING**



The Results

Weight Loss!



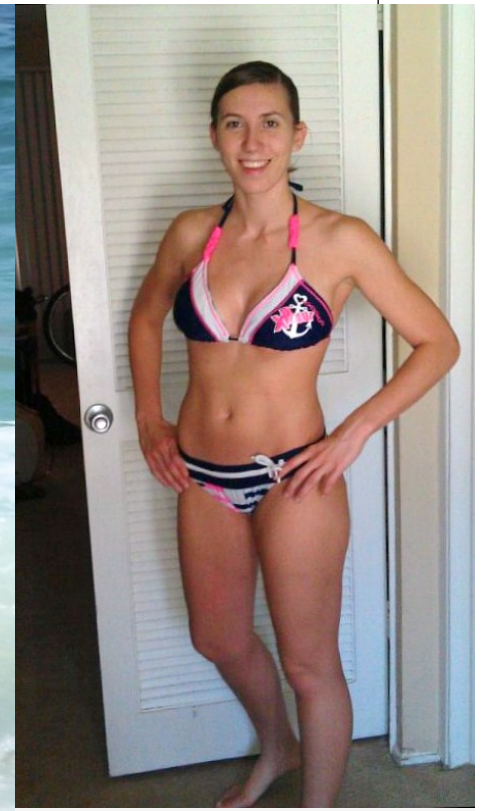
The Results

Cassandra
Lost **30**
pounds and
4 inches off
her waist!

Before



After





The Results

Before

After



Vinnie Lost
35 pounds
in 3 months,
and got rid of
heartburn



The Results

Kimberly
Lost **45**
pounds!

Before



After





The Results

Before

After



Angie
Lost **110**
pounds
and has
kept it off
for 7 years!



The Results

**Jim lost
402
pounds
in 19
months**



**I've Lost
183kg**

Jim Poore

Weighing at 281kg, there was nothing I could do as a normal person. I even had problem walking up stairs! I used 19 months working together with my personal weight-management coach and in the end lost 182kg. Now I am a normal person and have no problems walking up stairs anymore!

Thank you Herbalife!

Jim Poore from USA

<http://www.shakebaby.com>



Guinness World Records - Lost 183kg
健力士世界纪录 - 共减一百八十三公斤



The Results

Fitness!





The Results

Before

After



January 2009

September 2010

Jerry
before and
after Fitness

The Results

Built Muscle
& **Gained**
18 pounds
in 3 months

Before



After





The Results

Before

After

**Michael
Burton**
Herbalife
Distributor
Getting
Serious!





Sports Nutrition!



The Results



Lionel Messi
Argentina
Soccer Player

Chad Lewis
Philadelphia Eagles
Pro Football Player



Pregnant Moms!

The Results

Cathleen Tice





Children!

Predicted to be the first generation of children to have a shorter life expectancy than their parents!

“World Health Organization”



The Results

Helping our
children with
good nutrition

Before



1 year later





Conditions

The Results

Life Changing Results With
Great Nutrition!





**Medical
Professionals!**

The Results





The Results

**“I have 1,300
patients on
Herbalife
products and
I lost 115
pounds.”**



**Steven
Komadina**
Obstetrician
Gynecologist

Before: 300 pounds
After: 185 pounds



The Results

Income Results

**For showing people how
to live healthier**



The Results

Christopher and Mayumi Reese

- Christopher - Former Jewelry Designer
- Mayumi - Translator
 - Made a good living
 - Loved what they did until economy died
 - Lived in 700 sq/ft Condo
 - Followed Mentors / System to success
 - Replaced monthly job income in **18 months**
 - Started making **\$4,000** in 6 months
 - Very consistent for 52 months
 - Now making a 6 figure income



**\$9752/mo in
17 MONTHS!**



The Results

Caroline & Craig Tsutakawa

*"We went from
bankruptcy to being set for
life"*



- **Before: \$500,000 in debt,**
evicted from their home
- **Working With Herbalife:**
 - **\$1,000:** first week, part-time
 - **\$117k** first year
 - **\$234k** second year
 - **Total to date:**
\$2.6 million



The Results

Dan and Andrea Shanahan

- Corporate America
- Long hours, long commute
- Daughter growing up in Daycare
- First month \$500, 2nd month \$2,700, 3rd month \$4,100
- Replaced Andrea's monthly job income in 12 months
- Replaced both incomes in 24 months—Dan came home
- End of 2nd Year \$10,000 a month
- End of 3rd year income hit over \$20,000 a month





The Results

Compensation Plan



You Choose Your Schedule

We Are Looking For
A Min Of **7-10** Hours
Per Week On A Flex-
Schedule, You Pick



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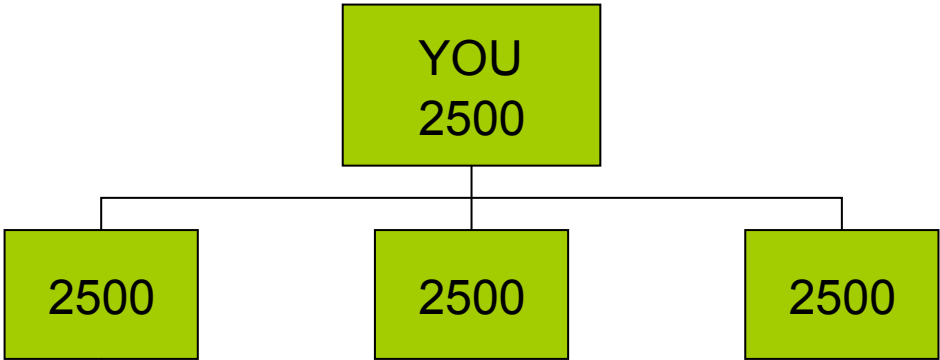


The Marketing Plan

How Do You Make Money

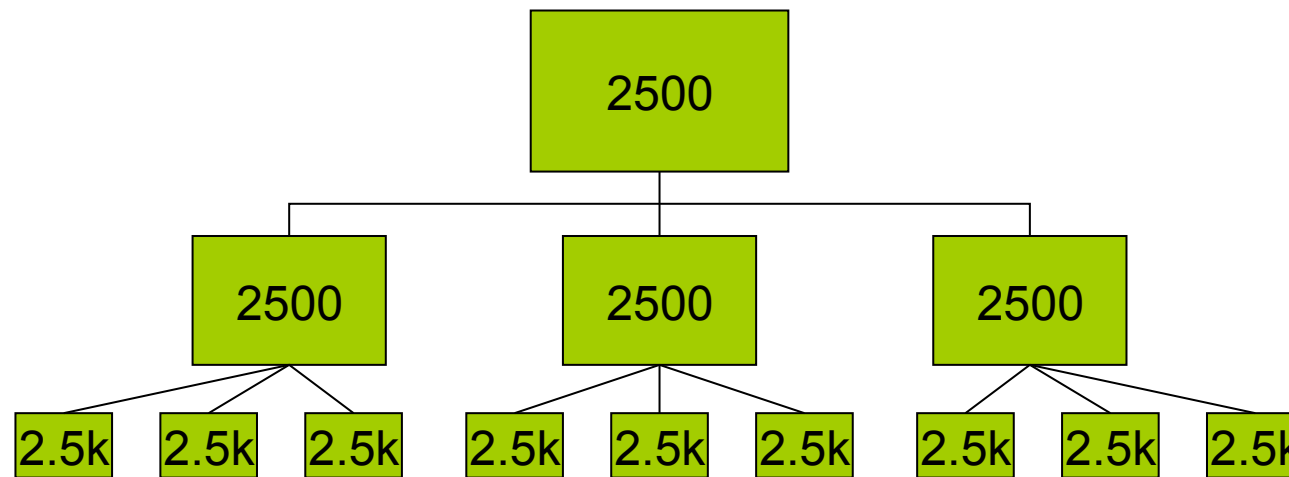


Duplicate 3 Supervisors who get
20 Customers per month



ROR
1st Level
\$375

Duplicate 3 Supervisors who get 20 Customers per month

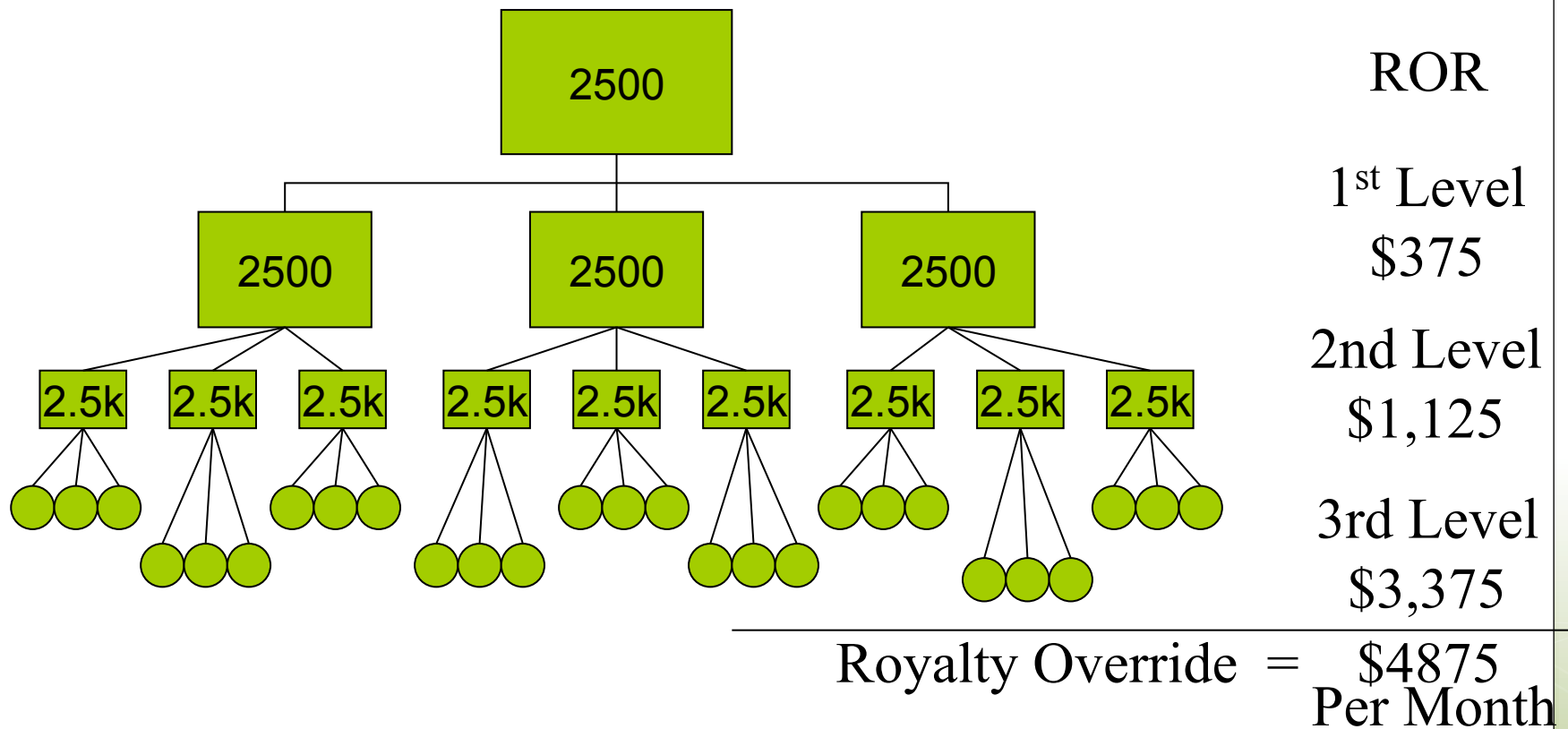


ROR

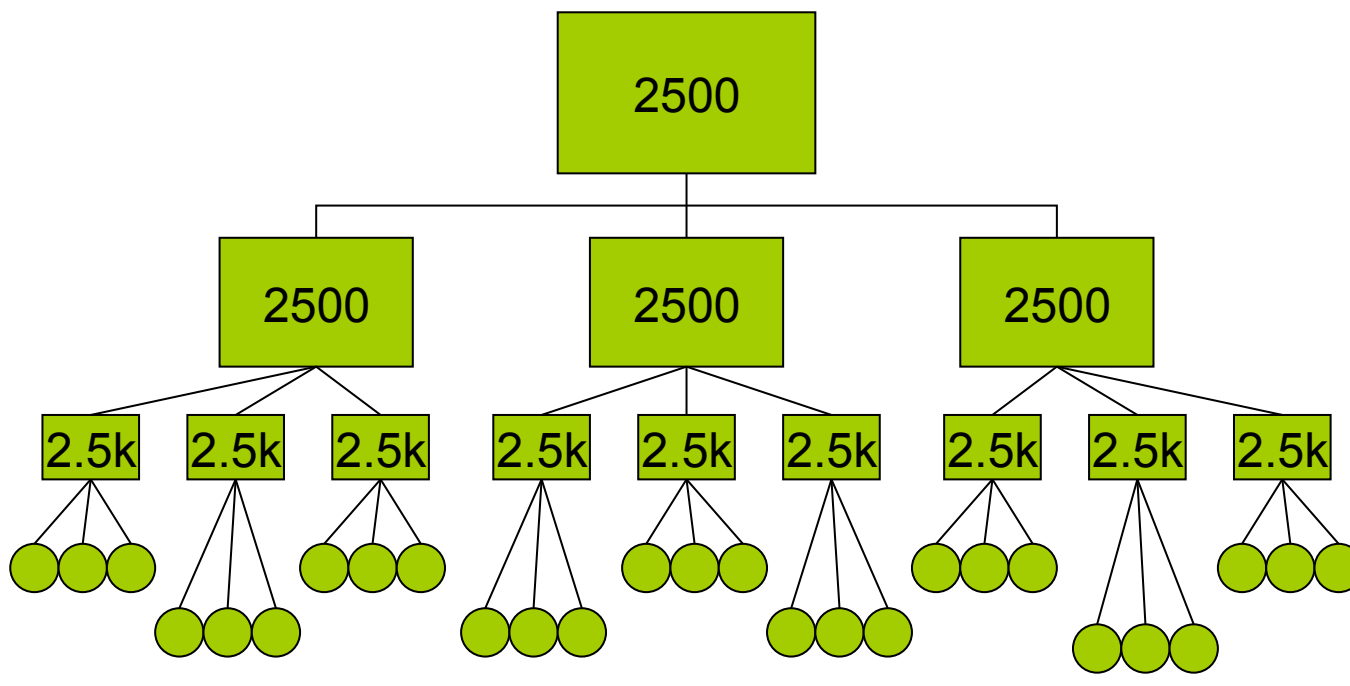
1st Level
\$375

2nd Level
\$1,125

Duplicate 3 Supervisors who get 20 Customers per month



Duplicate 3 Supervisors who get 20 Customers per month



ROR

1st Level
\$375

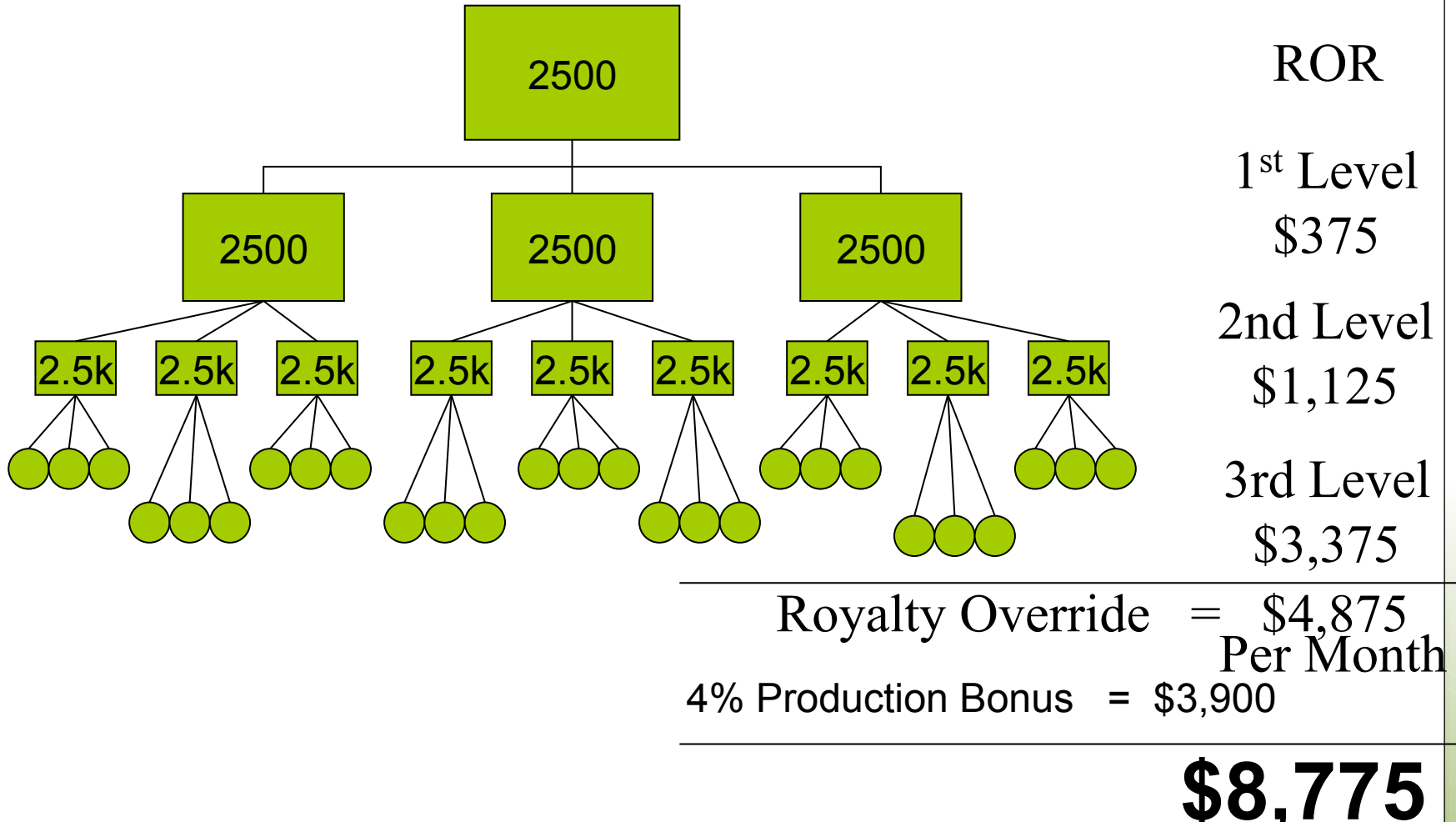
2nd Level
\$1,125

3rd Level
\$3,375

Royalty Override = \$4,875.
Per Month

4% Production Bonus = \$3,900

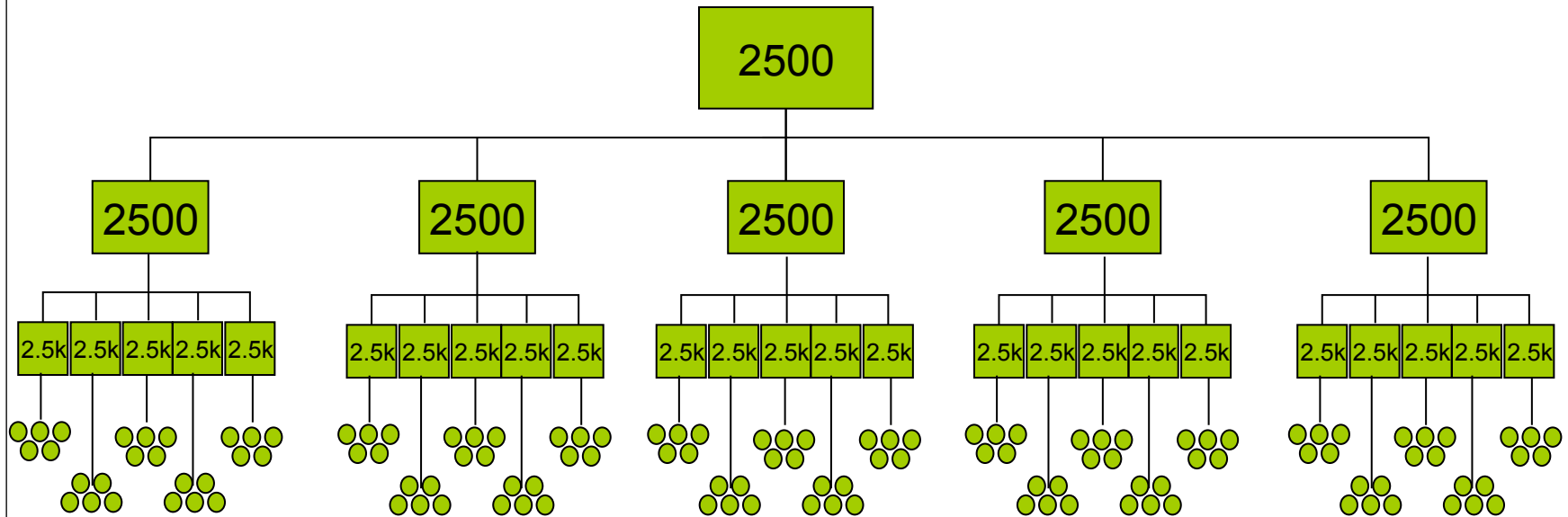
Duplicate 3 Supervisors who get 20 Customers per month



Duplicate 3 Supervisors who get
20 Customers per month

$$\begin{array}{r} \$8,775 \\ \times \quad 12 \text{ months} \\ \hline \$105,300 \text{ yr} \end{array}$$

Duplicate 5 Supervisors who get 20 Customers per month



ROR

1st level
\$625

2nd level
\$3125

3rd level
\$15,625

= Royalty Override
\$19,375
Per Month

6% Production Bonus =

\$23,250

\$42,625



What It Takes To Be Successful

1. A Burning Desire to Change Your Life
2. A Willingness to Learn something new
3. A Willingness to Work

You Must ask Yourself....

“Do I have all 3”

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- **What is the best place for you?**
 1. **Imagine if you do.....**
 2. **Imagine if you don't ...**
 3. **Which will serve you better?**
 4. **Imagine, you wake up a year from now and everything has totally changed for the best!?**
 5. **How will that feel!, what will that be like?**



Next Step

- **Only \$68 To Be Licensed By Herbalife**

- 1. Receive business startup kit**
- 2. You can do business in all 84 countries starting you at a 25% Profit margin**
- 3. Access to your online Business Training and Management website**
- 4. A Personal Mentor and Support System to assure your success**



We Are Looking For 3 Kinds Of People

- A. Discount Customer-Someone who Desires a Health Results**
- B. Part-Time Income \$500 - \$2,500**
- C. Full-Time Income \$5,000-\$10,000 PLUS a month**

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Next Step

- In closing please get with the person who invited you and let them know what is the best way for you to get started – Position A – B or C
- Then get registered right now.
- Getting licensed is a simple online registration form at:
- Start Training Now

<http://myherbalife.com>



A grey rectangular button with a white border, containing an orange right-pointing triangle and the text "Next Step" in a bold, black, sans-serif font.

End Of Presentation

Get With Your Coach