



**“The Healthcare Practitioners Model”
Wellness and Nutrition
The New Standard of Care**



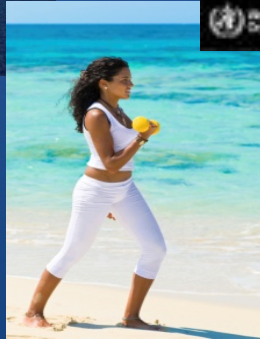
Our Mission

To change people's lives by providing the best nutrition, weight management, and highest grade products in the world

To prevent vs cure!

To combine the best of science and nature for a lifetime of good health

To provide a proven business opportunity that empowers people to achieve their dreams, financial freedom and the rewards of helping others



*“The doctor of the future will give no medicine
but will interest his patients
in the care of the human frame, in diet,
and in the cause and prevention of disease.”*

- Thomas Edison



Who We Partner With:

Physicians

Chiropractors

Health Counselors

Physical Therapist

Acupuncturist

Nurses

Dentist

Nutritionist

Personal Trainers

Non Profits Organizations!

Other Healthcare Practitioners



Michael O. Johnson

Chairman of the Board and Chief Executive Officer

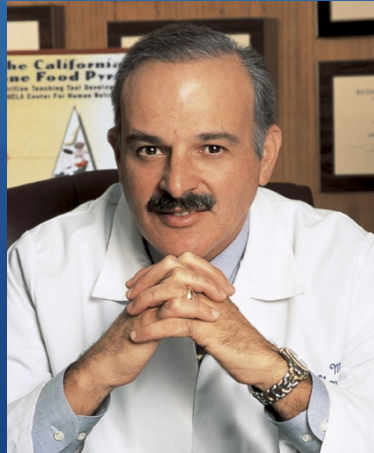
Michael O. Johnson is not only the Chairman and CEO of Herbalife. He is also an Accomplished Triathlete of almost 15 Years!

- Sector: [SERVICES](#) / [Drugs Wholesale](#)
- Officer since April 2003
- 17 years with The Walt Disney Company
- President of Walt Disney International
- President of Asia Pacific for The Walt Disney Company
- President of Buena Vista Home Entertainment.
- Served as a publisher of Audio Times magazine
- Has directed the regional sales efforts of Warner Amex Satellite Entertainment Company, including MTV, Nickelodeon and The Movie Channel.





Our Team

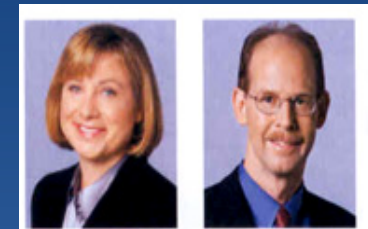
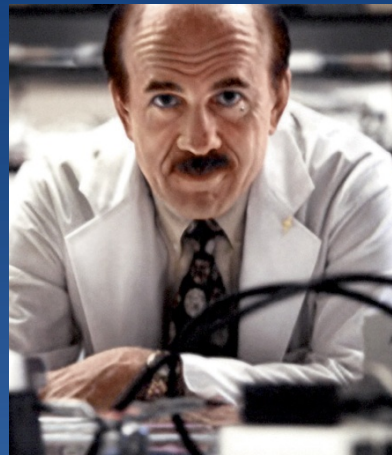


David Heber, M.D., Ph.D., F.A.C.P., F.A.C.N.
Chairman of the Herbalife Medical Advisory Board
Director of the UCLA Center for Human Nutrition.



Luigi Gratton, M.D., M.P.H.
Medical Advisory Board
Medical Affairs Education

Louis Ignarro , M.D., Ph.D.
Scientific Advisory Board
Nobel Prize for Medicine 1998



Janice E. Thompson, Ph.D.
Kim Krumhar, Ph.D., CNS.



Herbalife Cellular and Molecular Nutrition Lab (UCLA Campus)



Kaiser Permanente / Herbalife LA Triathlon



Herbalife, Nokia, Ritz Carlton, JW Marriot





5 Successful Models to Take the Products to the End User





Model #1: Health Surveys

There are only 2 important elements to focus on:

1. Energy Level
2. Ideal Weight – BMI

Health and Lifestyle Survey

Hello. Can you spare me just two minutes? I am doing a survey on important health and lifestyle issues.

- 1** Which of these words best describes your own lifestyle?
 Calm Active Stressed
- 2** Do you think you get 100% of the daily nutrition needed for good health?
 Yes No Sometimes
- 3** Do you take nutritional supplements (vitamins/minerals/proteins)?
 Daily Never Sometimes
- 4** Do you experience a loss of energy during the day?
 Yes No Occasionally
- 5** Do you, or does any member of your family or friends need to lose, gain or maintain weight?
 Lose weight Gain weight
 Maintain weight Can't say for certain
- 6** Approximately how much weight do you/they need to lose?
 You _____ lbs.
 Family _____ lbs. _____ lbs. _____ lbs.
 Friends _____ lbs. _____ lbs. _____ lbs.
- 7** Have you tried diet programs in the past?
 Yes No
 Which ones? _____
- 8** Do you eat a variety of healthy foods from the basic food groups every day?
 Yes No
- 9** If no, why not?
 Not enough time for shopping/preparation
 Too expensive Too complicated
- 10** Are you interested in learning about a nutritional program to control weight while still eating the foods you like, without feeling hungry?
 Yes No
- 11** When is the most suitable time to contact or telephone you?
 Day _____ Time _____
- 12** Would you prefer further information to be sent to your home or office?
 Yes No

Name: _____ Occupation: _____

Address: _____

Zip Code: _____ Telephone: (work) _____ (home) _____

Is there anyone else you know who would take part in this survey?

Name: _____ Telephone: _____

Name: _____ Telephone: _____

Name: _____ Telephone: _____



Model #2: Weight Loss Challenge

12 Week Program Targeting Different Nutritional Topics as Follows:

- Week 1: Importance of Protein**
- Week 2: Water and Body Composition**
- Week 3: Maximizing Your Metabolism**
- Week 4: Cleansing and Healthy Villi**
- Week 5: Dining Out and Good Carbs**
- Week 6: Sugar**
- Week 7: Good -vs- Bad Fats, and Bad Carbs**
- Week 8: Importance of Fiber**
- Week 9: Exercise and Stress**
- Week 10: Keeping Your Heart Healthy**
- Week 11: Nutrition Labels, Shopping**
- Week 12: Maintaining Your Long Term Health**



information available at

www.weightlosschallenge.com



Model #3: Sample Packs

- Simple introduction to product line
- Facilitated through chosen office staff
- Time efficient follow up model
- Increase patient wellness





Model #4: Eat Cheap

<p>Latte & Muffin = 1,040 calories</p> <p><u>WHITE CHOCOLATE MOCHA LATTE</u> 16 oz</p> <p>Calories: 500 Fat: 22g (14g saturated) Carbohydrates: 63g Protein: 15g Fiber: 0g Sugar: 54g Cholesterol: 55mg Sodium: 240mg</p> <p>\$ 5.15</p> <p><u>LARGE BANANA CHIP MUFFIN</u></p> <p>Calories: 540 Fat: 24g (7g saturated) Carbohydrates: 74g Fiber: 2g Sugar: 38g Cholesterol: 55mg Sodium: 410mg</p>		<p>Formula 1 Healthy Meal = 228 calories</p> <p><u>FORMULA 1 HEALTHY MEAL</u> 1 serving = 8oz Non-Fat Milk & 1oz Strawberries</p> <p>Calories: 5228 Fat: 1g (3g saturated) Carbohydrates: 30g Protein: 18g Fiber: 3g Sugar: 21g Cholesterol: 5mg Sodium: 266mg</p> <p>\$ 1.43</p>	
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Programs	Retail	HAP Program 35% Disc	Supervisor 50% Disc
Quickstart	\$90.10	\$56.56	\$45.05
Advanced	\$141.25	\$91.81	\$70.63
Ultimate	\$183.81	\$119.48	\$91.95



Model #5: Healthy Breakfast

Hydration:

- replaces fluid lost during night
- increases metabolism
- soothes and cleanses digestion

Energy:

- increases energy levels to burn calories
- great before workouts
- alleviates pain, relieves inflammation

Nutrition:

- 19 vitamins/minerals/herbs/antioxidants/fiber
- easily digested, fast absorption profile
- faster muscle building
- taken pre or post-workout;
maximizes workout performance and recovery





Some of the Recognized Benefits

- Complete full-service management program
- Personal Health Coach for all Patients
- Complete Office Set-Up
- No Office Staff Burden
- 99% Client Retention Rate
- An Increase of Traffic flow in Offices
- Considerable Financial Return for Practitioners



Why Herbalife?

- Pharmaceutical Grade Products
- NYSE Traded – HLF
- 29 years in business
- Extraordinary Leadership
- Over 45 Million Success Stories
- Worldwide Recognition
- Doing Business and Distributing Products in 70 countries



Doctor Recognition


Dr. Anil Nadir
Orthopedic Surgeon / Gyneacologist
Lost 26 kg/57 lbs



Dr. Steven Komadina
Gyneacologist
Lost 57 kg/125lbs

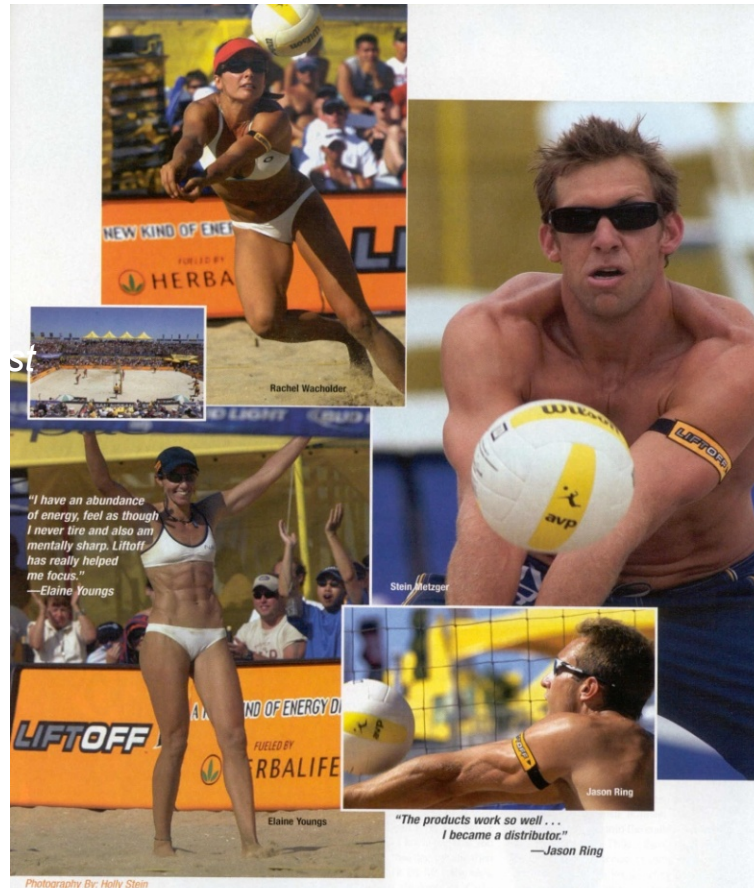


Long time product lover Dr. Steve Komadina, is also New Mexico State Senator!

 **HERBALIFE.**

Making the world healthier.

Herbalife in Action





The Challenge

- Levels of compensation are dependent on area of specialization and activity
- **Capitation by HMOs** has crippled the earning power of the vast majority of physicians
- Take a vacation, become disabled, income falls
- Long Commutes cut into personal and work time
- Attendant costs: malpractice insurance, rents, equipment, have risen faster than income for most physicians
- Volume of paperwork, oversight by insurers grows yearly



How Our Service Can Benefit YOU!

- Offer a comprehensive wellness service in offices, wellness centers, gyms.
- A turnkey model that points to appropriate product and lifestyle changes!
- The nutritional solutions are built into the patient's treatment plan.



Wealth Through Wellness

- Practitioners are adding an additional \$5k - \$10k in revenue per month to a single office practice.
- Partnering with other practitioners will result in \$10k - \$20k in additional income per month!





The Question

If We Could Show You a Way that You Could:
Dramatically Improve the Wellness of Your Patients
thru a Highly Ethical, Clinically Proven Protocol
and add additional income per month of Positive
Cash Flow to Your Practice without Adding
Additional Staff or Equipment...



Would that have Value to
YOU?



Revenue Share

- Create minimum consumer group volume of \$2,500 monthly through Health Survey, Sample Packs, and Weight Loss Challenges at your practice
- Refer 5 practitioners that will do Step 1





1st Growth Stage

Revenue Volume \$ 12,500

Monthly Income

50% Retail \$ 1,250

5% Royalty Override \$ 625

0% Production Bonus \$ 0



Monthly Income \$ 1,875

Annual Income \$ 22,500



2nd Growth Stage

Organizational Volume \$ 62,500

Monthly Income



50% Retail \$ 1,250

5% Royalty Override \$ 3,125

2% Production Bonus \$ 1,250

Monthly Income \$ 5,625

Annual Income \$ 67,500



3rd Stage Growth

Organizational Volume \$ 212,500

Monthly Income



50% Retail \$ 1,250

5% Royalty Override \$ 10,625

6% Production Bonus \$ 12,750

Monthly Income \$ 24,625

Annual Income \$ 295,500



Take Your First Steps

Student Debt Statistics for medical school:

- Median Private school has increased 50% in 20 yrs
- Median Public school has increased 133% in 20 yrs

Startup investments:

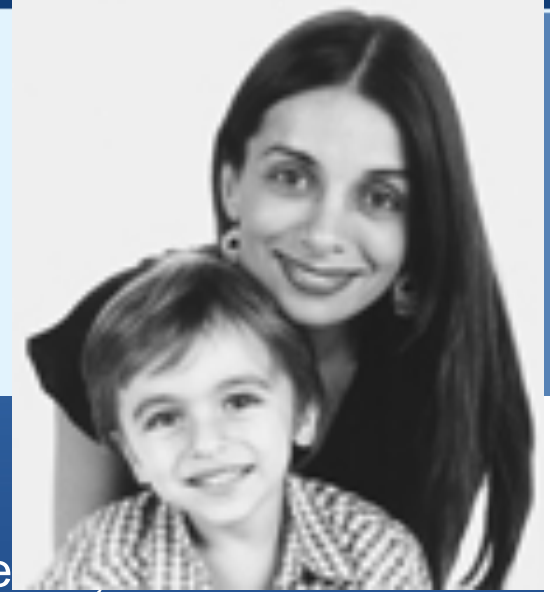
- average debt for the class of 2007 was \$139,517
- Success Business Package \$299

source: AMA; Medical Student Debt www.ama-assn.org

Dr. Shamsah Amersi MD

Obstetrician / Gynecologist

Santa Monica, California



Education

Residency

Obstetrics & Gynecology, UC Irvine Medical Center

Internship

Obstetrics & Gynecology, UC Irvine Medical Center, 1998 - 1999

Medical Degree

MD, UC San Francisco School of Medicine, 1998



CLINICAL INTEREST

Abnormal Genitalia, Endometriosis, Endoscopic Surgery, Family Planning, Fibroids, General Gynecology, General Obstetrics, Geriatric, Menopause, Pelvic or Vaginal Pain, Pre Menstrual Syndrome, Recurrent Pregnancy Loss, Tubal Reversal, Vulvar Disease

Dr Amersi's interview.

<http://redente.audioacrobat.com/download/bd8e8d1b-32d1-5a5f-462d-b146b0b2cc12.mp3>



NEXT STEP!

- 1) Set Up a Follow Up Appointment
- 2) Go to www.msn.com, type HLF next to (get a quote) and go into the New York Stock Exchange (NYSE) and see who Herbalife is!
- 3) Get a Sample Pack of Products
- 4) Be a part of making Nutrition the New Standardization in Health Care



NEXT STEP!

- 1) Go to www.msn.com, type HLF next to (get a quote) and go into the New York Stock Exchange (NYSE) and see who Herbalife is!
- 2) Visit <http://www.herbalifescience.com/> to learn even more about the Doctors and Scientists we work with
- 3) Get a Sample Pack of Products
- 4) Set Up a Follow Up Appointment
- 5) Be a part of making Nutrition the Foundation of Health Care



“You can’t change your destiny overnight, but you can change your direction overnight.” Jim Rohn