

Boost Your Sales

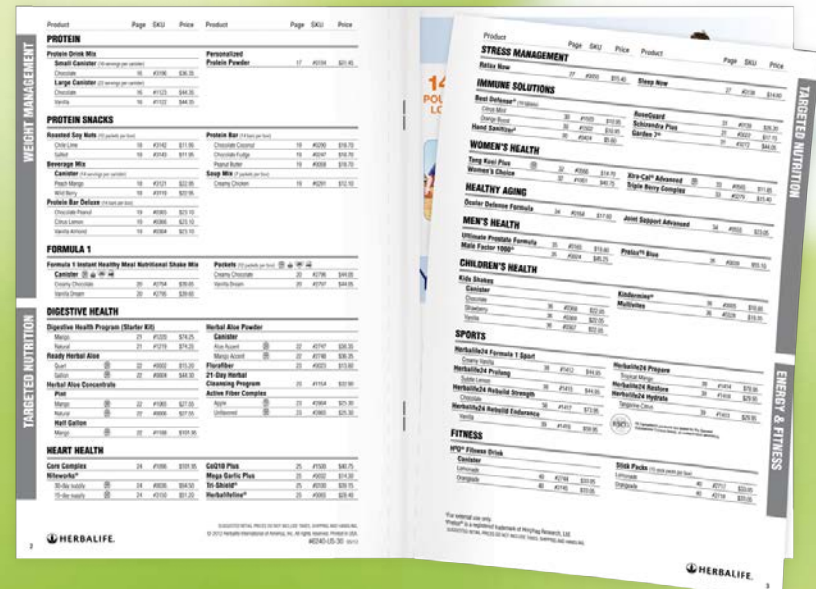
With the
New Product Catalog

- Easy Tear-Out Price List
- Eye-Catching
- Practical
- Convenient



Easy Tear-Out Price List

- Easy tear-out price sheets.
- Easy to find products grouped by category.
- Distributors can choose to present with or without prices.
- Opportunity to build relationship with customers, personally answering questions regarding prices.



Eye-Catching

- Fresh, new, colorful design.
- Packed with large, attractive photos.
- The most up-to-date product information.
- Great testimonials.

An excellent way to introduce Herbalife® products!



Practical

The Product Catalog Is a Great Way to:

- Present all the products to your prospects and customers.
- Generate interest in the products.
- Close new sales and increase the number of your consumer-based customers.
- Get referrals and make new contacts.





Available in Packs of 20, 50 or 100.

Also sold in single units – great to add to your customers’ orders!

	English	Spanish	
Single	#5174	#8645	\$0.55
Pack of 20	#6240	#6241	\$8.95
Pack of 50	#5175	#8646	\$19.65
Pack of 100	#5176	#8647	\$28.90

The more you buy, the more you save!

How You Can Use Your New Catalog

- Call your customers, talk to them about the Product Catalog and schedule an appointment.
- Take catalogs with you to all your events and meetings.
- Leave catalogs behind at beauty salons, gyms or offices.
Remember: Most locations require permission before you leave catalogs behind; ask for permission first.
- To get the most out of your Nutrition Clubs, Weight Loss Challenges and sampling events, use the catalog and focus on its four categories:
Weight Management, Targeted Nutrition, Energy & Fitness and Personal Care.

More Catalogs, More Sales!

Once you've given away your catalogs, follow up with customers:

- Use affirmative questions like:

“What Targeted Nutrition, Energy & Fitness and/or Personal Care products would you like to purchase today?”

“What flavor do you prefer?”

“How would you like to pay: cash, credit card or check?”

- Let your customers know how you can work with them on a personalized program:

“What Weight Management program would you prefer: Quickstart, Advanced or Ultimate?”

- Listen to your customers' questions carefully, and answer the questions they ask. Check the catalog, if necessary.

After You Close, Move Forward!

- Once you close a sale, don't go back to talking about it. Move the conversation forward.
- It's a good time to ask for referrals since your customers may have friends or family who would like to see the catalog too.
- Keep building your rapport with prospects and customers.
- And be ready to receive a lot of orders!



Now Available!

- Check for additional tools and learn more about the products at:
MyHerbalife.com
- Section: [Product Information](#)
- Location: [Tools & Training](#) > [Product](#) > [Product Information](#)
- Section: [Audio Archive](#)
- Location: [Tools & Training](#) > [Resource Library](#) >
[Media Tools](#) > [Audio Archive](#)

More catalogs. More contacts. More sales.