



Position Determines Income!

****Where do you want to be?！****

Start Dreaming!



EXCEL ON YOUR JOURNEY...



TO EXTRAVAGANZA



How To Get Distributors & Build Your Herbalife Team

EXCEL ON YOUR JOURNEY...



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What Are You?

- **Cell Activator** – Black & White; No gray - facts & Figures
- **Total Control** – Driven by Challenge; Driven by Money
- **Relax Now** – To Help People; Save the Whales/ Dolphins; Recycle; Volunteer
- **Lift Off** – Primarily Motivated by FUN!!!!!! If it is fun, they will do it. Not fun, they will not do it!





Corporate America

- Corporate America:
 - Work 10 hours
 - Get Paid 10 hours (hourly rate)
 - How much vacation per year (days)?
 - Time off is scheduled
 - Yearly pay; sick days; holiday pay; overtime
- This is OK!





Network Marketing

- In general:
 - Team Members start their Herbalife business with a Corporate American attitude! (work 10 hours, paid 10 hours)
- Does this Happen?
- Network Marketing Reality Is This...
 - “You get paid the value you bring to the market place.” Jim Rohn





Foundation Of A Successful Herbalife Career!

- Consistent Effort
 - 90 Day plan
- Duplication
 - Power of numbers
- Give it enough time
 - Do you win in the 1st quarter or the 4th quarter?

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Consistent Effort

- 90 Day Plan
 - How many do you do until you get to your goals and dreams?





What is a 90 Day Plan?

A one day plan
repeated for 90 days

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How many 90 day plans? Corporate America

- 30 years
- Age 25 – 55
- (4) 90 day plans in 1 year
- (120) 90 day plans in 30 year career
- Isn't that interesting?





90 Day Plan

- (2 1/2) 90 day plans to the end of the year
 - What is your 90 day plan?
 - What is your Team Members 90 day plan?
- Build Momentum;
 - into the events with events!
 - Work backwards and write it down





90 Day Plan

- July 2010
 - Leadership Development Weekends
- October 2010
 - Extravaganza
- December 2010
 - Future Presidents Team Retreat
- STS's & HOM's





Power of 10!

- 10 Invitations:
 - Products
- 10 Customers – week
- 10 Distributors – month
- 10,000 vp month





What is your 90 day plan?

- Methods and:
 - Weight Loss Challenges
 - Sample Packs
 - Nutrition Clubs
 - Flyers
 - Door Hangers
 - Shake Parties





- How many 90 day plans are you willing to work, to reach your goal?
- (3) 90 day plans – MIL
- (7) 90 day plans - PRES





Duplication

- If I sign up 1 distributor a month
 - How many distributors will I have after 1 year?
- Now – If I sign up 1 distributor a month then Teach them to do the same
 - How many distributors will be on my team in 1 year?





Duplication

- Month 1: You + 1 = 2
- Month 2: 2+2 = 4
- Month 3: 4+4 = 8
- Month 4: 8+8 = 16
- Month 5: 16 + 16 = 32
-





Duplication

- Month 12: $2048 + 2048 =$ Leveraging your time

4096!!!!!!!

- Each distributor did 500 vp = 2,048,000 org vol!





Duplication

- “I would like to have 1% of 100 people’s effort, rather than 100% of my effort.”
 - Jon Paul Getty – Billionaire

- “Success is getting your players to develop 100% of their ability.”
 - John Wooden – Coach UCLA Bruins





Duplication

- DOES IT WORK?
- DOES IT DUPLICATE?
- McDonalds





Step 1: Invitation

- Goal:
 - is to find someone to give a presentation to!
 - COI – Practice
 - Looking for dissatisfied people (Product or Business)
 - “If I could show you a way to earn an extra....., without changing what you are currently doing would you be interested?”





Step 1: Invitation

- Button, Team Herbalife wear
- Ads & Flyers
- COI
- Retail Base
- myherbalife.com – Retail/Recruit- DMO
- Mark Hughes - Talk to 10 people a day
 - 40 Presentations -10 Distributors – 2 Supervisors





Step 2: Presentation

- One on One
 - On the spot
 - Product Catalog
- Phone Presentation
 - Pitch Book – myherbalife.com
- HOM – STS, LDW





Step 2: Presentation

- The Close!
- Leave them with choices
 1. Not do the business; sign up for a discount on the products.
 2. Want to get started Part Time.
 3. Business Builder
- Ask for what you want – Apply Duct Tape





In Closing - Plug In!

- To Herbalife
 - Upcoming STS's
 - Next LDW
- HOMs
- Creating Momentum Together!!!

