

TODAY

NEWS FOR BUSINESS BUILDING

"A good objective of leadership is to help those who are doing poorly do well and to help those who are doing well do even better."

—Jim Rohn

*New Body
Contouring
Creme &
Body
Buffing
Lotion*

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U.S. Top Distributors
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Over \$16 Million
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51 Pounds Gone

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19 New Products Introduced At Extravaganza!

At Extravaganza '98, Mark Hughes greatly expanded Herbalife's product line when he introduced 19 new nutritional products and personal care products. Herbalife's new formulas target customers' diverse needs and include products designed specifically for men's, women's and children's special health and personal care needs.

Like all of the Company's scientifically advanced products, the new introductions were subjected to



Thermojetics® Protein Bars

research and meet the approval of Herbalife's Medical Advisory Board.

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Over \$16 Million Awarded At Extravaganza '98!

**John and Susan Peterson, Chairman's Club,
receive the first-ever \$1,000,000 Bonus.**



*John and Susan
Peterson*

Chairman's Club members, John and Susan Peterson, made Herbalife history at Extravaganza '98 in Orlando, Florida, by becoming the first Distributors ever to receive a \$1 million President's Council Bonus Award. In total, Mark Hughes presented more than \$16 million in Bonus Awards to Herbalife's top achievers in 1997, making it the largest bonus payout in the Company's history.

"These people are really making it happen," Mark Hughes said as he began recognizing the qualifiers of Herbalife's President's Council Bonus Awards. By the time Mark was through, he had handed out more than \$16 million to 104 President's Team members. The awards ranged from \$40,005 to the awe-inspiring \$1 million bonus given to the Petersons.

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