

Wellness Evaluation COI Invite Script
(Updated June 2007)

Hello, is that (name). Chat about the weather etc!

I've just joined a health and nutrition company called Herbalife. I'm training to be a Personal Wellness Coach and was wondering if you would help me.

Yes:

I need to practice some Wellness Evaluations. The evaluation consists of a nutritional and lifestyle questionnaire. This provides advice and guidelines on your current level of health and wellness. From that, I can then offer recommendations on how to achieve any improvements you may wish to make.

So how does that sound to you?

Well (name) were you to pay for a wellness evaluation at a medical centre or a wellness clinic, they would normally charge you £30 to £40! However, Herbalife have made a commitment to the Health and Wellbeing of the local area, so we are really pleased to be able to offer this for FREE.

Most people ask at this point "what's the catch... do we have to pay... etc..." so use the following...

All we ask is when you find the service of value, you recommend some people that you would like to benefit from the service.

The appointment will take less than an hour, so let's see if we can find a convenient time for both of us.
Do you work during the day?

[yes]... OK, so would an evening or weekend appointment be most convenient for you?

[no]... OK, so would a morning or afternoon appointment be most convenient for you?

[response] OK, so would next ____ (day) ____ at ____ (time) ____ be alright for you ?

If applicable:

Let me just take your details (address, telephone number, email). I'll confirm this by email, so you'll have my details if you need to change anything.

I look forward to seeing you again soon.
Good bye.