

**WELCOME TO
HERBALIFE
SUCCESS
UNIVERSITY**

REVIEW

- Objectives
- 5 get 5
- 7 Beliefs of Success

Herbalife Success University

OBJECTIVE

Final Objective



**Have an organization of
155 SUPERVISORS**

MODULE OBJECTIVE:

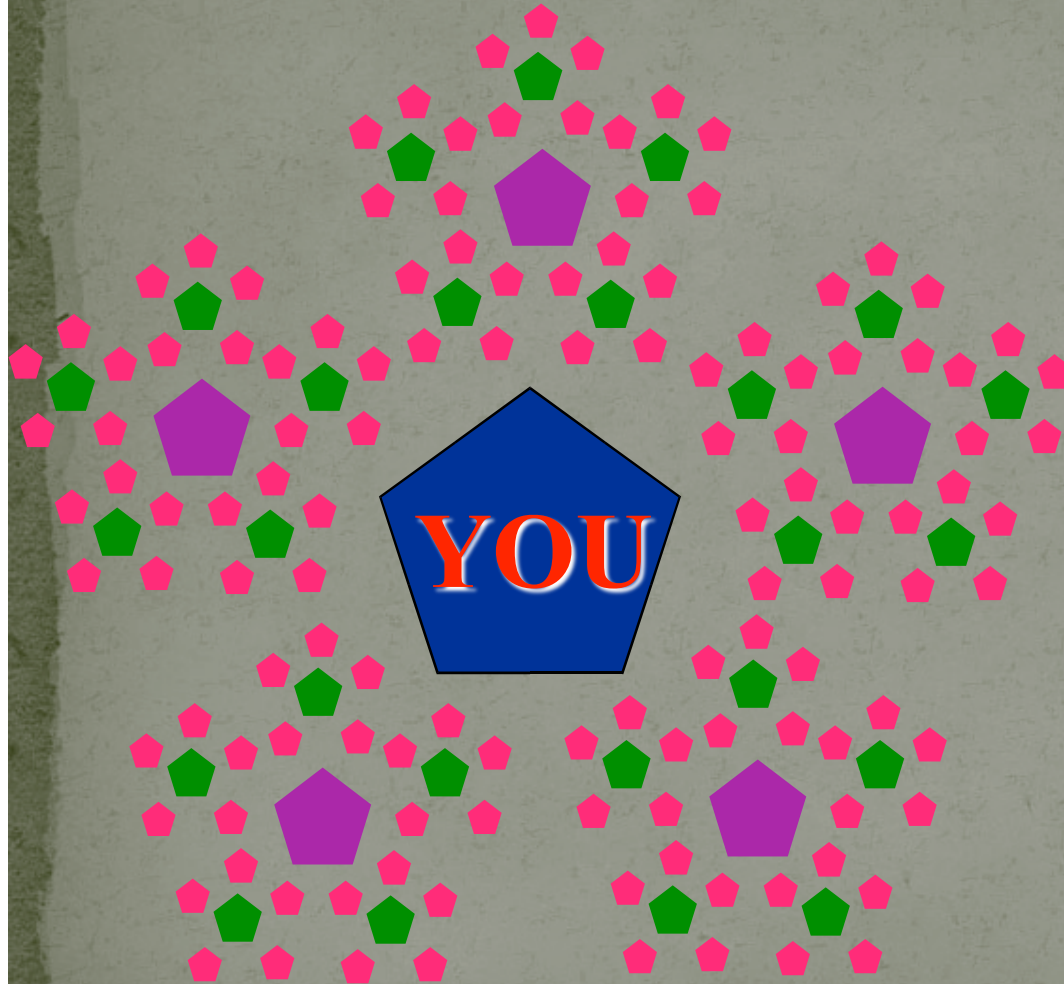


**1.- Recommendation
2,500 vp.
(\$1,250.00 profit)**

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 Dlls - Presid

78 Supervisors - \$17,550.00 Dlls - Mill.

39 Supervisors - \$8,775.00 Dlls - Mill.

16 Supervisors - \$2,800.00 Dlls - GET

6 Supervisors - \$750.00 Dlls - WT

THE 7 BELIEFS OF SUCCESS

- 1- EVERYTHING HAPPENS FOR A REASON.
- 2- THERE ARE NO FAILURES, JUST RESULTS.
- 3-I'M 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.

EMPLOYMENT V.S. BUSINESS

- **EMPLOYMENT**

- **ABUSE**

- **DISCRIMINATION**

- **RACISM**

- **UNDERPAID**

- **45 YEAR TRAP**

- **HERBALIFE**

- **INDEPENDENCE**

- **SECURE FUTURE**

- **HEALTH**

- **RECOGNITION**

- **LIFESTYLE**

- **A WAY OF LIFE**

YOU
2500 pv

1



2500

2



2500

3



2500

5 sup =
12,500 VP

25 sup =
62,500 VP

125 sup =
312,500 VP

Total
387,500 VP

5%
\$19,375

6%
\$23,250

Total
\$42,625

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**
- **BabySitter**
- **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
ADS								0
Signs								0
Survey								0
House Party	• 1		• 1		• 1			• 3

MY ACTIVITY for 1 week

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

My results for 1 week

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

PROFIT FROM SALES

\$200.

CALCULATING RETAIL INCOME – JAMAICA MODEL

- $RP + 41\%$ (in the US it is $vp+13\%$)
- Discounted customers at 25%
 - $100 - 25 = 75 + 41 = 116\%..e.g...$
 - Small Shake - $23.95vp \times 116\% = 27.76$
- Discounted customers at 42%
 - $100 - 42 = 58 + 41 = 99\%...$
 - Small Shake - $23.95vp \times 99\%$ is the cost from Herbalife or upline supervisor =.....

CALCULATING RETAIL INCOME

UNITED STATES MODEL

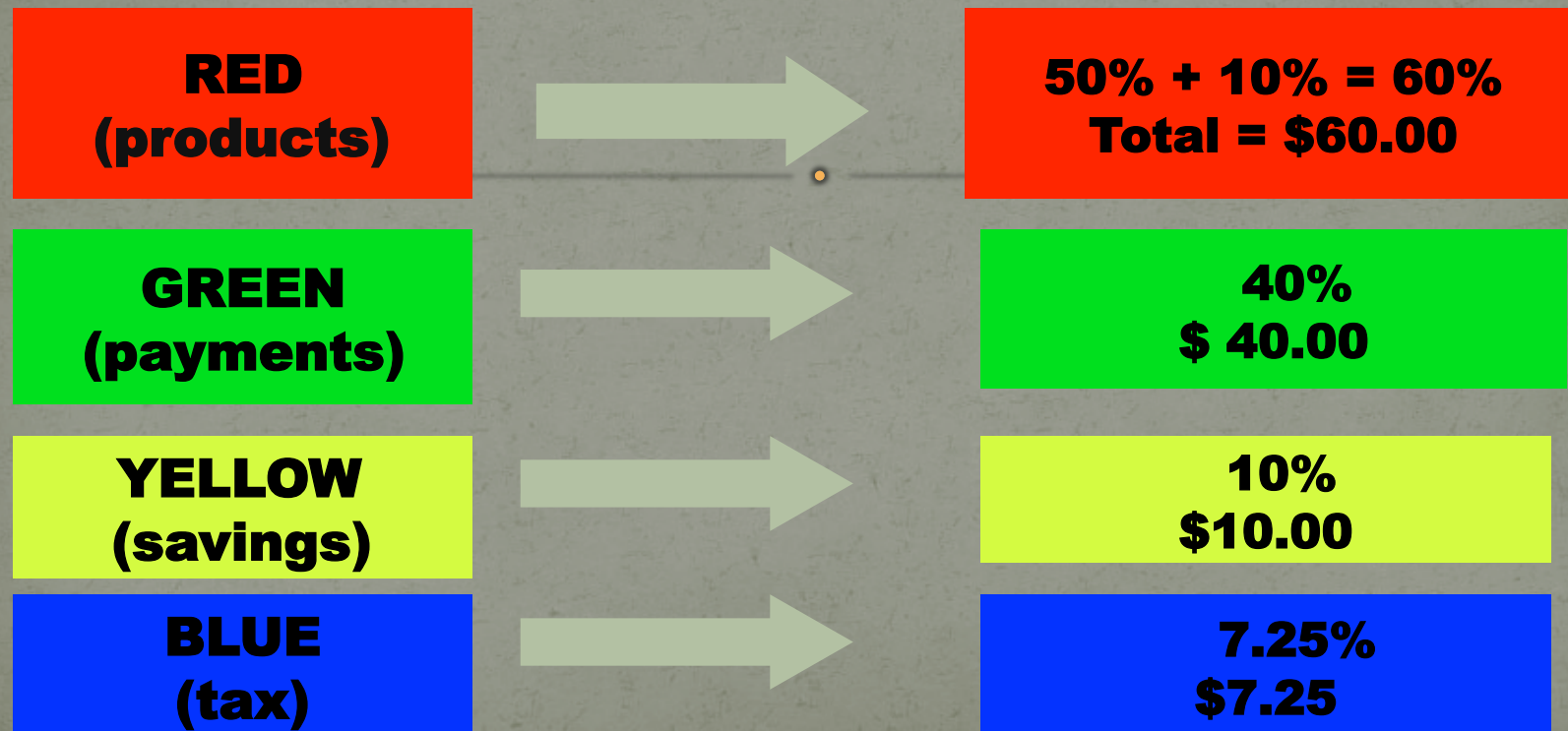
- RETAIL: $RP + 10\%$
EX: Large Shake $34.40 + 10\% = \$37.84$
- DISCOUNTED CUSTOMERS at 25%
- $100 - 25 = 75 + 10\% = 85\%$
- Large Shake: $34.40 \text{ rp} \times 85\% = \29.24
- DISCOUNTED CUSTOMERS at 42%
- $100 - 42 = 58 + 10\% = 68\%$
- Large Shake: $34.40 \text{ rp} \times 68\% = \23.39

How to Administer Your Money

If I sell 100vp, what should I do?

4 ENVELOPES (RED - YELLOW - GREEN - BLUE)

100 vp + 10% (\$10.00) Shipping and Handling
Total : \$110.00



THE 7 ACTIVATORS OF SUCCESS

- **PASSION**
- **FAITH**
- **STRATEGY**
- **CLEAR VALUES**
- **ENERGY**
- **POWER OF MULTIPLICATION**
- **MASTER IN COMMUNICATION**

HOMEWORK

For next class:

1. Read Cellular Nutrition to 10 different new people- take their name and number.
2. Read 12 Pillars (Chapters 1-3, pgs.11-42)