



## Recap on Week 3

The training on the third week was focused on the following topics.

- The twin objectives of Productivity
- Achieving retail objectives with follow-up
- Developing an organisation
- Goal setting and Personal Development
- Running a Business
- The Herbalife Circle of Success

The closure of Week 3 was the introduction of assignments to be addressed before this week, the purpose of this being the continued strengthening of knowledge through experience and the personal action to continue the establishment of business productivity.



## Assignments

1. Weigh and measure, continue consistency in your own product use.
2. Invite 3 people to a Wellness Evaluation by you working with your sponsor/upline.
3. Invite minimum 3 people to come along next week to look at the business or to watch the Tuesday night webinar.
4. Prepare invite list for your graduation, issue invitations and note those definitely attending
5. Write out a comprehensive list of goals
6. Obtain anything by Jim Rohn and read/listen/watch.
7. Obtain and read "Rich Dad Poor Dad - Cashflow Quadrant"



## Success University to Date

In the last three weeks we've covered 12 topics which cover the basic operations in a Herbalife Independent Distributor business. We explained the commitments we offered to you and those expected of you. Graduation means achievement in product result, obtaining customers and distributors and increasing your discount through completing the assignments.

The topics covered were:-

1. Herbalife, 31 years up until today - our past looking to our future, the market and trends.
2. Cellular Nutrition - balanced nutrition, complete nutrition
3. The Herbalife Products for Inner Nutrition - core nutrition, weight management
4. The Herbalife Products for Outer Nutrition
5. The Herbalife Business Structure, training and support
6. Building your Herbalife business, lead generation and referrals
7. The Power of Testimonials, packaging your story
8. The Marketing Plan, discount levels and Supervisor
9. Productivity, twin objectives of product and opportunity
10. Goal Setting, Personal Development
11. Running a Herbalife Business, business approach
12. The Herbalife Circle of Success, duplication and exponential growth.



## Success University to Date

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The curriculum and content has been established to provide insight into the Herbalife Business over four weeks, the content of the individual weeks can be summarised as follows:

Week 1 - Personal Involvement with the company and products

Week 2 - Building a customer base and working the marketing plan

Week 3 - Establishing production and building momentum in a business-like fashion

Week 4 - Action Plan



## Action Plan – A 90 Day Plan



Action creates results, disciplined consistent action creates success.

90 Day Plan - An activity plan that repeats weekly through 90 days. Results show in 90 days.

Identify your time periods for action and stick to them. Walk and Talk business is additional time spend doing other things.

Choose the lead generation methods that suit you best and build the plan round those.

Identify activity to generate retail business AND organisation growth (twin objectives)



## Action Plan – A 90 Day Plan



Create a pattern for your week, allocate time for work and family as well as Herbalife business action. Include time spent training and working with the team.

Identify the numbers expected for each activity per week, discuss the ratios with your sponsor/mentor and agree if your activity level is aligned with your goals and time frames.

Make your plan achievable but make sure that it is stretching you.

Track your actions and results; make minor adjustment through the 90 day period.

Review the results after 90 days and make your next plan.



## Personal Accountability



Herbalife have the highest ethical values and are leading members of the DSA.

Herbalife is in constant dialogue with Trading Standards, EU Regulators and are fully scrutinised and accepted by the NYSE.

31 years of trading, approved by 79 Governments, we continue to lead the market in good business practice.

Make a personal commitment to maintain the standards, do the right thing with focus on long term business.





## Personal Accountability



Adopt the Jim Rohn attitude and philosophy every day, discipline your disappointment and be sure of your future success.

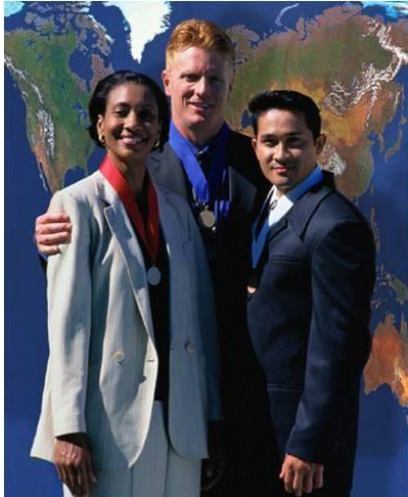
Invest in yourself and commit to that investment every day.

Be aware of meeting etiquette, we work as a team and respect each others' businesses along with our own.

Support the Herbalife family Foundation in contributing to children's charities round the world and at home.



## Graduation



At this stage of the Success University you should have a good appreciation of the business basics for a Herbalife Independent Distributor. The Assignments completed will have helped you and the others in the group to establish a product result (beginning), get your first clients started on the products, made retail sales, have sponsored your first distributor and have moved your discount up the scale.

What remains is to celebrate your success with your Graduation and share the moment with your family and friends.

Thereafter putting your plan in action and continuing working on the twin objectives will take you to your chosen level of success in Herbalife.