

Welcome to the Business Builder Day

How to build a team of Herbalife
distributors and create a Residual
income for life!

Balanced Business

| 200 vp - Personal Use | | V.P. | | MONTH | |
|---|--|---|--|--|--|
| A 800 vp - New Customers Customer vp R <input type="text"/> <u>Retail</u> Profit TOTAL vp R <input type="text"/> | | C 500 vp - Distributors / Discounted Customers (25%) Customer vp R <input type="text"/> <u>Recruiting</u> Profit TOTAL vp R <input type="text"/> | | VP R <input type="text"/> A B C D G TOTAL R <input type="text"/> | |
| B 500 vp - Repeated Customers Customer vp USD <u>Follow up</u> Profit TOTAL vp R <input type="text"/> | | D 500 vp - Distributors (%35-42) Customer vp USD <u>Mentoring</u> Profit TOTAL vp R <input type="text"/> | | G Qualifications (1000/2500/4000) Name vp R <input type="text"/> <u>M/Plan</u> TOTAL vp R <input type="text"/> | |

Packaging Your Income your Story

- ✓ No 1 marketing tool is your story-No matter the income
- ✓ Profit only not turn over
- ✓ Retail ,Wholesale, Royalty and Bonus = your income
- ✓ Background
- ✓ How did you feel before
- ✓ Why did you start the business
- ✓ 1st week 1st month etc
- ✓ Photos
- ✓ Last month ,Last 90 days, Last year

Where it all started...

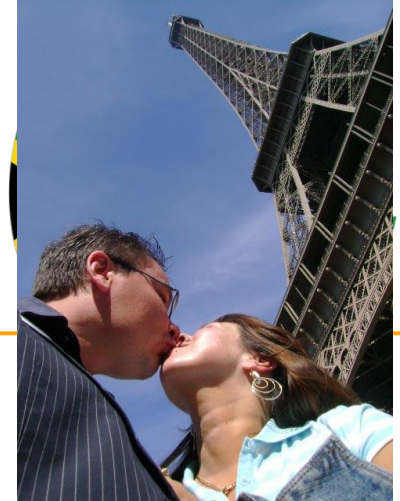




UK-Windsor 2004



Atlanta USA - 2005



Paris-France 2007



Koln -Germany 2007



Prague-Czech Republic 2009



Barcelona -Spain 2008



Sweden 2010



EMEA FUTURE PRESIDENT'S TEAM RETREAT

MALTA • DECEMBER 6-10, 2010



Holidays



Zanzibar-2010

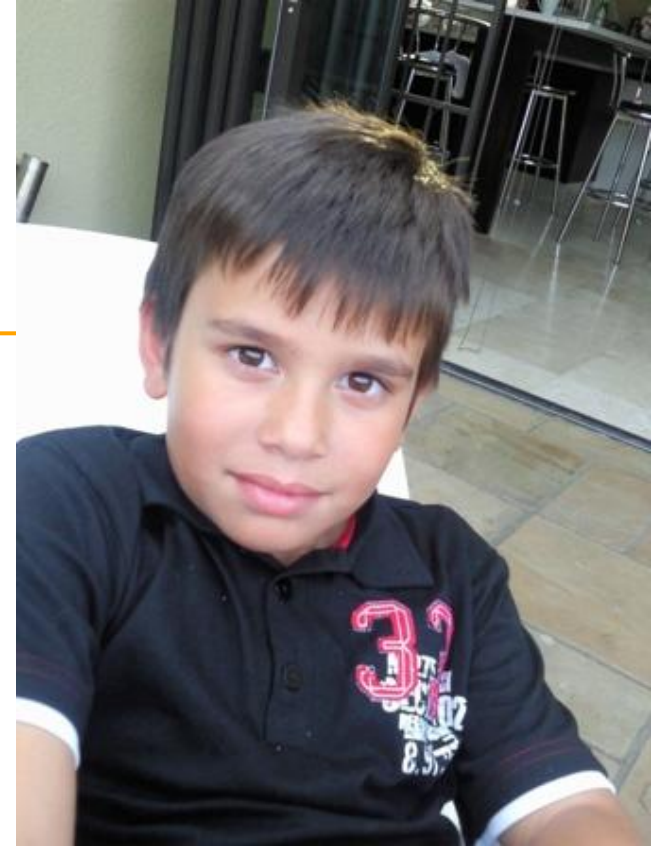


Rome -Italy -2010



Mediterranean-2011

Our Why



Working From Home



Cemon's new Baby



WHY IT PAYS TO BUILD AN ORGANISATION?

BEFORE



+ Shake, Hard Work and a few Good Friends



AFTER

Thank you Herbalife for a Dream Life!



Understanding the Network Marketing Industry- Brilliant Compensation Video

WHAT TO DO WITH A NEW DISTRIBUTOR



STEP 1-Set your Goals

Fax to 086 654 5678 or email shawn@dumpyourboss.co.za

GOALS WORKSHEET

Mail or fax this back to your business mentor with your Health Survey & "Who do you know" list.

Our Opportunity

Herbalife offers a
golden business opportunity



What do you want from your Herbalife business in terms of income and lifestyle?

MONEY: How much extra money do you need right now (& in the future) to address your needs?

- In the next 30 days
- My dream is to earn X per month
- I think I could NEVER earn as X much as per month

VACATIONS: Name 3 places you have always wanted to visit or take your family on vacation:

VEHICLES: What car do you dream of owning?

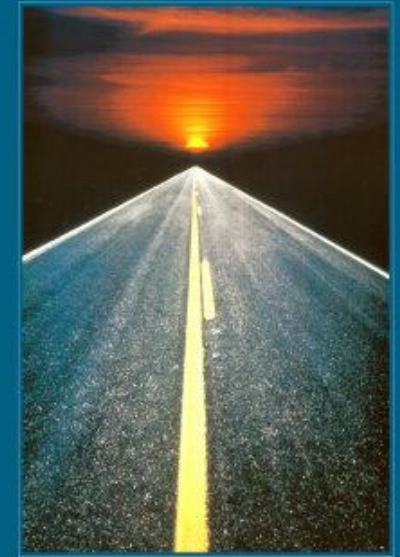
SOCIAL: What social contribution (charities, time) do you wish you could get involved with?

HOME: Where do you want to live? What is the home like?

PARTNER: What gift would you love to purchase for your partner / spouse?

SAVINGS: Do you have enough saved for retirement? Children's education? How much would you need?

GOALS



*To get started,
you must have a destination.*

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This is the only way I can guarantee your success- Shawn/Cemon

STEP 2-Start on Products



HEALTH SURVEY: Today's Date: _____

| | | | |
|--|-----|---------------------|-----------|
| Last Name | | First Name | |
| Age | | Birthday | |
| Address | | | |
| Phone (h) | | Phone (w) | |
| E-mail | | Phone (Cell) | |
| Are you looking to lose some weight? If so, how much? | | | Kilograms |
| What other programs / products have you tried in the past? | | | |
| Why do you feel that these other program(s) did not work? | | | |
| Do you have cellulite that you want to get rid of? | Yes | No | |
| Do you eat three meals a day? | Yes | No | |
| If no, which meal do you skip? | | | |
| Do you have a problem with snacking? | Yes | No | |
| If yes, at what time of the day or evening is it hardest to control? | | | |
| What is your favorite snack? | | | |
| Where do you carry most of your unwanted weight? | | | |
| Do you take vitamins or any type of nutritional supplements? | Yes | No | |
| How many glasses of water do you drink daily? | | | Litres |
| Do you eat out regularly (more than twice a week)? | Yes | No | |
| Where is your energy level, on a scale of 1 to 10? | | | |
| Are you currently taking any prescrip: | | | |
| If yes, for what? | | | |



Recipes

For all the shakes below, combine all ingredients (including additional Protein Powder according to your personalized meal plan) blend and enjoy.

Pear Shake

- 2 TBSP Vanilla or French Vanilla shake powder
- 2 TBSP Performance Protein Powder
- 1 small ripe or frozen pear
- 1 cup plain soymilk
- Dash of almond extract
- Dash of cinnamon
- Ice (optional smoothie)

The "New You!"

View our **FULL** product range online today!

www.DrinkandShrink.co.za

See the difference, feel the difference!

NAME:

CELL:

RESULT CHART: WEIGHT / MEASUREMENTS

| Days to mailed | Date | Weight | Upper Chest | Lower Chest | Waist | Hips | Right Thigh | Left Thigh | Right Arm | Left Arm | Neck | Total Loss |
|----------------|------|--------|-------------|-------------|-------|------|-------------|------------|-----------|----------|------|------------|
| 1 | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | |
| 7 | | | | | | | | | | | | |
| 13 | | | | | | | | | | | | |
| 19 | | | | | | | | | | | | |
| 29 | | | | | | | | | | | | |
| 36 | | | | | | | | | | | | |
| 43 | | | | | | | | | | | | |
| 50 | | | | | | | | | | | | |
| 57 | | | | | | | | | | | | |
| 64 | | | | | | | | | | | | |

If you mix it in juice, make sure you dilute some of it. 150ml juice and 150ml ice water (I mix 300ml instead of 250ml). You can also add 2 spoons of non fat plain yoghurt to give it a creamier texture.

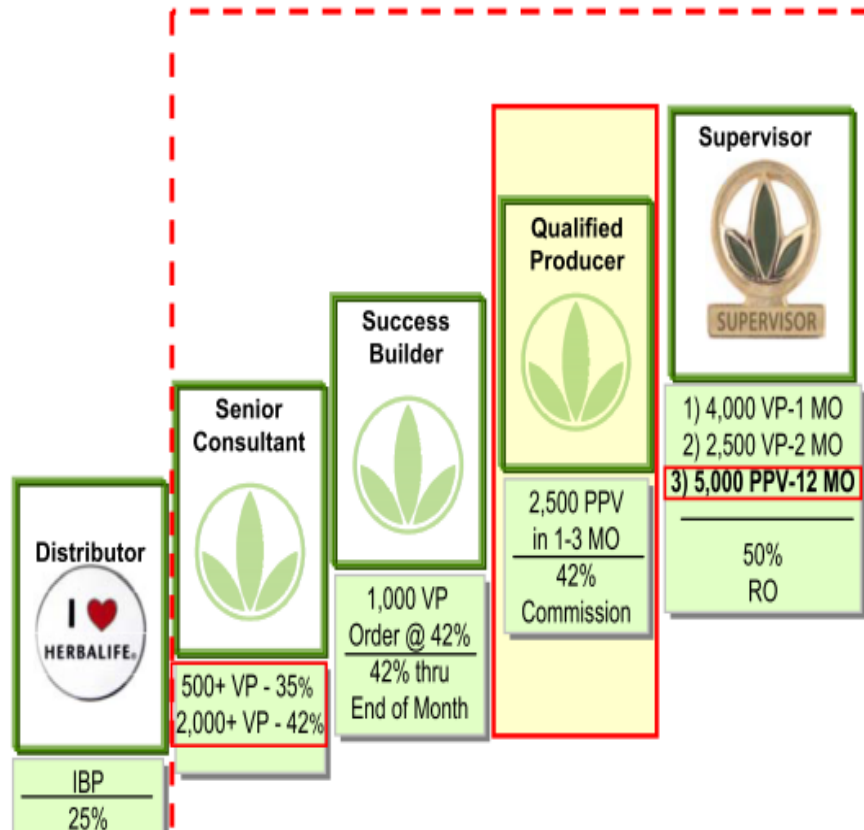
GET THE BEST RESULT YOU CAN IN 1st 30 Days

STEP 3- Training

Monthly STS TICKET

STEP 3 –Choose a place to start -Understand the Marketing plan–How we make money

RETAIL
WHOLESALE
ROYALTY
BONUS



Step 4 Retail Action Plan



People You know

- ✓ Keep it simple
- ✓ Bottle of champagne
- ✓ Chocolate Cake
- ✓ Celebration
- ✓ Duplicatable
- ✓ Your Story and others
Products & Business\
- ✓ SMS ,Email,3 way calls

People You don't know

- ✓ Wellness Evaluations
- ✓ Internet & Telephone
- ✓ Weight Loss challenge

Step 5 Recruiting Action Plan



People You know

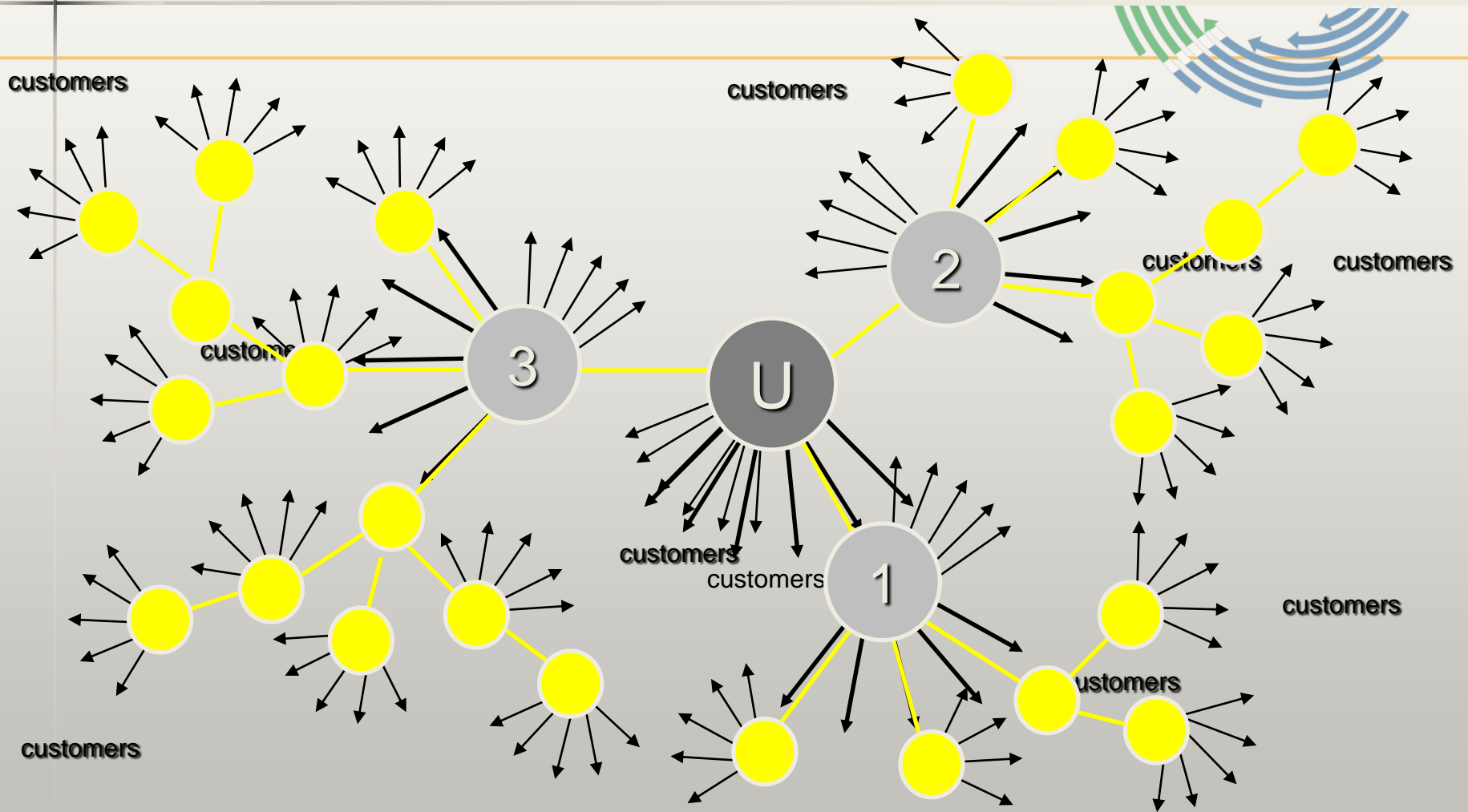
- ✓ Keep it simple
- ✓ Bottle of champagne
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- ✓ Your Story and others Products & Business
- ✓ SMS ,Email,3 way calls

People You don't know

- ✓ Internet
- ✓ Button
- ✓ Walk and Talk
- ✓ Recruiting DVD



Distribution



2011 Herbalife Extravaganza EMEA



16th – 18th September 2011 • Barcelona • Spain



All applicable taxes associated with promotion rewards are the sole responsibility of the Distributor. Taxes vary by country; please check your local tax laws.



2011 Herbalife Extravaganza

EMEA AWT Training



PLUS THE FIRST EVER

EMEA AWT TRAINING

Friday 16 September 16:00H – 18:00H

**With Founder's Circle Member, Leslie Stanford
AND**

Chairman's Club Member, Stephan Gratziani



Open to all TAB Team and any Fully Qualified Supervisors who Qualify or re-qualify AWT from January 2011 through July 2011 (volume months)

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2011 Herbalife Extravaganza

EMEA Party Qualification

Open to FQS who attend the Extravaganza and achieve one of the following:

- Achieve 10,000 VP x 1 month*
- Accumulate 15,000 VP over three consecutive months*
- Special: FQS who achieve 7,500 VP in May 2011

**Qualification period: May through July 2011 (volume months)*



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Herbalife Extravaganza EMEA Taste the Future....2010



Herbalife Extravaganza Barcelona EMEA Taste the Future... **2011**



- Two Qualification Levels
 - Two Unbelievable Rewards!
-
- *Qualification period: May through **July** 2011 (volume months*

2011 Herbalife Extravaganza

EMEA Taste the Future



Open to FQS who attend the Herbalife Barcelona Extravaganza and achieve one of the following:

Level 1 – *SEE The Future*

- Achieve 3,000 VP in ANY 2 months (May/June, June/July or May/July) AND...
- Recruit 9 new Distributors over all three months (May/June/July) ; all 9 Distributors have to place an order* by July month end.

**Newly recruited Distributors do NOT need to be in your first line.*

Qualification period: May through **July 2011 (volume months)*

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2011 Herbalife Extravaganza

EMEA Taste the Future



Luigi Gratton, M.P.H.

Level 1 Rewards

- Special Qualifiers section at Expo – see and hear about what’s happening in Herbalife in the future: branding, products, manufacturing, technology and more!
- Mingle with European NAB members!
- Receive an surprise gift bag – exclusive to TTF Qualifiers.



John Heiss, PhD

2011 Herbalife Extravaganza

EMEA Taste the Future



Open to FQS who attend the Extravaganza and achieve one of the following:

Level 2 – SEE & TASTE The Future

- Achieve 5,000 VP in ANY 2 months (May/June, June/July or May/July) AND...
- Recruit 15 new Distributors over all three months (May/June/July) all 15 Distributors have to place an order* by July month end.

**Newly recruited Distributors do NOT need to be in your first line.*

**Qualification period: May through July 2011 (volume months)*

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2011 Herbalife Extravaganza

EMEA Taste the Future

Level 2 Rewards

- Special Qualifiers section at Expo – see and hear about what’s happening in Herbalife in the future: branding, products, manufacturing, technology and more!
- Mingle with European NAB members!
- Receive an surprise gift bag – exclusive to TTF Qualifiers.
- Special recognition.
- **PLUS** gain access to two exclusive lounges to hear a presentation from a top Herbalife Doctor and sample new products that are in production right now! AND hear from Herbalife’s VP of Technology, Chris Morris about new developments to help you build your business.



2011 Future Millionaire Team Retreat Qualification

13th – 16th September 2011 • Port Aventura • Spain

Qualification:

- Open to all FQS who achieve **2,500** Royalty Points in 1 month*

President's Team and Millionaire Team Members also need to qualify!

**Qualification period - Dec 2010 through Aug 2011 (volume months)*



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2011 Herbalife Extravaganza SOUTHERN AFRICA

18th – 20th November 2011 • Johannesburg • South Africa



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