

**Survey Script**  
(Updated May 2011)

Hello. May I speak with xxxxx please?

Hello xxxxx, my name is xxxxx. You recently returned our Health and Energy survey ...

**If weight to lose ...**

I notice you have ...lbs/kgs to lose and I can certainly help you with that.

I work with the health and nutrition company, Herbalife. They are the largest nutritional company in the world with over 60 million people taking their products every day. Our products are of the highest quality and are used by top athletes like David Beckham and Lionel Messi, who is one of the top footballers in the world.

**If stressed/never have time to prepare meals/not enough energy:**

I notice you have a challenge with xxxxx. I can certainly help you with that.

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We promote a Healthy Breakfast concept which is packed with a balanced combination of protein and carbohydrates to sustain your energy levels and keep you fuller for longer.

**Tell then your testimony (or use your Sponsor's if you don't have one yet)**

I would be happy to meet up with you so you can sample some of our products. When would be a good time for you?

**Book appointment**

**If YES:** Can I check your address please.

Also can I have your email address, so I can confirm this to you and you'll have my details should you need to change anything.

Many thanks and I look forward to meeting you soon.

**If NO:** No problem. Thank you for returning our survey anyway.  
Good bye

**Skin care:** Offer to visit them so they can sample some skin care products. (Speak to your Sponsor for help with this)

If only interested in extra income:

Build rapport by asking how their job is going ....

Give them company overview:

- Herbalife is a big health and nutrition company
- Open in over 70 countries worldwide
- Best known for weight loss, sports nutrition and skincare.
- Our products are of the highest quality and are used by top athletes like David Beckham and Lionel Messi, who is one of the top footballers in the world.

If you like I can book you on our online presentation which we run every Tuesday at 8pm. You watch it on your computer and it lasts about 30-40 minutes. It gives an overview of our company, products and income plan. You also get to hear from 5 or 6 people at different levels in the company on how they got started and what's happened to them so far.

If interested book them in on next Webinar. (Don't forget to ask for their email address if not given on survey.)