



**Larry Hulse**

**International President's  
Team Member**

**Texas, USA**

# Reality

**Gas Prices High & Going Up**

**Grocery Prices High & Going Up**

**485,000 jobs lost in private sector  
in last 6 months**

**Starbucks closes 600 locations**

# **3 Parts to the Business**

**Retail  
Recruiting  
Promotion**

# Position Determines Income!

**\*\*Where do you want to be?\*\***

**Start Dreaming!**


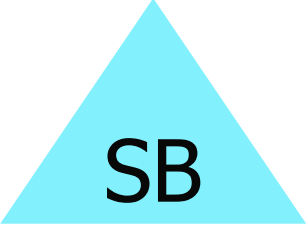
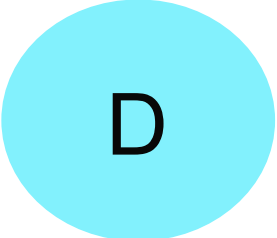


# Your Possibilities with Herbalife

- **Retail Profit – 25-50%**
- **Wholesale Profit – 5-25%**
- **Royalties – 5% on 1<sup>st</sup> 3 Levels**
- **Bonuses – 2-7% to Infinity**
- **Annual Profit Sharing – 1%**
- **Paid Vacations!**

# Different Retail Profits

Retail Price (VP) \$100

	Position	Discount	Profit
	Supervisor	50%	\$50
	Success Builder	42%	\$42
	Distributor	25%	\$25

# Supervisor's Areas of Income



Retail Profit = 50%



Royalty = 5% on 1<sup>st</sup> 3 Levels

Bonus = 2-7% to Infinity

Wholesale Profit = 25%



Wholesale Profit = 8%



Bonus Income of 2-7% Paid to Infinity

# Ways to Supervisor

1 Month  
4000 VP

1<sup>st</sup> Month  
2500 VP

2<sup>nd</sup> Month  
2500 VP



HERBALIFE.



# Qualify World Team

10,000vp in 1 month

*or*

2,500vp in 3 consecutive months

*or*

500 Royalty Override in one  
month

# Active World Team

**90% of qualifiers stay in the business**

**High Percentage qualify TAB Team**

# **Active World Team**

**10,000vp in 1 month**

***AND***

**2,500vp in 3**

**consecutive months**

***AND***

**500 Royalty Override in  
one month**

***(6 month window)***

# Healthy Breakfast

*30 Perfect Meals - 92VP*



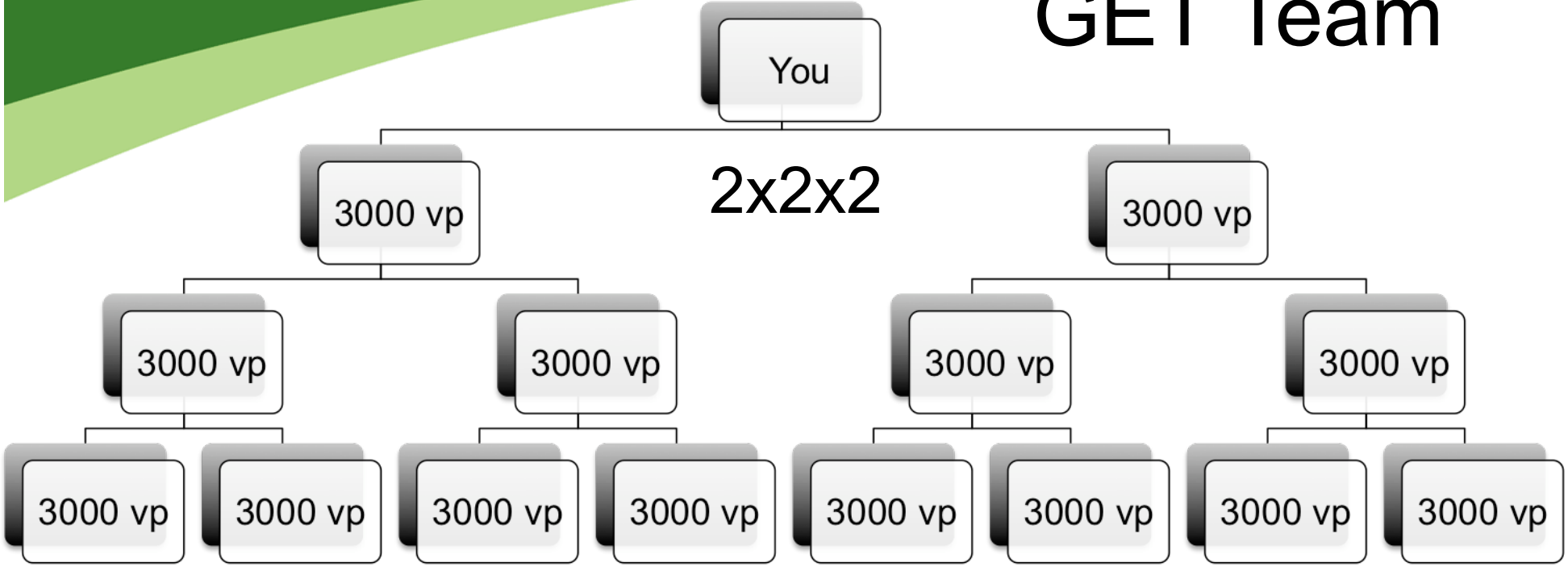
# Build on a Solid Base

10 Retail Clients x 100vp =  
1,000vp x 50% = \$500 profit

10 Wholesale Clients x 200vp =  
2,000vp x 25% = \$500 profit

\$500 Retail Profit + \$500 W.S. Profit =  
\$1,000/month or \$12,000/year

# GET Team



14 Distributors placing 3,000 vp = 42,000 Organizational vp

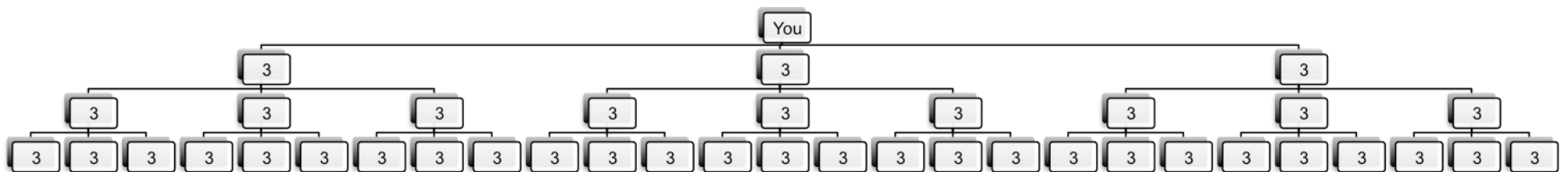
5% R.O. = \$2,100

2% Bonus = \$840

**Total = \$2940**

# Millionaire Team

## 3x3x3



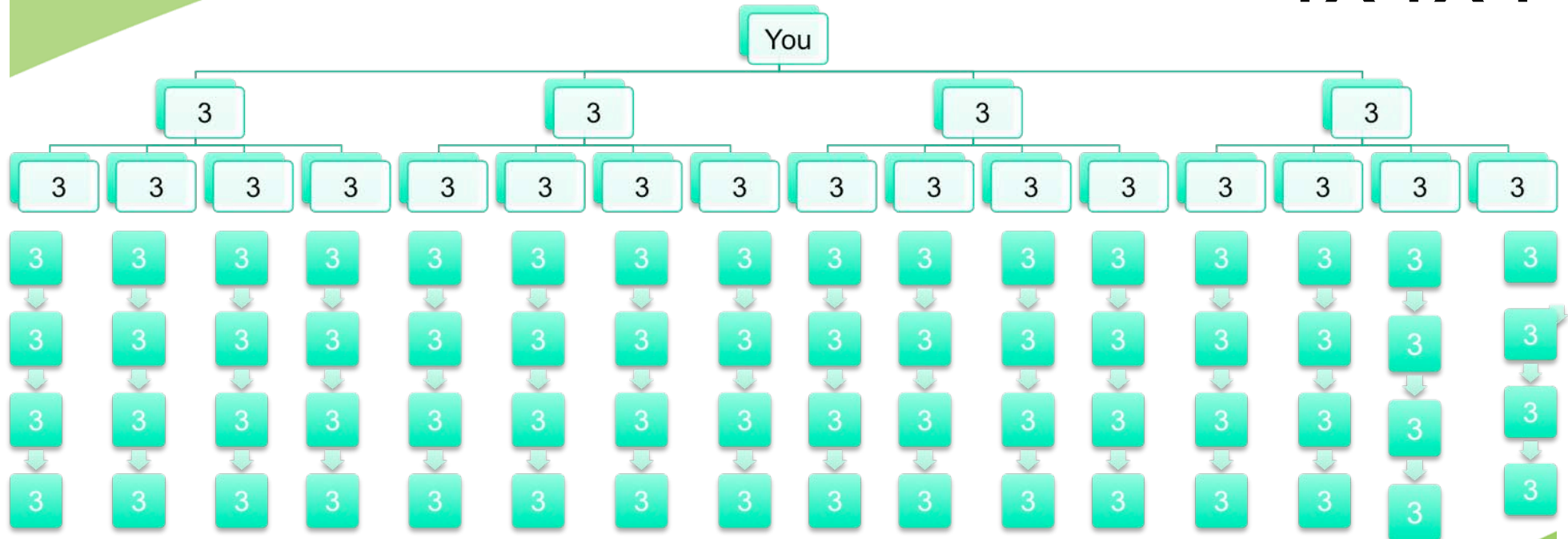
39 Distributors placing 3,000 vp = 117,000 Organizational vp

5% R.O. = \$5,850

4% Bonus = \$4,680

**Total = \$10,530**

# President's Team 4x4x4



84 Distributors placing 3,000 vp = 252,000 Organizational vp

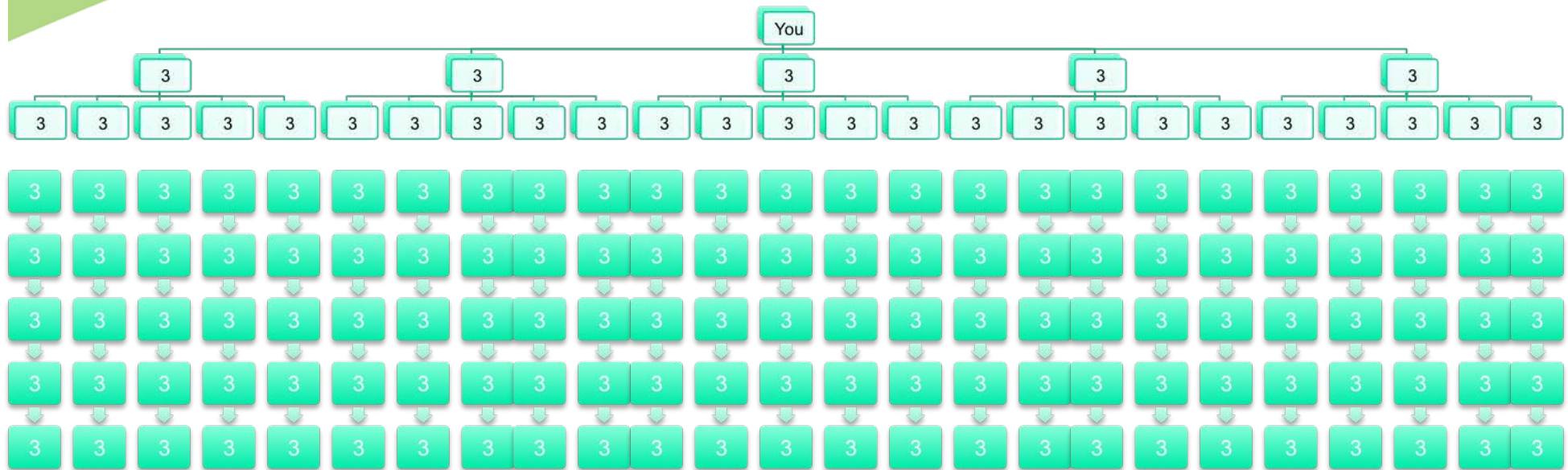
5% R.O. = \$12,600

6% Bonus = \$15,120

**Total = \$27,720**



# 5x5x5



155 Distributors placing 3,000 vp = 465,000 Organizational vp

5% R.O. = \$23,250

6% Bonus = \$27,900

**Total = \$51,150**

# Recognition

**Supervisors  
World Team  
Active World Team  
Global Expansion Team  
Millionaire Team  
President's Team**

**\$\$\$ Fast or Slow?**

**It's Easier to go fast  
than slow.**

# SINALOA

Safety  
In  
Numbers  
And  
Law  
Of  
Averages

**Monkey See, Monkey Do**

**Your People do what you do,  
NOT what you tell them to  
do!**



**INVITATIONS**

**VS.**

**PRESENTATIONS**



# Invitations

10 Invites per day X 6 days  
per week = 250/month

1 in 5 show up for  
Presentation

# Invitations

If I could show you a way to earn an extra \$1,000/month, would you be willing to take a look?

If I could show you a way to double your income this year, would you be willing to take a look?





# Presentations

**50 Presentations/Month**

**1 in 5 join your team = 10  
1<sup>st</sup> line IBP's/month**

**10 IBP's per Month**

**3 – Wish you never Met**

**3 – Patience**

**2-3 – Serious People (Supervisors)**



10 IBP's per Month

**2 First Line Supervisors per month =  
24 First Line Supervisors after 1 year**