

Welcome to
**HERBALIFE SUCCESS
UNIVERSITY**



Be in an environment where you can listen uninterrupted. As you join us on the call be sure to IM your mentor to let them know you are on the call.

Take good notes!

Thank you.



Income Disclaimer

Projections of income earnings, representations are strictly prohibited. Distributors however, may disclose to potential recruits, his or her actual earnings, prices or results, but only if they have documentation available to back up his or her income claims, and only if he or she provides a copy of the latest Herbalife materials regarding compensation in conjunction with any such statements.

Lifestyle claims are claims regarding how an Herbalife business improved a Distributors lifestyle. Such claims are considered to be equivalent to income claims. Similarly, hypothetical income charts that are used to illustrate the commission structure are also considered to be analogous to income claims. Accordingly, a copy of Herbalife materials regarding compensation must be provided whenever lifestyle claims or hypothetical income charts are used.

There are no guarantees regarding income and the success or failure of each Distributor, like any other business, depends upon each Distributors own skills and personal effort. Any results discussed here today reflect the results of the particular Distributor, are anecdotal only and not typical.



Income Disclaimer

Herbalife is a company based on the quality of its health-related products and the use of these products by its customer. As such FSS members are reminded that every Herbalife Distributor should emphasize and focus his or her efforts on the retail sale of Herbalife products for use by the purchaser.

The eBusinessCenter website as well as the FSS written materials, training and all other tools available to FSS members are strictly for the purpose of selling Herbalife products, building the member's Herbalife organization which will increase the sale of Herbalife products, and training and motivating his or her organization to sell Herbalife products.

Therefore, all FSS members must agree and commit to build a strong customer base as the primary emphasis of developing their Herbalife organization.



Exclusive: Is Your Doctor a Network Marketer?

NETWORK MARKETING

LIFESTYLE

■ **My Mom's a Networker**
We Talk to the Kids

■ **Book Excerpt**
Wave 4

GET YOUR
AUTOGRAPHED,
HARDCOVER COPY
OF RICHARD
POE'S NEW
BLOCKBUSTER



Herbalife

HOTTER THAN EVER
GREAT NEWS FOR THE INDUSTRY!

PHOTO: MARK HUGHES, HERBALIFE FOUNDER AND PRESIDENT

Volume 1 • Issue 4
October 1999,
US \$5.97 • Can \$8.97



- **Brian Klemmer's Formula of Champions**
- **Technology: What Today's Networkers Really Need**
- **Golden Opportunity or Pyramid? How You Can Tell**
- **"Big Al's" Secrets of Sales Success**

Your Story-Photos Here



3 Types of Distributors



A.- Discounted Customers

B.- Extra Income

**C.- Seriously Committed to Live and
Work the Herbalife Business**



¿What is

Herbalife Success University



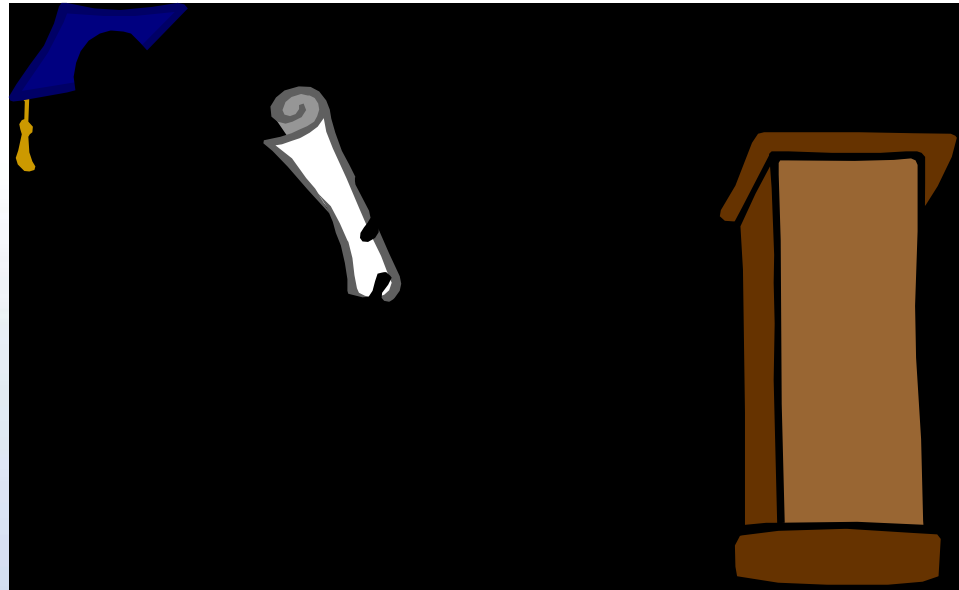
Herbafite Success University



- Proven System
Learn- Action-Results



Herbalife Success University



Duration of **3-4** Weeks of
Intensive Training

•The HSU is only for Distributors who want to:

- Generate Income**
- Get To The Next Level**
- Are SERIOUS**

• The class is designed to teach you to MASTER the BASIC Fundamentals of Herbalife...

•The goal is that after graduation you can do this business with little to no advertising budget ANYWHERE in the WORLD!





Each Week You'll
Learn a Skill or Tool To
ADD to your Tool belt
to Build Your
Business!

**PRESIDENT'S
TEAM**



- Accelerated Growth

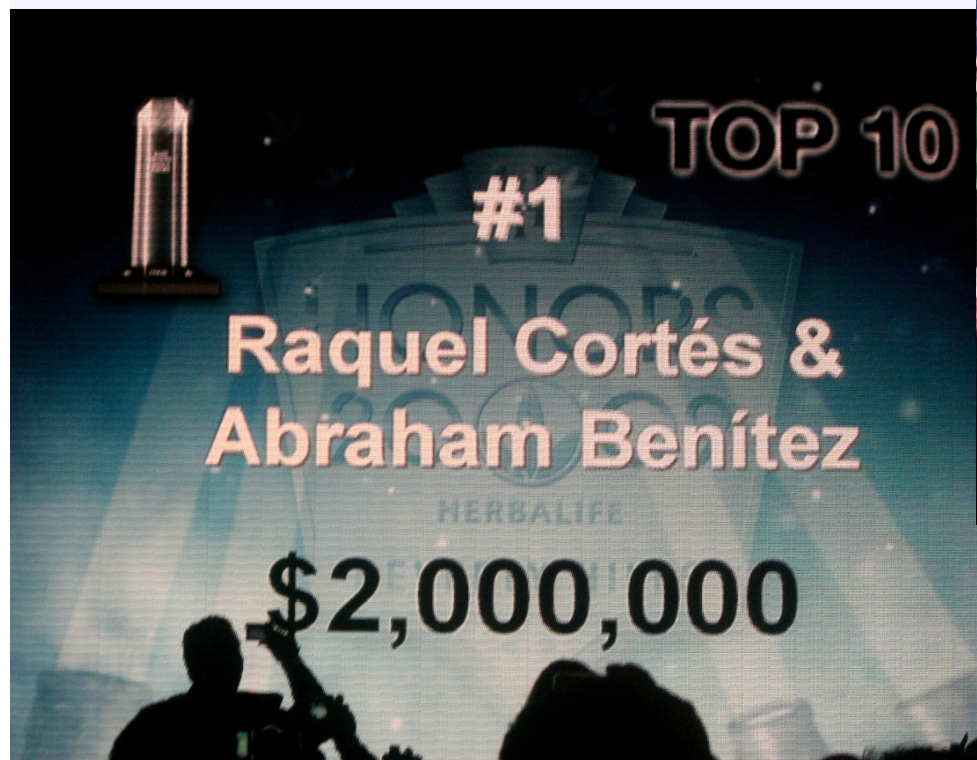


With the Universities,
México went from 17th
place to 6th in 1 year



#1 Distributor in the World from MEXICO!

Raquel Cortez - Occupation: Housewife



• You can do this Part
Time , but.....



• You would need

• ***TOTAL FT ATTITUDE***



Factors To Success

3 PARTS TO THE BUSINESS

YOU

MARKETING
PLAN

PRODUCTS





- Be Teachable



- Comply with all Homeworks and Requirements.



REQUIREMENTS



JOURNAL



AGENDA (Date and Time)



CALCULATOR

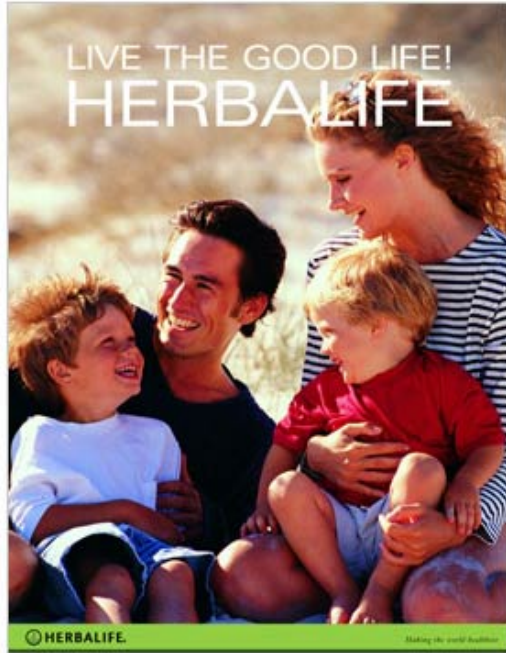
REQUIREMENTS

1 - Total Commitment

Commit to comply with all the requirements so that I can graduate



BASIC TOOLS



2 - PITCH BOOK



REQUIREMENTS



3 - HERBALIFE Career Manual

Attract Attention



4 - Button (Used at all times)

REQUIREMENTS



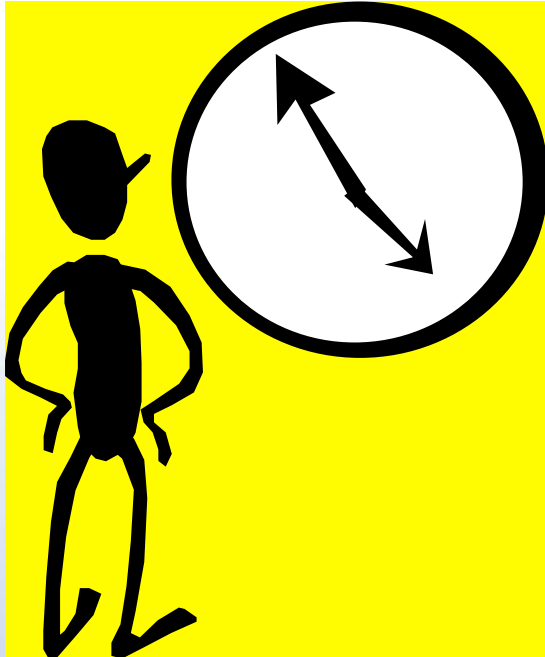
**5 - Large Tablet Box
Full Of Products**

REQUIREMENTS



**6 - Success Builder Order
(1,000 VP) in by 5th class**

REQUIREMENTS



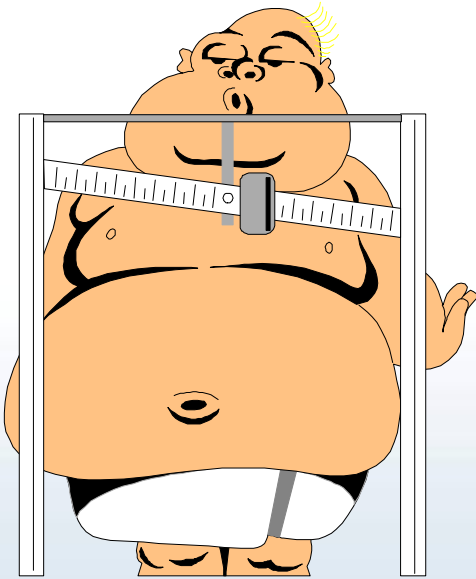
7 - Punctual



Herbalife Success University:

Next Class: _____ (Day, Date, Time)

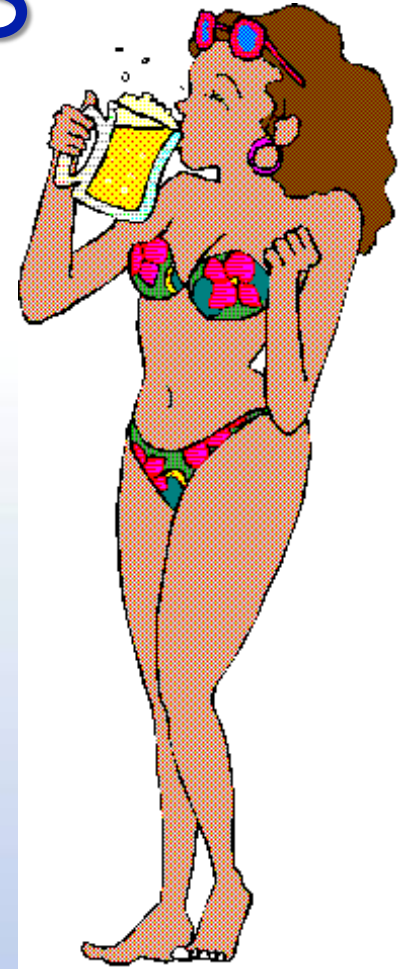
REQUIREMENTS



ARQUIMEDES



MIGUEL



MERCEDES DRINKING LIFTOFF

8 - Positive Results

With Products (Lose - Gain - Maintain)



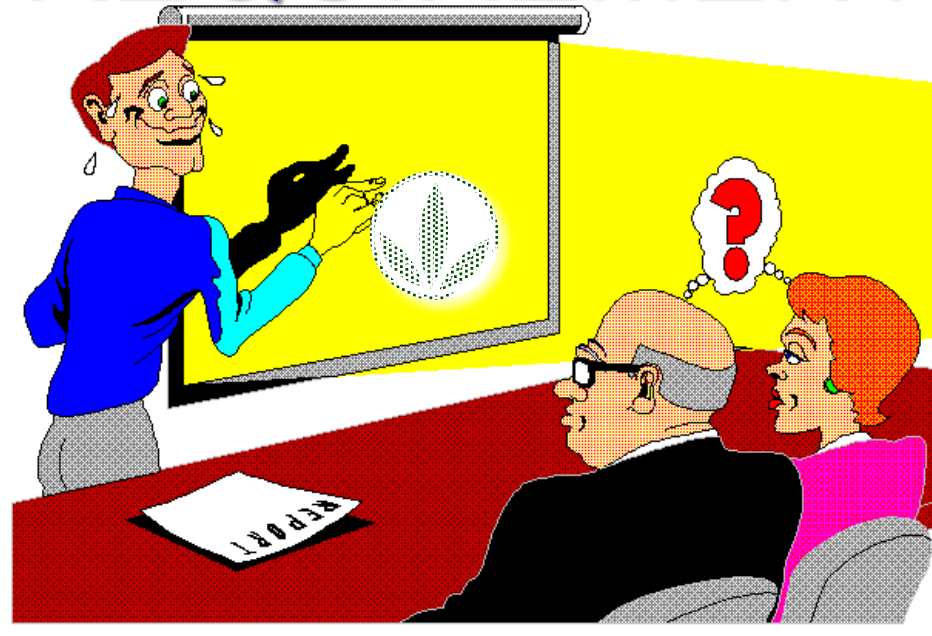
REQUIREMENTS



9 - No Absences

and 1 lateness up to 30 minutes allowed

REQUIREMENTS



10 - Requirement: Attend STS
_____ (Date, www.website.com)
Bring Guests!!!

REQUIREMENTS



**Recommended: Attend weekly HOM's,
Herbalife Events – _____ (Date)
www.herbalifeevents.com**

REQUIREMENTS



11 - Do all assigned homework

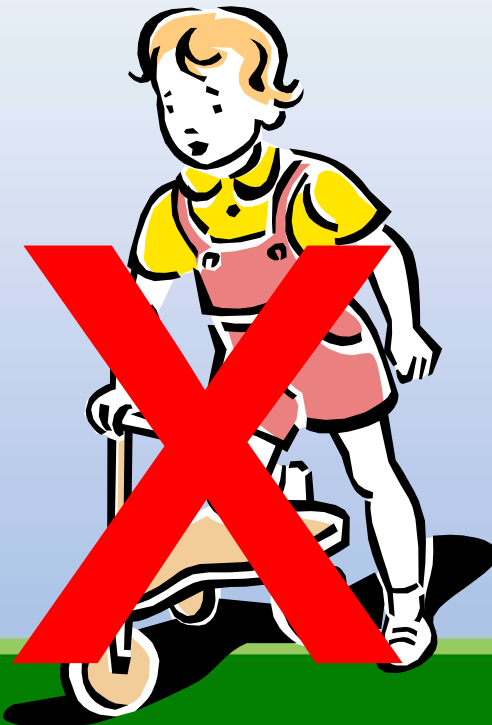
REQUIREMENTS



**12 – Read: The Twelve Pillars
(by Jim Rohn)**

REQUIREMENTS

13 - No Children



REQUIREMENTS



**14 - \$30.00 Registration Fee
– Non refundable**

Herbalife Success University

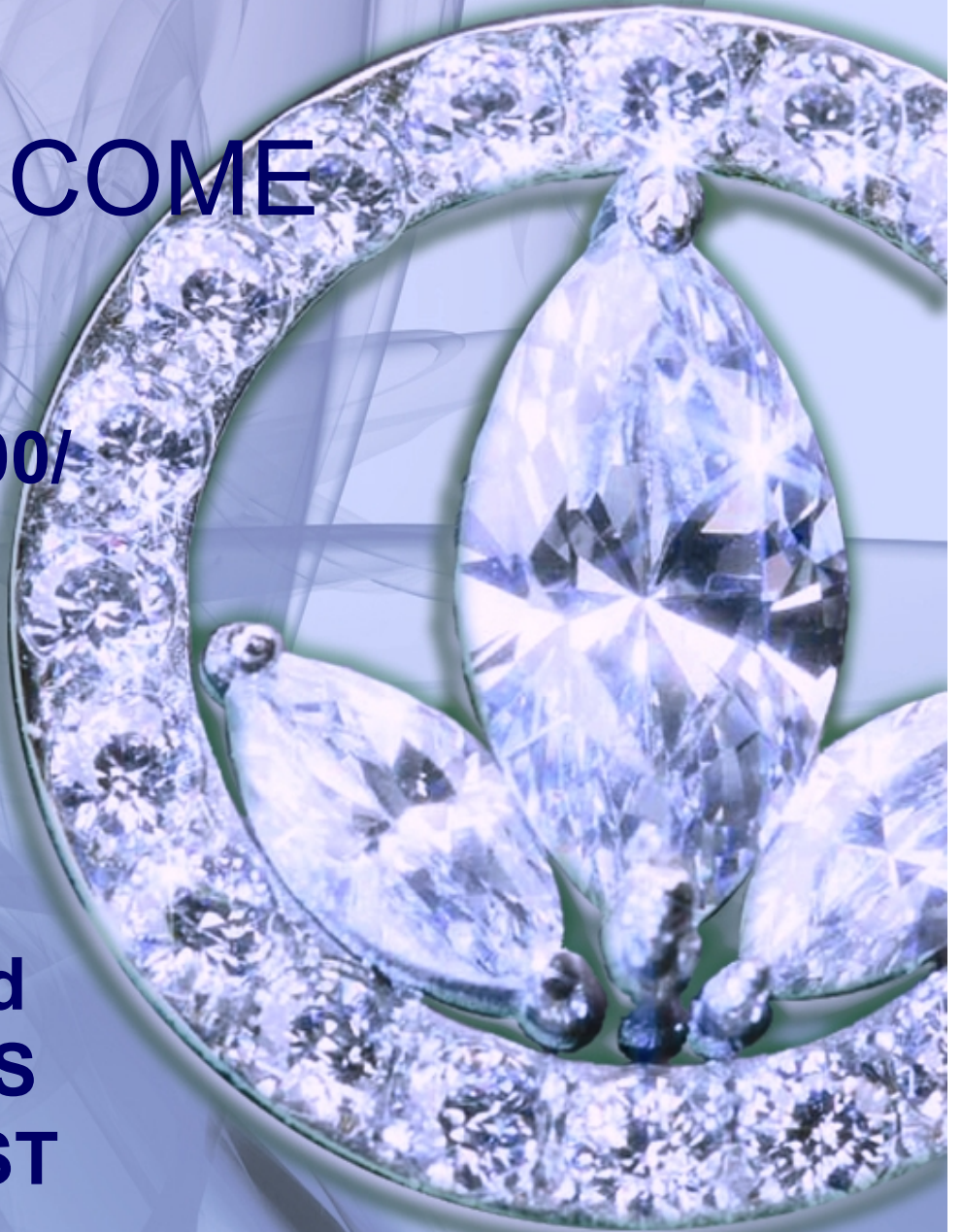
OBJECTIVE

RESIDUAL / CAREER LEVEL INCOME

**INCOME OF US \$100,000.00/
YEAR.**

**FOR THE REST OF YOUR
LIFE.**

**INVESTMENT OF TIME and
EFFORT FOR 1 to 9 YEARS
DEPENDING ON HOW FAST
YOU WANT TO DO THIS.**



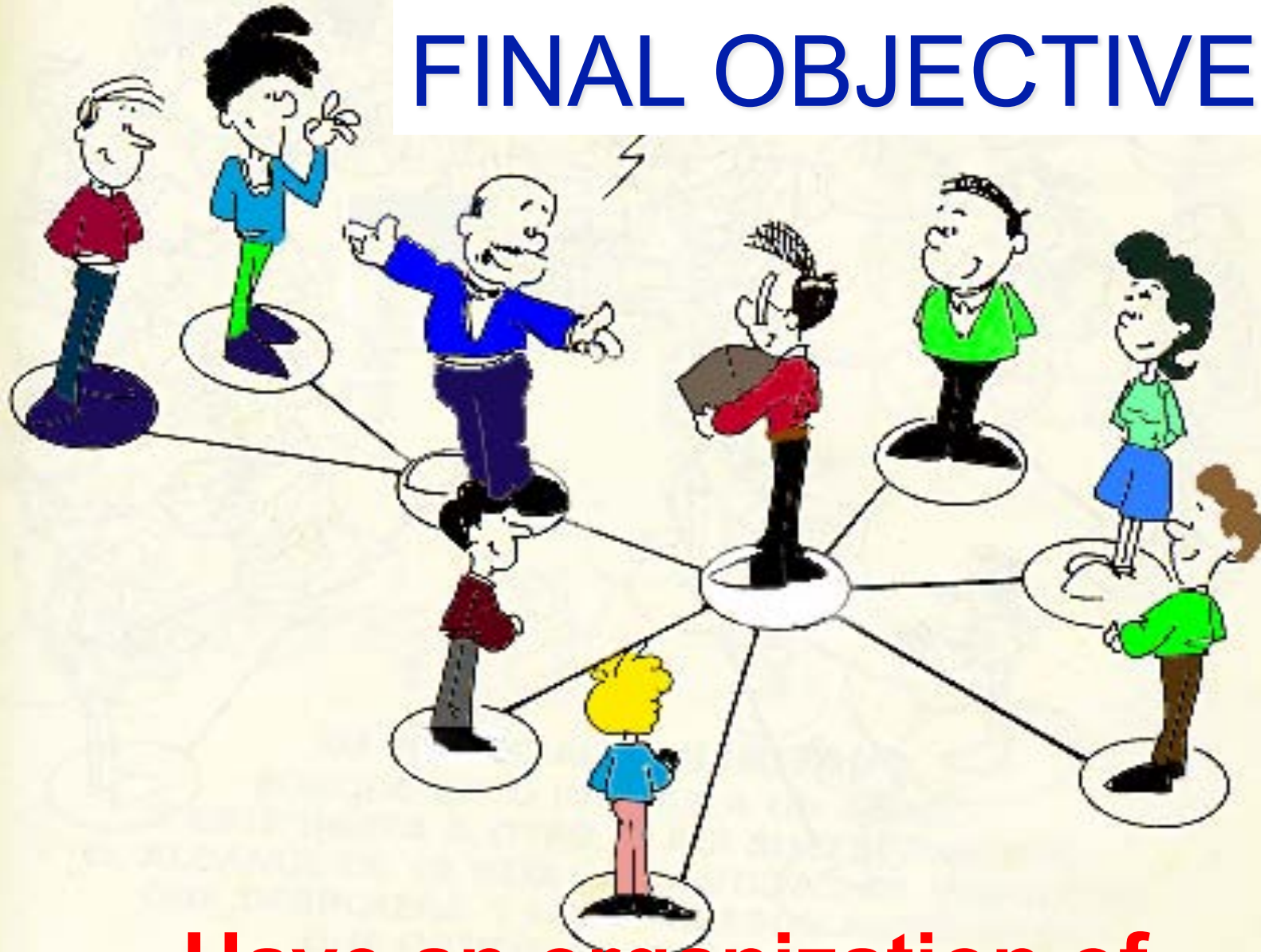
LIFE-TIME PENSION PLAN

- A. How FAST do YOU want to do this _____
- B. Current age today _____
- C. Age to begin earning 100k/year (a+b) _____
- D. What age do you estimate you will live to depending on family stats _____
- E. Pension years = $C - D =$ _____
- F. Therefore you will live on _____
- (100,000 x E)**

LIFE-TIME PENSION PLAN

- **6 YEARS - 1 to 2 supervisors per month
plus retail 2500vp per month**
- **4 years - 2 to 3 supervisors per month
plus retail 2500vp per month**
- **2 years - 3 to 4 supervisors per month
plus retail 2500vp per month**

FINAL OBJECTIVE



**Have an organization of
155 SUPERVISORS**

MODULE OBJECTIVE



Recommended:

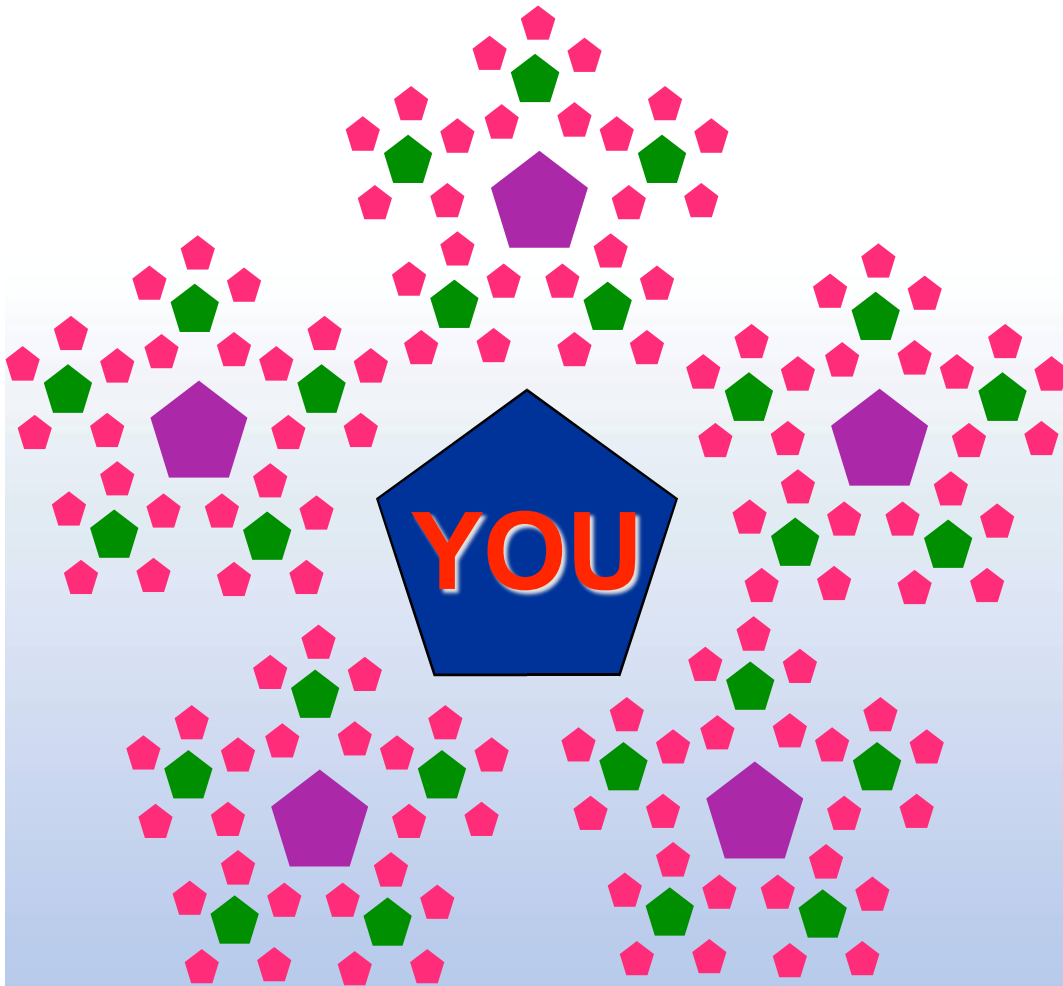
**2,500 VP
(\$1,250.00 profit)**

MODULE OBJECTIVE

**At the end of University
you should have 5 new
Distributors**



5 x 5



1st. Generation

5 Dist.

\$625.00

2nd. Generation

5 + 25 = 30 Dist
(3,750 + 1,500)

\$5,250.00

3rd. Generation

30 + 125 = 155
(19,375 + 23,250)

\$42,625.00

EARNINGS

155 Supervisors – \$42,625.00 – Pres.

78 Supervisors – \$17,550.00 – Mill.

39 Supervisors – \$8,775.00 DIIs – Mill.

16 Supervisors – \$2,800.00 DIIs – GET

6 Supervisors – \$750.00 DIIs – WT



7 BELIEFS OF SUCCESS

1. Everything happens for a reason.
2. There are no failures, just results.
3. I'm 100% responsible for my own world.
4. I don't have to know about everything to use it.
5. Work is a game.
6. In order to be successful i have to pay the price. Discipline and hard work.
7. Our biggest resource – human beings.

WELCOME TO HERBALIFE SUCCESS UNIVERSITY



EMPLOYMENT -vs- BUSINESS

- Employment
- Boss
- Abuse
- Discriminate
- Racism
- Underpaid
- 45 year trap
- Herbalife
- Independence
- Secure future
- Pension
- Health
- Recognition
- Lifestyle
- A way of life



YOU
2500 PV

5 sup =
12,500 VP

25 sup =
62,500 VP

125 sup =
312,500 VP

Total
387,500 VP

5%
\$19,387.00

6%
\$23,250.00

Total
\$42,637.00

1



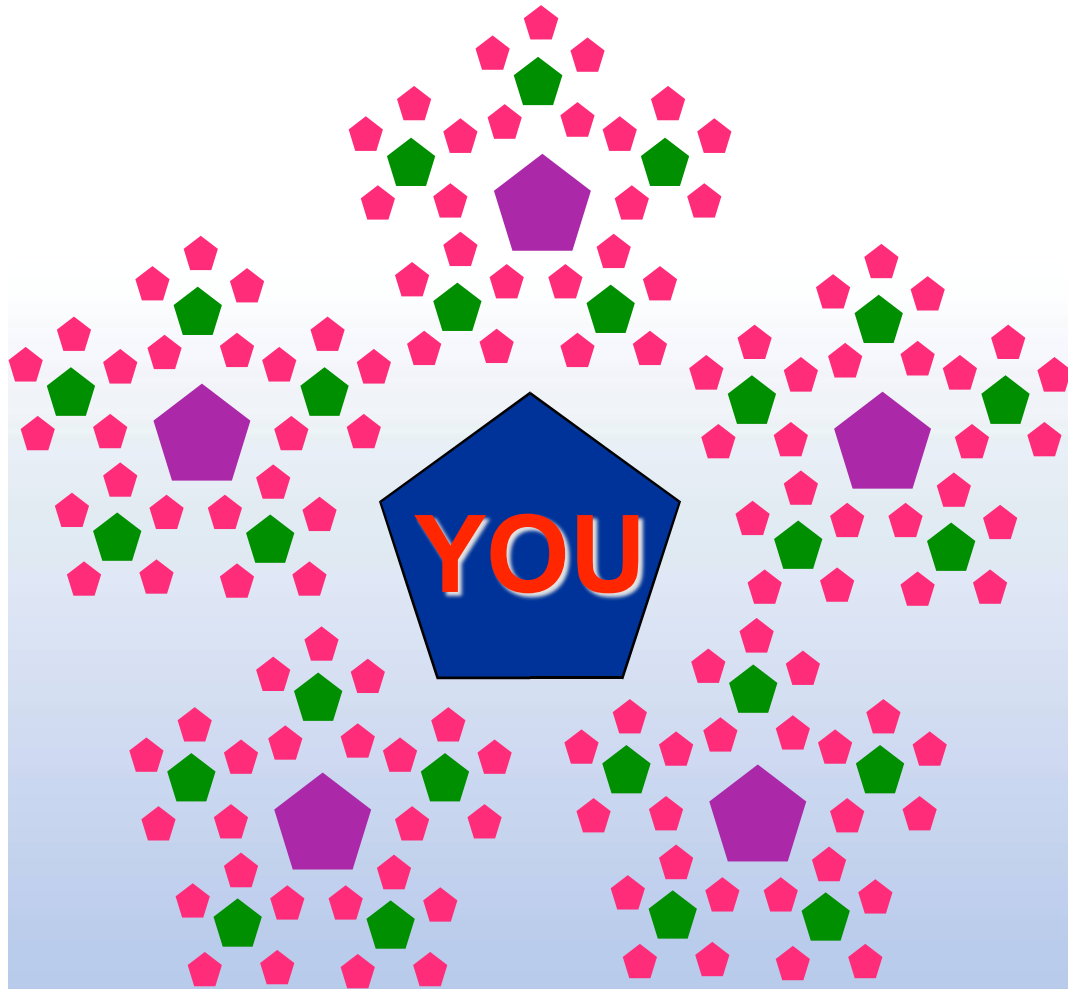
2



3



5 x 5



MODULE OBJECTIVE



Recommended:

**2,500 VP
(\$1,250.00 profit)**

WHAT ARE YOUR DREAMS

Example:

- New Car
- New House
- Travel

WHAT ARE YOUR GOALS

Long Term Goals

- 3 - 5 Years

Example:

- New Car
- House
- Vacations

Short Term Goals

- 3 – 9 Months

Example:

- New Apartment
- Pay Your Needs With Herbalife
- Pay Your Debt



LIST OF PAYMENTS

How much money do you need per month?

Example:

- Rent
- Transportation
- Con Edison
- Food
- Phone Cell
- Cable
- Beer
- Club
- Entertainment
- Clothing
- Baby sitter
- Credit cards

PLAN OF ACTION

Plan to make \$ **300** per week

\$1200

Per month

Name: **Ana**

Month _____ Year _____

MY WEEKLY PLAN

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Total
Contacts	10	10	10	10	10			50 0
Flyers	500	500	500	500	500			2500 0
ADS								0
Signs								0
Survey								0
House Party	1		1		1		3	0

MY ACTIVITY for 1 week

Contacts	10	5	10	5	10		40	0
Flyers	500	500	300	500	100		1800	0
ADS								0
Signs								0
Survey								0
House Party	1		1		1		3	0

My results for 1 week

# OF CALLS	5	3	2	5	0			15
# OF CUSTOMERS	1	0	0	1	0			2
REFERRALS	1	0	0	1	0			2
SALES VOLUME	200 PV	0	0	200 PV	0			400
PROFIT	100	0	0	100	0			

PROFIT FROM SALES

\$200

COURIER SERVICE

- Brings products or items from the USA to your doorstep and you pay them shipping plus customs fees
- FasPak
- CSF Couriers
- Jet Express
- Or any others you may be fam

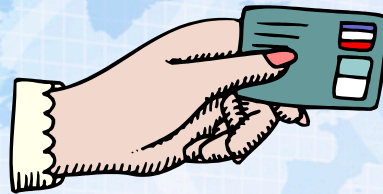


OVERSEAS ORDERS

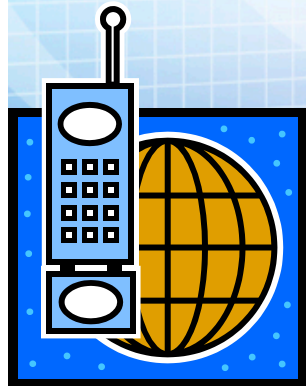


Land phone

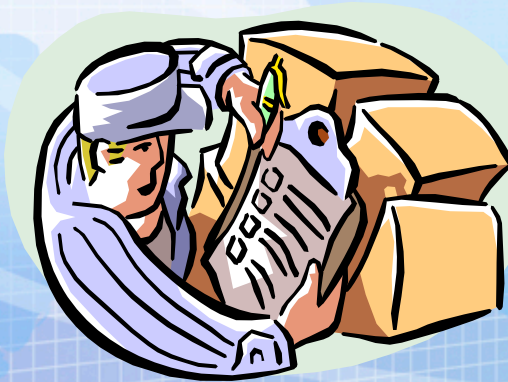
Credit Card



Fax



Cell phone



Courier address in USA



INTERNET Access

HOMEWORK

- 1. Write out how much money you need per month.
- 2. Plan of Action – work out your individual plan.
- 3. Bring in 4 envelopes. Red, Yellow, Green and Blue.
- 4. Get the book “12 Pillars” by Jim Rohn.