

RETAIL SCRIPT.

Hi (Name) you enquired on Facebook (or Instagram) regarding(Health Issue e.g. losing weight, getting healthier etc...)

What are you wanting to achieve with your health (Name)? (If it's weight loss make sure you get there current weight and height so you can see what the correct weight is for their health).

If weight loss:- What have you tried before to lose weight? Do you have any other health issues you're trying to resolve? What are you currently eating for breakfast, lunch and dinner? Have you heard of herbalife international?

Let me share with you a little bit about our company, we're an international company that has been established for 41 years in 95 countries and have over 100 million customers worldwide consuming our products on a daily basis.

What we do is focus on 20% being active, 80% nutrition which is feeding your body correctly, 100% mindset which is so key for results. With the right support, guidance and accountability, you can definitely achieve and maintain your results.

We also put you in a support group on Facebook where you post up what you're eating for your main meal, exercise, also this is where everyone is sharing tips and ideas.

What would you say you're currently spending on food per day at the moment?

Ok so you're spending \$X per day which is \$X per month (e.g. \$10 a day x 30 days = \$300

a month)

Our products are actually cheaper than food.

Have you got a pen and paper handy? Great we have 4 different programs for you to choose from, I'm going to start with our basic program, it's called a shape up program, this program gives you 2 cans of our formula 1 protein shakes, which is your meal replacement. So you'll be replacing 2 meals a day with our protein shakes and eating one normal meal and we'll give you advice on what to eat as well. The protein shake has all your vitamins, minerals, amino acids, essential oils, trace elements and everything your body needs daily to function correctly. The other product that comes in that pack is the multivitamin which helps with absorption of the nutrition from the shake. The other product is called cell-u-loss, which gets rid of cellulite and inch loss, where women normally carry it around the buttocks and thigh area, men get it around the stomach area. This program is as little as \$4.18 per meal and for a months supply it's only \$250.50.

All we do to the other programs is add more products to the current program to enhance your weight loss, so you can lose weight faster.

The next program is called the FAST weight loss (Quickstart program), it adds 2 more products to the previous program. The 1st product is called NRG, which is nature's raw guarana, now it's not the guarana that you get in those processed drink like red bull, mother or V, which they give you a lift but after a couple of hours you need another one to give you a lift again. Ours is actually a mood balancer, so if you're feeling tired it picks you up and keeps you there all day long, and if you're feeling hyper active it will tone you down. What this product also does is it speeds up your metabolism, so that you lose weight a lot faster and it helps with sinus hay fever and asthma if you are a sufferer of any of those things. The other

product that is in that package is called active fibre complex, which keeps your digestive system more regular, so that you can go to the bathroom more frequently. This program is as little as \$6.00 per meal and for a months supply it's only \$360.00.

The program above that is called the FASTER program (Advanced program), it adds 1 more product to the previous program which is our herbal beverage. What the herbal beverage is, is it's a fat burning, energy boosting, cleansing detoxifying tea. So it burns fat, converts the fat to energy, so you get an energy shift, it cleanses the body from toxins, it also has antioxidants in it, so it keeps you looking and feeling younger as you're losing the weight and it also helps with the prevention of cancer. This program is as little as \$7.52 per meal and for a months supply it's only \$451.00.

And if you want the fastest results without having to think about it, then you go for the FASTEST weight loss program (Ultimate program), it adds 2 more products which is the aloe concentrate which gives your body like a shower on the inside, so it cleanses everything, so that you lose weight faster and more affectively and another product called probiotic, which is the good bacteria for your digestive system. By adding these 2 products to the program, you can expect to lose your weight up to 40% faster than on the other programs. This program is as little as \$9.59 per meal and for a months supply it's only \$575.00.

So which out of these 4 programs suits your budget best!
Whichever program they choose, say Great lets get you started.

The products come in 5 flavours chocolate, vanilla, berry, choc mint and cookies n' cream, which 2 flavours would you like.

If they say I can't afford it you say No problem, why don't you try our 3 Day trial pack for only \$35, this will give you the confidence of how quickly our products work and how affective they are.

Then ask for their:

Full name Address
Credit card details