


Wellness

A GIFT FROM YOUR PERSONAL WELLNESS COACH AND HERBALIFE INDEPENDENT DISTRIBUTOR



HERBALIFE. *Making the world healthier.*

PERSONAL WELLNESS COACH
Ask for your **FREE** evaluation.
HERBALIFE.

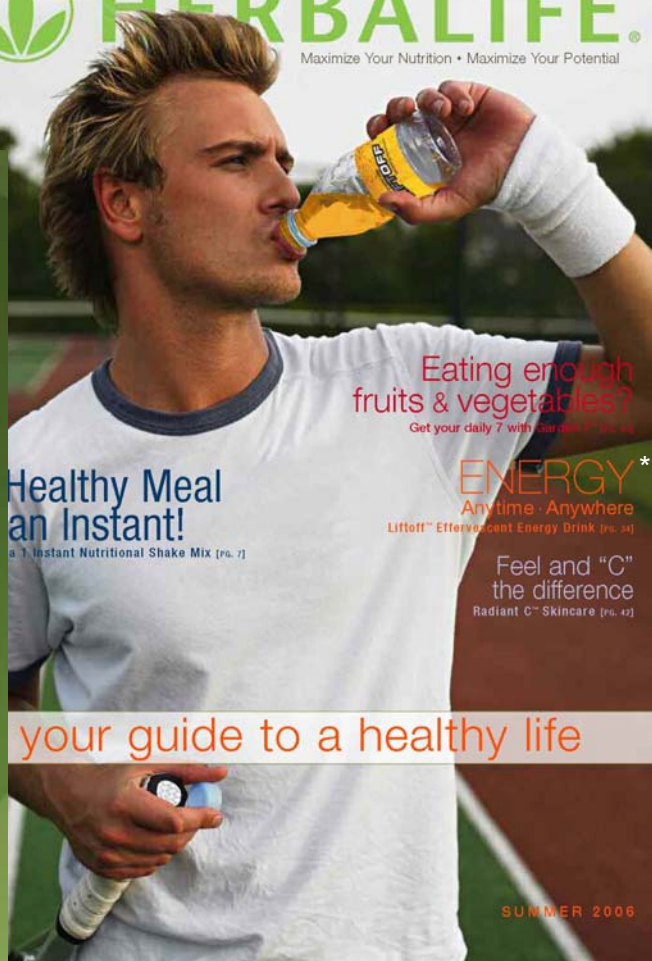
Herbalife

Your Key to Wellness



"The first wealth is health"
Ralph Waldo Emerson

HERBALIFE. *Making the world healthier.*



HERBALIFE.

Maximize Your Nutrition • Maximize Your Potential

Eating enough fruits & vegetables?
Get your daily 7 with **Caroten 7** [p. 44]

ENERGY^{*}
Anytime - Anywhere
Liftoff™ Effervescent Energy Drink [p. 34]

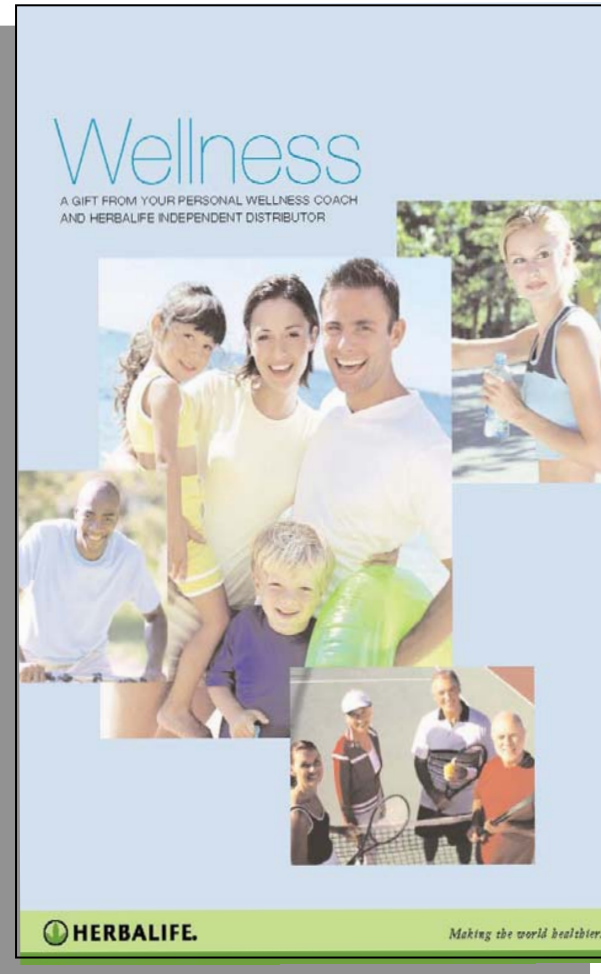
Feel and "C"
the difference
Radiant C™ Skincare [p. 42]

Healthy Meal an Instant!
a 1. Instant Nutritional Shake Mix [p. 7]

your guide to a healthy life

SUMMER 2006

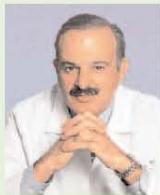
*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent disease.





Live healthier, live better

Every day we search for ways to feel better; this makes our days more enjoyable for ourselves as well as those around us. The recipe for success is a balanced diet combined with sufficient water intake, along with exercise. By combining these three keys to daily wellness, you are giving yourself the opportunity to feel good day after day.



Good nutrition is vital to wellness and enhances the overall quality of life. Unfortunately, Americans' busy lifestyles don't support the healthy choices that can help prevent the development of problems in later years.

Today most people are not getting what science considers necessary for optimal health in terms of diet, exercise or lifestyle habits.

Although you may not be able to change your habits overnight, you can address these factors gradually. You can decide, for example, to discover the pleasure derived from healthy eating, regular physical activity, and drinking enough water throughout the day.

This booklet will help you learn how to do that. I hope you will enjoy learning about steps you can take to put more years in your life, and more life in your years through optimum wellness.

Dr. David Heber,
M.D., Ph.D., F.A.C.P., F.A.C.N., Professor of Medicine and
Director, UCLA Center for Human Nutrition*

What is Wellness?

"The condition of good physical and mental health, especially when maintained by proper diet, exercise and habits."

—American Heritage Dictionary

"It's about feeling better and looking better."

—Mark Hughes, Founder, Herbalife

"Wellness is about waking up every morning and having enough time, energy and freedom to live the life you want."

—Author Unknown

What Does Wellness Mean to You?

Introduction to Evaluation

- **Begins the Wellness Conversation**
- **Start building relationship with client**
- **Validate the information we provide**

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What Does Wellness Mean to You?

Proper nutrition is vital to health and enhances overall quality of life. Unfortunately, Americans' lifestyles don't support healthy choices that can prevent the development of problems in later years. Getting what science tells us about optimal health and lifestyle habits.

It's possible to change your habits on these factors gradually, and to discover the pleasure of regular physical activity, throughout the day.

Learn how to do that. Start by taking small steps about steps you can take to improve your life, and more life into your wellness.

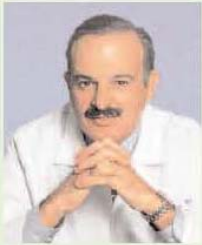
—Professor of Medicine and Nutrition*

What is Wellness?

- Review the various definitions of Wellness
- Ask your client "What does Wellness Mean to You?" to begin the conversation
- Listen to their response to gain understanding of what they may be looking for

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Although you may not be able to change your habits overnight, you can address these factors gradually. You can decide, for example, to discover the pleasure derived from healthy eating, regular physical activity, and drinking enough water throughout the day.

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- Introduce Dr. Heber
- Mention who he is and his credentials
- Author of many books on the subject of nutrition
- Recognized authority on the subject of nutrition and obesity
- Wrote the information in this booklet

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Why is America in Need of Wellness Today?

"On the whole, Americans are more unhealthy than ever," says Dr. David Heber, Chairman of Herbalife Medical & Scientific Advisory Boards. "Poor nutrition, stress, pollution and other factors continue to increase the risks of a variety of illnesses and obesity."

America's Vital Statistics

The USDA Center for Nutrition Policy & Promotion states that dietary factors are associated with four of the ten leading causes of death in the United States:

- Heart disease
- Cancer
- Stroke
- Diabetes†

†The *Journal of the American Medical Association* cites that diabetes deaths have risen 45% from 1970 - 2002 and reasoned that America's obesity problem could be boosting diabetes deaths.

50% or more of these deaths are diet-related.

70% of all doctor visits are from diet-related conditions with the #1 complaint being fatigue.

65% of the US population is overweight in addition to the 25% of children between the ages of 6 and 19 who are overweight.

The AOA also reports that being overweight during childhood and particularly adolescence is related to increased morbidity and mortality in later life. Adverse health effects associated with overweight children and adolescents are:

- Asthma
- Diabetes type 2
- Hypertension
- Orthopedic complications
- Psychosocial effects & stigma
- Sleep apnea



America's Need of Wellness

- **Helps them be present to the current state of health in U.S.**
- **“This is why I do what I do...”**
- **Acknowledge that the statistics may sound very familiar to them**

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- **Highlight four of the leading causes of death in the U.S.**

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- Heart disease
- Cancer
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- Diabetes¹

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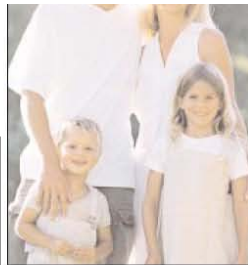
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- **50%+ of those deaths are diet-related!**
- **Fatigue is #1 complaint**
- **First generation of children who are predicted to have a shorter life expectancy than their parents**

How Did This Happen?

The increase of technology and packaged foods; our dependence on motor transportation rather than walking; our sedentary lifestyles; and our busy schedules that leave us little time to prepare healthy meals or exercise have led us down a morbid path. Gaining weight and getting sick is easier than ever.

Our busy lifestyles don't support the healthy choices that can help prevent the development of problems in later years. Today, many Americans are not getting what doctors consider essentials for optimal health in terms of diet, exercise or lifestyle habits.

Factors That Impact Health

- Fast food diets that are high in fat and low in nutrients.
- Overly-processed, convenience foods.
- Sedentary lifestyle.
- Pollution.
- Stress.
- Certain medications.
- Lack of dietary fiber from fruits, vegetables and whole grains.
- Not enough healthy sources of protein in our diets to support healthy muscle and bone.
- Lack of proper rest.

How Did This Happen?

- **Review the “Factors that Impact Health”**
- **Mention how it’s difficult to avoid these, given the reality of our modern-day lifestyle**

The Good News!

Although these statistics are disturbing, there is good news. Since you control your diet and activity level, you have the power to improve your immediate and future health. All you need is the right information and the desire to change bad habits.

Remember, improving your state of wellness can be a gradual process. The first step can be simply addressing the Keys to Optimum Wellness below and making the adjustments necessary so that you can improve your wellness starting today!

Steps for Achieving Optimum Wellness:

- Define Your Wellness Goals.
- Have an evaluation of your personal wellness.
- Identify key areas you need to impact to reach your wellness goals.
- Get recommendations from your Personal Wellness Coach.
- Make a plan of action that you can commit to.
- Get the ongoing support you need to stay on your wellness track for a healthier future.



The Keys to Optimum Wellness

1 – Balance Your Diet

You need to get enough of the right foods including colorful fruits and vegetables, protein, good carbohydrates and just enough good fats for the taste you want. You also need vitamins, minerals and fiber from dietary supplements to provide the nutrition missing from your diet that your cells need for good health.

2 – Exercise Regularly

Regular exercise can help you feel and look your best. Exercise conditions your heart and relieves stress and makes it easier to achieve and maintain a healthy body weight.

3 – Drink Lots of Water

Your body is about two-thirds water. In an average day, you lose at least one pint of water even without excessive sweating. To feel your best, you should drink 6 to 8 glasses of water a day.

The Good News!

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Steps for Achieving Optimum Wellness:

- **Read through the steps so they understand what you will be going through with them during the evaluation**
- **Don't need to explain each step here, will become clear as you continue with evaluation**

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The Keys to Optimum Wellness

- **Summarize what Dr. Heber refers to as the Keys...**
- **Let them know that more details on these keys are provided within this booklet**
- **Although you won't be going through the whole book with them, they can review all the information later**

1

Balance Your Diet

The Hazards of Poor Nutrition

There are many health risks associated with a poor diet, including:

- Weakened immune system, leading to more frequent infections
- Osteoporosis or weak bones
- Weakened muscles and poor skin tone, leading to premature aging

Regardless of your weight, income level or present state of health, you may not be getting enough of the nutrition you need if the variety and quality of foods in your diet is poor. A balanced diet rich in nutrients, however, will help you look and feel better inside and out.

Good Nutrition = Prevention

Advances in nutritional science have brought us important insights into what goes into a healthy diet:

1. Getting protein from soy, lean meats and fish is important to control your appetite and to nourish and protect your muscles.
2. Colorful fruits and vegetables provide unique plant nutrients and antioxidants that protect the health of the most important organs in your body.
3. Fiber from fruits, vegetables and some whole grains is important to maintain balanced intestinal function and to clear toxins from your body.
4. Healthy fish-oil fats from ocean-caught fish can help your body fight inflammation. This benefits your joints and skin and lowers your risk of heart disease.



The USDA Center for Nutrition Policy and Promotion states that dietary factors are associated with four of the 10 leading causes of death in the United States.

Balance Your Diet

- The first key to Wellness
- Page through section so they can see all the great info
- Do not go into any detail on what is described on those pages

2

Exercise Regularly

Regular Exercise

Physical activity can be divided into two types: aerobic and anaerobic. Aerobic exercise involves large muscle movements over a sustained period of time and includes activities such as:

- Running
- Fast walking
- Aerobic exercise classes

When you make aerobic activity a part of your regular routine, your heart and cardiovascular system become much healthier. In addition, your mood improves, because exercise relieves stress and tension.

Anaerobic exercise builds new muscle and includes activities like:

- Lifting weights
- Resistance training

Only 20 minutes of anaerobic exercise per day can make a dramatic change in your body's shape and condition. Muscle mass helps protect bone mass, which is especially important for women.

Examples of moderate amounts of physical activity to integrate into your daily life:

	Common Chores	Sporting Activities
Less Vigorous, More Time  More Vigorous, Less Time	Washing and waxing a car for 45-60 minutes	Playing volleyball for 45-60 minutes
	Washing windows or floors for 45-60 minutes	Playing touch football for 45 minutes
	Gardening for 30-45 minutes	Walking 1.75 miles in 35 minutes
	Raking leaves for 30 minutes	Bicycling 5 miles in 30 minutes
	Walking 2 miles in 30 minutes	Dancing fast for 30 minutes
	Shoveling snow for 15 minutes	Swimming laps for 20 minutes
	Stair walking for 15 minutes	Running 1.5 miles in 15 minutes

(Adapted from The Practical Guide, Identification, Evaluation and Treatment of Overweight and Obesity in Adults; National Heart Lung and Blood Institute.)

Exercise Regularly

- The second key to Wellness
- Some great suggestions on opportunities for exercise



The National Academy of Sciences recommends 60 minutes of vigorous exercise every day to reduce chronic disease risk.

Drink Lots of Water

Drink Lots of Water

Drinking plenty of water is an important part of maintaining a healthy weight and a nutritious diet. Water plays an essential role in helping your body process nutrients, maintain normal circulation and keep the proper balance of fluids.

Replace What You Lose

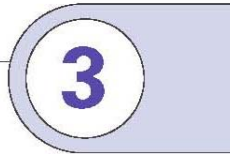
After each 30-minute workout, drink two 8-ounce glasses of water to replenish your fluids. If you find you become thirsty while working out, consider using a sports bottle to help you stay hydrated while you exercise.

Because of their calorie content, soft drinks and fruit juice are not good choices for replacing lost fluids if you are trying to lose or manage your weight. You might try adding just a splash of fruit juice or a slice of lemon or lime to a glass of water if you don't like the taste of plain water.

How Much Water is Enough?

As a general guideline, try to drink six to eight 8-ounce glasses of water a day. If you exercise, you will probably need to drink more to replenish the water lost through sweating.

You can usually trust your sense of thirst to let you know when you need to drink. Your sense of thirst, combined with simply paying attention to how many glasses of water you've had in a day, can help you to keep your body hydrated.



Infants, children and mature adults are more likely to experience dehydration and need to be more attuned to their fluid intake.



Drink Lots of Water

- The third key to Wellness
- Information on why drinking water is so important

WELLNESS EVALUATION

Name: _____ Date: _____

Your Typical Daily Diet

	Breakfast	AM Snack	Lunch	PM Snack	Dinner	Evening
Usual Time						
What I eat						
What I drink						

Recommendations:

Typical Daily Diet & Recommendation Sheet

- Supplemental sheet, not inside Evaluation booklet
- Start by getting a picture of where they are right now with their eating patterns
- Fill in chart
- No commentary on how to fix, or suggestions at this point
- Do not talk about recommendations or the Herbalife solutions here

Personal Wellness Questionnaire

Name: _____ Date: _____ Birth Date: _____
 Address: _____ City, State, Zip: _____
 Phone: _____ E-mail: _____

What are your specific health and wellness goals?

Height: _____ Weight: _____ Age: _____ Body Fat %: _____ BMI: _____
 Lean Body Mass: _____ Targeted Weight: _____ Resting Metabolic Rate: _____
 Caloric Intake for Maintenance/Weight Loss: _____ Recommended Protein: _____

(1 pt.) (0 pt.)

YES NO

1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?

YES NO

2. Do you eat a variety of colorful fruits and vegetables and do you eat at least seven servings a day of these?

YES NO

3. Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread?

YES NO

4. Do you eat ocean-caught fish at least 3 times a week?

YES NO

5. Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine?

YES NO

6. Is your digestive system free of indigestion or irregularity?

YES NO

7. Do you get a minimum of 30 minutes of exercise 3-5 days a week?

YES NO

8. Do you maintain a stable and appropriate weight?

YES NO

9. Do you usually have time to prepare balanced meals, rather than take out or eating on the run?

YES NO

10. Do you stay away from soda and typical snack foods throughout the day and after dinner?

YES NO

11. Are you free of water retention and bloating?

YES NO

12. Do you have the energy and focus you need to meet your daily challenges?

YES NO

13. Do you drink at least 8 glasses of water a day?

YES NO

14. Are you getting your daily recommended allowance of Calcium?
 a. Men = 1,000mg b. Women under 50 = 1,200mg
 c. Women 50 and older = 1,500mg

YES NO

15. Are your blood pressure, triglycerides and cholesterol in the normal range?

YES NO

16a. Men: Are you free from problems associated with your prostate such as slow urination or waking up at night to urinate?

YES NO

16b. Women: Are you free from problems associated with your menstrual cycle/menopause such as mood changes, hot flashes or problems sleeping?

Total: _____

Wellness Evaluation Score



Wellness Questionnaire

- Conducting Body Composition and Nutrition & Lifestyle Survey

Personal Wellness Questionnaire

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Address: _____ City, State, Zip: _____
Phone: _____ E-mail: _____

What are your specific health and wellness goals?

Height: _____ Weight: _____ Age: _____ Body Fat %: _____ BMI: _____
Lean Body Mass: _____ Targeted Weight: _____ Resting Metabolic Rate: _____
Caloric Intake for Maintenance/Weight Loss: _____ Recommended Protein: _____

(1 pt.) (0 pt.)

YES NO

1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?

YES NO

2. Do you eat a variety of colorful fruits and vegetables and do you eat at least seven servings a day of these?

YES NO

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YES NO

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10. Do you stay away from soda and typical snack foods throughout the day and after dinner?

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YES NO

YES NO

YES NO

Personal Wellness Questionnaire

Name: _____ Date: _____ Birth Date: _____

Address: _____ City, State, Zip: _____

Phone: _____ E-mail: _____

What are your specific health and wellness goals?

- Fill out their personal information
- Very important that you understand what their specific health & wellness goals are

Wellness Evaluation Score



Personal Wellness Questionnaire

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 Caloric Intake for Maintenance/Weight Loss: _____ Recommended Protein: _____

- | | | |
|--|------------------------------|-----------------------------|
| | (1 pt.) | (0 pt.) |
| 1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 2. Do you eat a variety of colorful fruits and vegetables and do you eat at least seven servings a day of these? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 3. Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 4. Do you eat ocean-caught fish at least 3 times a week? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 5. Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 6. Is your digestive system free of indigestion or irregularity? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 7. Do you get a minimum of 30 minutes of exercise 3-5 days a week? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 8. Do you maintain a stable and appropriate weight? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 9. Do you usually have time to prepare balanced meals, rather than take out or eating on the run? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 10. Do you stay away from soda and typical snack foods throughout the day and after dinner? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 11. Are you free of water retention and bloating? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 12. Do you have the energy and focus you need to meet your daily challenges? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 13. Do you drink at least 8 glasses of water a day? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
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| 16b. Women: Are you free from problems associated with your menstrual cycle/menopause such as mood changes, hot flashes or problems sleeping? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| Total: | _____ | |



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Lean Body Mass:	Targeted Weight:	Resting Metabolic Rate:		
Caloric Intake for Maintenance/Weight Loss:	Recommended Protein:			
		(1 pt.)	(0 pt.)	

Body Composition

- Can use LPE, Shapescan™ device, etc.
- Need LPE for BMI calculation
- Write their numbers on form
- Wait to give explanation of what numbers mean until have all information

Personal Wellness Questionnaire

Name: _____ Date: _____ Birth Date: _____
 Address: _____ City, State, Zip: _____
 Phone: _____ E-mail: _____

What are your specific health and wellness goals?

Height: _____ Weight: _____ Age: _____ Body Fat %: _____ BMI: _____
 Lean Body Mass: _____ Targeted Weight: _____ Resting Metabolic Rate: _____
 Caloric Intake for Maintenance/Weight Loss: _____ Recommended Protein: _____

- | | | |
|--|------------------------------|-----------------------------|
| | (1 pt.) | (0 pt.) |
| 1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 2. Do you eat a variety of colorful fruits and vegetables and do you eat at least seven servings a day of these? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 3. Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 4. Do you eat ocean-caught fish at least 3 times a week? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 5. Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 6. Is your digestive system free of indigestion or irregularity? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 7. Do you get a minimum of 30 minutes of exercise 3-5 days a week? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 8. Do you maintain a stable and appropriate weight? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 9. Do you usually have time to prepare balanced meals, rather than take out or eating on the run? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 10. Do you stay away from soda and typical snack foods throughout the day and after dinner? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 11. Are you free of water retention and bloating? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 12. Do you have the energy and focus you need to meet your daily challenges? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 13. Do you drink at least 8 glasses of water a day? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 14. Are you getting your daily recommended allowance of Calcium?
a. Men = 1,000mg b. Women under 50 = 1,200mg
c. Women 50 and older = 1,500mg | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 15. Are your blood pressure, triglycerides and cholesterol in the normal range? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 16a. Men: Are you free from problems associated with your prostate such as slow urination or waking up at night to urinate? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| 16b. Women: Are you free from problems associated with your menstrual cycle/menopause such as mood changes, hot flashes or problems sleeping? | <input type="checkbox"/> YES | <input type="checkbox"/> NO |
| Total: _____ | | |



1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?

(1 pt.) (0 pt.)
 YES NO

- Go through all 16 questions
- Distributor records the answers on the page
- No commentary on answers, or explanations as to “why” important
- Read thru questions, rephrase if necessary

Personal Wellness Questionnaire

Name: _____ Date: _____ Birth Date: _____

Address: _____ City, State, Zip: _____

Phone: _____ E-mail: _____

What are your specific health and wellness goals?

Height: _____ Weight: _____ Age: _____ Body Fat %: _____ BMI: _____

Lean Body Mass: _____ Targeted Weight: _____ Resting Metabolic Rate: _____

Caloric Intake for Maintenance/Weight Loss: _____ Recommended Protein: _____

(1 pt.) (0 pt.)

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

Total: _____

1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?
2. Do you eat a variety of colorful fruits and vegetables and do you eat at least seven servings a day of these?
3. Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread?
4. Do you eat ocean-caught fish at least 3 times a week?
5. Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine?
6. Is your digestive system free of indigestion or irregularity?
7. Do you get a minimum of 30 minutes of exercise 3-5 days a week?
8. Do you maintain a stable and appropriate weight?
9. Do you usually have time to prepare balanced meals, rather than take out or eating on the run?
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11. Are you free of water retention and bloating?
12. Do you have the energy and focus you need to meet your daily challenges?
13. Do you drink at least 8 glasses of water a day?
14. Are you getting your daily recommended allowance of Calcium?
a. Men = 1,000mg b. Women under 50 = 1,200mg
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15. Are your blood pressure, triglycerides and cholesterol in the normal range?
- 16a. Men: Are you free from problems associated with your prostate such as slow urination or waking up at night to urinate?
- 16b. Women: Are you free from problems associated with your menstrual cycle/menopause such as mood changes, hot flashes or problems sleeping?



(1 pt.) (0 pt.)

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

YES NO

Total: _____

- Add up Wellness Evaluation Score
- Yes's get 1 point
- No's get 0 points
- Write total on line at bottom

Personal Wellness Questionnaire

Name: _____ Date: _____ Birth Date: _____
Address: _____ City, State, Zip: _____
Phone: _____ E-mail: _____

What are your specific health and wellness goals?

Height: _____ Weight: _____ Age: _____ Body Fat %: _____ BMI: _____
Lean Body Mass: _____ Targeted Weight: _____ Resting Metabolic Rate: _____
Caloric Intake for Maintenance/Weight Loss: _____ Recommended Protein: _____

(1 pt.) (0 pt.)

YES NO

1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?

YES NO

2. Do you eat a variety of colorful fruits and vegetables and do you eat at least seven servings a day of these?

YES NO

3. Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread?

YES NO

4. Do you eat ocean-caught fish at least 3 times a week?

YES NO

5. Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine?

YES NO

6. Is your digestive system free of indigestion or irregularity?

YES NO

7. Do you get a minimum of 30 minutes of exercise 3-5 days a week?

YES NO

8. Do you maintain a stable and appropriate weight?

YES NO

9. Do you usually have time to prepare balanced meals, rather than take out or eating on the run?

YES NO

10. Do you stay away from soda and typical snack foods throughout the day and after dinner?

YES NO

11. Are you free of water retention and bloating?

YES NO

12. Do you have the energy and focus you need to meet your daily challenges?

YES NO

13. Do you drink at least 8 glasses of water a day?

YES NO

14. Are you getting your daily recommended allowance of Calcium?
a. Men = 1,000mg b. Women under 50 = 1,200mg
c. Women 50 and older = 1,500mg

YES NO

15. Are your blood pressure, triglycerides and cholesterol in the normal range?

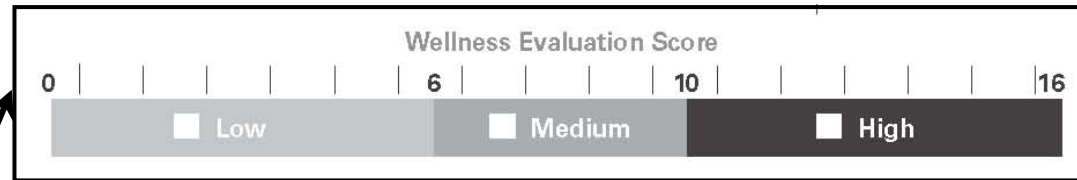
YES NO

16a. Men: Are you free from problems associated with your prostate such as slow urination or waking up at night to urinate?

YES NO

16b. Women: Are you free from problems associated with your menstrual cycle/menopause such as mood changes, hot flashes or problems sleeping?

Total: _____



- Mark their score on the Wellness Evaluation Scale.
- Good news...
- Areas to work on to get closer to Wellness Goals

Answers to Personal Wellness Questionnaire

- ❑ 1. **Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?**
White meat of chicken or turkey and ocean-caught fish provide less fat and saturated fat than most cuts of red meat or pork. It is important to eat more of these "better-for-you" meats rather than high-fat meats such as hot dogs, steaks and roasts and to balance your proteins by eating some plant proteins such as soy every day.
- ❑ 2. **Do you eat a variety of colorful fruits and vegetables and do you eat at least seven servings a day of these?**
It is important to eat at least seven servings per day of fruits and vegetables to get the fiber, vitamins and minerals these foods contain. Eat a wide range of different colored fruits and vegetables to get a variety of the thousands of substances only found in plants that help keep you healthy.
- ❑ 3. **Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread?**
Processed and refined grains provide mainly starch as empty calories. It is important to get whole grain baked goods so that you get all the goodness from whole grains including the vitamins, fiber, and protein found in these important foods.
- ❑ 4. **Do you eat ocean-caught fish at least three times a week?**
Ocean-caught fish have healthy fish oils that can help to reduce the risk of heart disease when eaten as part of a healthy diet. They are also generally lower in fat than other meats and can help you maintain a healthy body weight.
- ❑ 5. **Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine?**
Fried foods, dressings, gravies, sauces, butter and margarine add lots of calories and saturated fat to your diet even when eaten in small amounts. Since it is difficult to control the portions you eat, it is best to avoid these foods as much as possible.
- ❑ 6. **Is your digestive system free of indigestion or irregularity?**
Being regular is important in order to eliminate toxins from your body and healthy elimination can maintain a normal balance of cholesterol and other blood fats. Indigestion or irregularity can be avoided by eating 25 grams of fiber per day from fruits, vegetables and whole grains, drinking 6 to 8 glasses of water per day and reducing stress through mild exercise or meditation.
- ❑ 7. **Do you get a minimum of 30 minutes of exercise three to five days a week?**
Getting exercise that stimulates your heart at least three to five times per week for at least 30 minutes will help keep your cardiovascular system healthy, help maintain a healthy body weight and can help reduce stress.
- ❑ 8. **Do you maintain a stable and appropriate weight?**
Maintaining a healthy and appropriate weight can be achieved with regular exercise and following a diet that is based on low-fat proteins, fruits, vegetables and controlled portions of whole grain foods. Many people go through cycles of weight gain followed by quick weight loss, which can lead to loss of lean tissue and reduced metabolic rate.

Answers to Personal Wellness Questionnaire

- Gives summary behind each question
- This is for your client to review later

Body Mass Index

The Body Mass Index is a way to determine whether your weight is healthy or not. It is considered a more useful measurement than weight. In the U.S., a body mass over 25 is considered overweight and a body mass over 30 is considered obese.

$$\text{Weight (lbs.)} \times 703 = \text{ } (A)$$

$$\text{Height (ins.)} \times \text{Height (ins.)} = \text{ } (B)$$

$$(A) \div (B) = \text{ } \text{BMI}$$

Answers to Personal Wellness Questionnaire

Answers to Personal Welln

- 1. **Do you eat more meals with poultry, lean meat, steaks, roasts and other red meats?**
White meat of chicken or turkey and ocean-caught fish provide less fat and saturated fat than most cuts of red meat or pork. It is important to eat more fat meats such as hot dogs, steaks and roasts and to eat proteins such as soy every day.
- 2. **Do you eat a variety of colorful fruits and vegetables a day of these?**

- 1. **Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?**

White meat of chicken or turkey and ocean-caught fish provide less fat and saturated fat than most cuts of red meat or pork. It is important to eat more of these "better-for-you" meats rather than high-fat meats such as hot dogs, steaks and roasts and to balance your proteins by eating some plant proteins such as soy every day.

- 2. **Do you eat a variety of colorful fruits and vegetables a day of these?**

It is important to eat at least seven servings per day, and minerals these foods contain. Eat a wide range of different colored fruits and vegetables to get a variety of the thousands of substances only found in plants that help keep you healthy.

- 3. **Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread?**
Processed and refined grains provide mainly starch as empty calories. It is important to get whole grain baked goods so that you get all the goodness from whole grains including the vitamins, fiber, and protein found in these important foods.
- 4. **Do you eat ocean-caught fish at least three times a week?**
Ocean-caught fish have healthy fish oils that can help to reduce the risk of heart disease when eaten as part of a healthy diet. They are also generally lower in fat than other meats and can help you maintain a healthy body weight.
- 5. **Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine?**
Fried foods, dressings, gravies, sauces, butter and margarine add lots of calories and saturated fat to your diet even when eaten in small amounts. Since it is difficult to control the portions you eat, it is best to avoid these foods as much as possible.
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- 8. **Do you maintain a stable and appropriate weight?**
Maintaining a healthy and appropriate weight can be achieved with regular exercise and following a diet that is based on low-fat proteins, fruits, vegetables and controlled portions of whole grain foods. Many people go through cycles of weight gain followed by quick weight loss, which can lead to loss of lean tissue and reduced metabolic rate.

- **Check off the box for any question where your client answered "No."**
- **They can go back later and read about areas where they may want to make some adjustments in their habits/lifestyle.**

Body Mass Index

The Body Mass Index is a way to determine whether your weight is healthy or not. It is considered a more useful measurement than weight. In the U.S., a body mass over 25 is considered overweight and a body mass over 30 is considered obese.

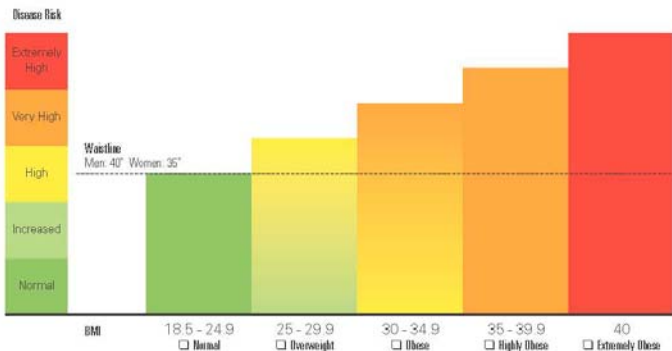
$$\text{Weight (lbs.)} \times 703 = \text{ (A)}$$

$$\text{Height (ins.)} \times \text{Height (ins.)} = \text{ (B)}$$

$$\text{(A)} \div \text{(B)} = \text{ BMI}$$

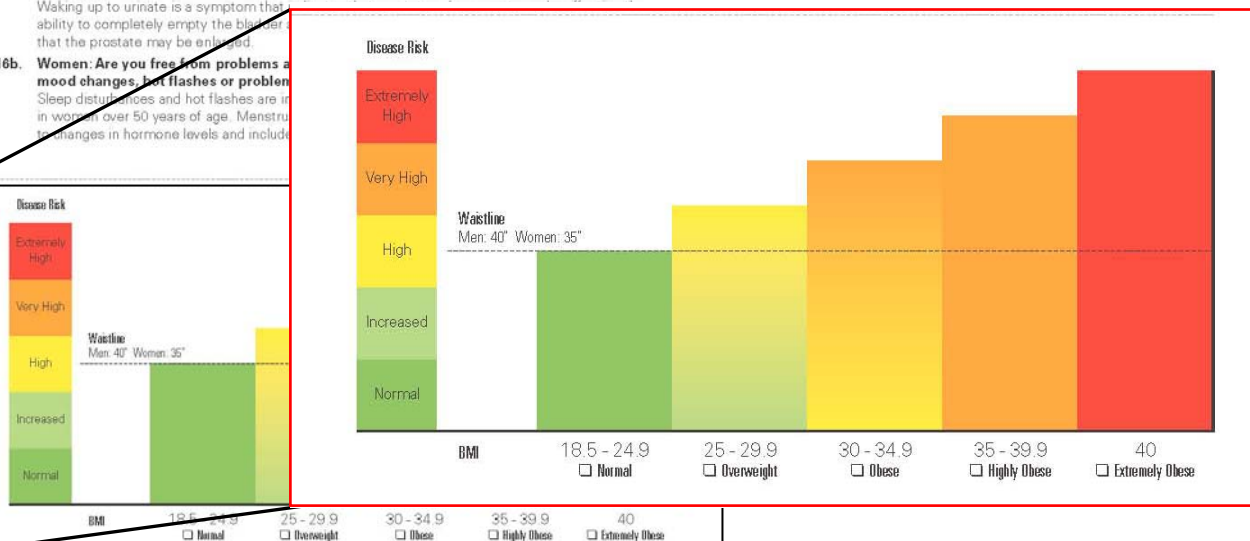
- Questions 9-16
- BMI scale

- 9. **Do you usually have time to prepare balanced meals, rather than take-out or eating on the run?**
With our busy lives, it is tempting to pick up prepared foods or fast foods, and we often eat while we are doing other activities. There are many convenience items, such as prewashed salad greens, frozen vegetables, pre-cut fruits and quick-cooking poultry portions that make healthy meals quick to put together.
- 10. **Do you stay away from soda and typical snack foods throughout the day and after dinner?**
Snacking on healthy fruits and vegetables is one thing, but high-fat, high sugar treats are foods people may turn to out of stress, boredom or habit. Try replacing these foods with healthier snacks, or enjoy a hot cup of tea to help you relieve stress.
- 11. **Are you free of water retention and bloating?**
Excess weight can sometimes simply be retained water. Bloating and swollen ring fingers are clues that this may be happening, and it is important to maintain normal water balance.
- 12. **Do you have the energy and focus you need to meet your daily challenges?**
We all want to perform at our best during the day. Regular exercise and stress management can help you sleep better and feel rested and energized for the day.
- 13. **Do you drink at least eight glasses of water a day?**
If you wait until you are thirsty before you drink water, you may already be slightly dehydrated. Your body requires water for many functions, and being well-hydrated helps keep your skin and other tissues healthy.
- 14. **Are you getting your daily recommended allowance of Calcium?**
a. Men = 1,000mg b. Women under 50 = 1,200mg c. Women 50 and older = 1,500mg
Calcium is important for bone health, and also helps to keep blood pressure in check. The best dietary sources are non-fat dairy products and calcium-fortified foods. Since most people don't eat enough servings of dairy products daily, a combination of foods and supplements is often needed.
- 15. **Are your blood pressure, triglycerides and cholesterol in the normal range?**
Elevated blood pressure, triglycerides and cholesterol can put you at risk for cardiovascular disease. Regular exercise and a low-fat diet rich in plant foods, fiber and healthy fats from fish can help control these factors.
- 16a. **Men: Are you free from problems associated with your prostate such as slow urination or waking up at night to urinate?**
Waking up to urinate is a symptom that indicates that prostate enlargement may be affecting the ability to completely empty the bladder at night. Slow urination or a weak stream is another indication that the prostate may be enlarged.
- 16b. **Women: Are you free from problems associated with your menstrual cycle/menopause such as mood changes, hot flashes or problems sleeping?**
Sleep disturbances and hot flashes are indications of the effects of hormone changes with menopause in women over 50 years of age. Menstrual cycle symptoms occur in the last 10 days of the month due to changes in hormone levels and include swelling, mood changes, and breast tenderness.



- 9. **Do you usually have time to prepare balanced meals, rather than take-out or eating on the run?**
With our busy lives, it is tempting to pick up prepared foods or fast foods, and we often eat while we are doing other activities. There are many convenience items, such as prewashed salad greens, frozen vegetables, pre-cut fruits and quick-cooking poultry portions that make healthy meals quick to put together.
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Elevated blood pressure, triglycerides and cholesterol can put you at risk for cardiovascular disease. Regular exercise and a low-fat diet rich in plant foods, fiber and healthy fats from fish can help control these factors.
- 16a. **Men: Are you free from problems associated with your prostate such as slow urination or waking up at night to urinate?**
Waking up to urinate is a symptom that indicates the inability to completely empty the bladder, which may be due to an enlarged prostate gland.
- 16b. **Women: Are you free from problems such as mood changes, hot flashes or problems with your menstrual cycle?**
Sleep disturbances and hot flashes are in women over 50 years of age. Menstrual changes in hormone levels and include...

- Put their BMI onto chart
- Highlight disease risk over obesity
- Discuss desire to move to green area on chart



Answers to Personal Wellness Questionnaire

1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?

White meat of chicken or turkey and ocean-caught fish provide less fat and saturated fat than most cuts of red meat or pork. It is important to eat more of these "better-for-you" meats rather than high-fat meats such as hot dogs, steaks and roasts and to balance your proteins by eating ~~some plant~~ proteins such as soy every day.

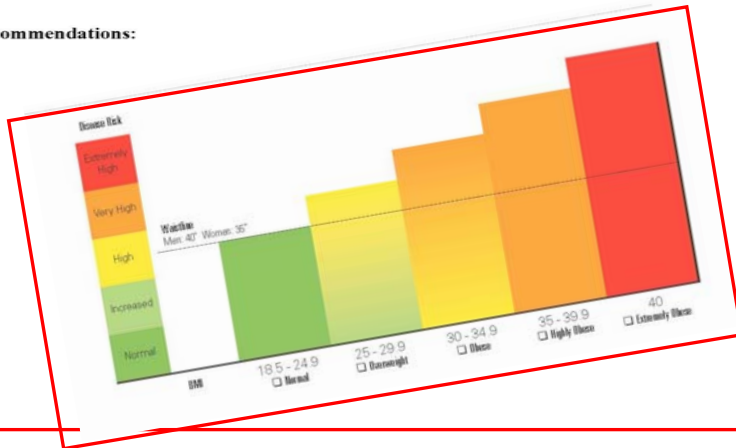
WELLNESS EVALUATION

Name: _____ Date: _____

Your Typical Daily Diet

	Breakfast	AM Snack	Lunch	PM Snack	Dinner	Evening
Usual Time						
What I eat						
What I drink						

Recommendations:



Height: _____	Weight: _____	Age: _____	Body Fat %: _____	BMI: _____
Lean Body Mass: _____	Targeted Weight: _____	Resting Metabolic Rate: _____		
Caloric Intake for Maintenance/Weight Loss: _____	Recommended Protein: _____			

- Summarize information to identify key areas they need to impact
- Example: Need more protein, drink more water, eat 5 more servings of fruits & veggies
- Do not give specific food or product recommendations here

Evaluation of Service

I would appreciate you taking a moment to rate your evaluation.
(1=don't agree, 5=strongly agree)

The information provided was useful.
I feel more empowered to make healthier choices.

Please list the names and phone numbers of the people you contacted from receiving a Free Personal Wellness Assessment.

Evaluation of Service

I would appreciate you taking a moment to rate your evaluation.
(1=don't agree, 5=strongly agree)

The information provided was useful. 1 2 3 4 5
I feel more empowered to make healthier choices. 1 2 3 4 5

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

- **Ask them to evaluate the service you provided**
- **Verify that they thought it was valuable**

Evaluation of Service

I would appreciate you taking a moment to rate the service you received from receiving a Free Personal Wellness Evaluation. (1=don't agree, 5=strongly agree)

The information provided was useful. I feel more empowered to make healthier choices.

Please list the names and phone numbers of anyone you think would benefit from receiving a Free Personal Wellness Evaluation.

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Name: _____ Relationship: _____

Phone: _____

Please list the names and phone numbers of anyone you think would benefit from receiving a Free Personal Wellness Evaluation.

Name: _____ Relationship: _____

Phone: _____

- If you asked for the referrals when booking the appointment, typically will receive 4-5 names
- If did not ask, typically receive 0-2 names



Achieving Your Wellness Goals!

Now that you have completed your Personal Wellness Evaluation, you are closer to achieving your desired wellness goals. The key is putting what you learned into action and making steady progress.

Steps for Achieving Optimum Wellness:

- Define Your Wellness Goals.
- Have an evaluation of your personal wellness.
- Identify key areas you need to impact to reach your wellness goals.
- Get recommendations from your Personal Wellness Coach.
- Make a plan of action that you can commit to.
- Get the ongoing support you need to stay on your wellness track for a healthier future.

- **Summarize the information that they received**





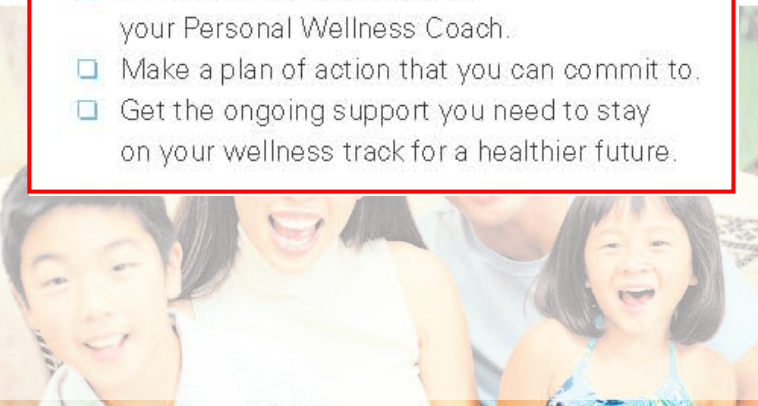
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- Make a plan of action that you can commit to.
- Get the ongoing support you need to stay on your wellness track for a healthier future.

- **Check off the areas completed**
- **Next step: Get recommendations from your Personal Wellness Coach**
- **Go into the Wellness Presentation Booklet to begin Recommendations**



Herbalife

Your Key to Wellness



"The first wealth is health"
Ralph Waldo Emerson

 HERBALIFE.

Making the world healthier.

Herbalife

Changing people's lives

For more than 25 years, Herbalife has been at the forefront of nutritional and weight-management science.

Herbalife consistently delivers premier, cutting edge products that help millions worldwide achieve their wellness goals.

Herbalife's products and nutritional programs deliver customized wellness solutions for every life stage and lifestyle.



Herbalife International is a publicly traded company on the NYSE (HLF) which has operations in over 60 countries worldwide.


Mark Hughes Cellular and Molecular
Nutrition Laboratory



Our Commitment

to Science and Innovation

The Mark Hughes Cellular and Molecular Nutrition Laboratory

Herbalife is dedicated to fostering the exploration of nutritional frontiers as a way to help humanity achieve its potential for optimal wellness. In 2003, Herbalife helped establish the Mark Hughes Cellular and Molecular Nutrition Laboratory at the Center for Human Nutrition at UCLA* as a part of its mission to advance nutritional science through the most progressive research and development technologies available.

- The purpose is to introduce them to Herbalife and their commitment to ***Changing People's Lives***
- Through Herbalife's commitment to science & innovation they deliver cutting-edge products to the marketplace.
- Not meant to convince or “sell” them on Herbalife

The Scientific and Medical Advisory Boards

In support of our commitment to developing innovative products at the forefront of nutrition science, Herbalife has assembled an impressive team of prominent scientists, physicians and nutrition experts to guide our research and development process.

Scientific Advisory Board

Chaired by David Heber, M.D., Ph.D., the Scientific Advisory Board (SAB) is committed to advancing the field of nutritional science. Comprised of globally respected scientists, including Nobel Laureate Lou Ignarro, Ph.D., the SAB is ushering in a new era at Herbalife and earning respect in the worldwide scientific community.



David Heber, M.D., Ph.D., F.A.C.P., F.A.C.N.
Chairman, Scientific and Medical Advisory Boards,
Herbalife Director, Center for Human Nutrition, UCLA



Lou Ignarro, M.D.
Nobel Laureate



Medical Advisory Board

Also chaired by Dr. Heber, the Medical Advisory Board (MAB), comprised of award-winning physicians who are the stewards of our product research and development. The MAB serves as a comprehensive source of expertise about the health benefits of Herbalife's products and programs. Luigi Gratton, M.D., is vice president of our Medical Affairs and Education department.



Luigi Gratton, M.D., MPH
Vice President of Medical Affairs and Education, Herbalife

- **To support their commitment to developing innovative products, Herbalife has a team of prominent doctors & scientists**
- **Don't need to go into detail on the individual doctors.**

Herbalife Independent Distributors

As Personal Wellness Coaches, our Distributors are committed to bringing health and wellness around the world, one person at a time by providing:

- Valuable and Personalized Wellness evaluations
- Awareness of the impact of our lifestyle and nutrition choices
- Solutions to meet individual needs



The Scientific and Medical Advisory Boards

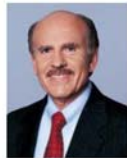
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Scientific Advisory Board

Chaired by David Heber, M.D., Ph.D., the Scientific Advisory Board (SAB) is committed to advancing the field of nutritional science. Comprised of globally respected scientists, including Nobel Laureate Lou Ignarro, Ph.D., the SAB is ushering in a new era at Herbalife and earning respect in the worldwide scientific community.



David Heber, M.D., Ph.D., FA C P, FA C N
Chairman, Scientific and Medical Advisory Boards,
Herbalife Director, Center for Human Nutrition, UCLA.



Lou Ignarro, M.D.
Nobel Laureate



Medical Advisory Board

Also chaired by Dr. Heber, the Medical Advisory Board (MAB), comprised of award-winning physicians who are the stewards of our product research and development. The MAB serves as a comprehensive source of expertise about the health benefits of Herbalife's products and programs. Luigi Gratton, M.D., is vice president of our Medical Affairs and Education department.



Luigi Gratton, M.D., MPH
Vice President of Medical Affairs and Education, Herbalife

- **Herbalife's commitment to *Changing People's Lives* can best be demonstrated by the Herbalife Independent Distributors**
- **As a Personal Wellness Coach, my mission is bringing health & wellness around the world...**



Herbalife Independent Distributors

As Personal Wellness Coaches, our Distributors are committed to bringing health and wellness around the world, one person at a time by providing:

- Valuable and Personalized Wellness evaluations
- Awareness of the impact of our lifestyle and nutrition choices
- Solutions to meet individual needs



Balanced Nutrition The Key to Wellness



The Reality of our Daily Diet

A balanced diet is essential for providing our bodies with the nutrients required to make it function properly. Unfortunately, most Americans find making healthy choices to be a challenge.



Herbalife's Cellular Nutrition The Foundation of Wellness



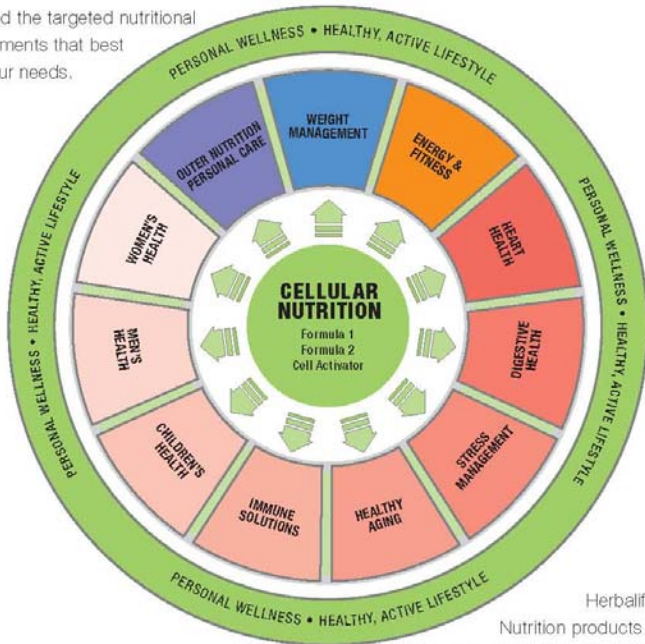
- Herbalife's Cellular Nutrition provides the elements every body needs daily to maintain good health.
- Herbalife's products are scientifically formulated to target cells in specific tissues, organs and/or body systems such as the heart, liver, eyes, skin and brain.
- Complete nutrition helps to protect cells against the harmful effects of stress, pollution and toxins to reduce the risk of disease.
- Vitamin supplements have been shown to improve immune function and studies suggest that generous intake of vitamins and minerals may improve your general health.

- **Transition into Balanced Nutrition by referring back their evaluation and challenges**
- **Highlight excesses & deficiencies and the difficulty eating on the “Optimum Nutrition” line**
- **Herbalife’s Solution: Cellular Nutrition**
- **Highlight the key points**

Cellular Nutrition & Targeted Products

Personalized Nutrition Made Easy

Your personal Herbalife program will always begin with Cellular Nutrition. To this foundation, you add the targeted nutritional supplements that best suit your needs.



Herbalife's Targeted Nutrition products build on the foundation of Cellular Nutrition, giving you the ability to customize a nutrition program to meet your individual needs. Targeted Nutrition products provide the nutrients and botanical support you need to enjoy good health for a lifetime.

- **Cellular Nutrition is the foundation of Balanced Nutrition**
- **Everyone needs Cellular Nutrition**
- **Targeted Nutrition enhances an individual's wellness program by addressing specific needs and challenges**
- **Combine with a Healthy, Active Lifestyle to achieve Optimum Wellness**



"Targeted nutritional supplements are designed to make it easy to provide the cells of your body with the nutrients you need for optimum functioning, a daily sense of vitality and your best opportunity for a lifetime of good health."

David Heber, M.D., Ph.D.
Chairman, Scientific & Medical Advisory Boards, Herbalife
Director, UCLA's Center for Human Nutrition

Getting started
with Herbalife
is as easy as

123



FORMULA 1 NUTRITIONAL SHAKE MIX

- A healthy meal for balanced nutrition
- Helps manage weight for better health
- Contains 9g of protein and healthy fiber
- Nourish your body with Cellular Nutrition

A healthy meal with up to 19 vitamins, minerals and essential nutrients in five delicious flavors that can help support weight management.*



According to the FDA, diets low in saturated fat and cholesterol that include as little as 25 grams of soy protein a day may help reduce the risk of coronary heart disease.

FORMULA 2 MULTIVITAMIN COMPLEX

- Essential nutrients for overall vitality*
- Support healthy weight management and your immune system*
- Promote healthy bones, skin and hair*

A Cellular Nutrition-powered multivitamin with over 20 essential nutrients and antioxidants, including folic acid, calcium and iron.



CELL ACTIVATOR™

- Enhance absorption of vitamins and minerals*
- Promote cellular energy production in support of weight loss*

Select botanicals, nutrients and powerful antioxidants help boost the effectiveness of your vitamin and mineral intake.* The ingredient Pycnogenol® supports cellular energy production, vascular function and the immune system.*

*Pycnogenol is a registered trademark of Horphag Research, Ltd.

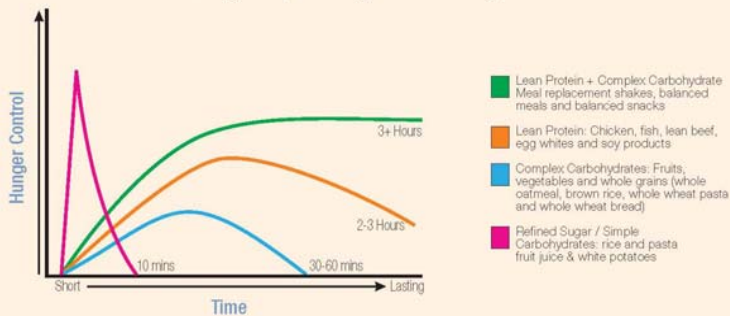


- Explain that Cellular Nutrition is Formula 1 Shake, Formula 2 Multivitamin and Cell Activator
- Give highlights of each product
- Write down Cellular Nutrition on Recommendation Sheet
- Include daily & monthly \$ (shift spending)

The Power of Protein

Your muscle mass works like a furnace, burning calories and stored fat for energy. The more muscle you have, the higher your metabolism, the faster you burn calories. Eating plenty of protein daily is essential to maintaining your muscle mass for good health, energy and effective weight management.

Energy levels, blood sugar levels and hunger control



PERSONALIZED PROTEIN POWDER

- Satisfy and control hunger
- Support adequate protein intake with fat-free protein
- Build and maintain lean muscle mass

A fat-free protein supplement for hunger control and healthy weight management with 5g of soy and whey protein and all 9 essential amino acids.

PROTEIN SNACKS

- Protein bars with 12g of protein
- Beverage Mix Packets with 15g protein & only 70 calories
- Protein Drink Mix (chocolate or vanilla) 15g of heart healthy soy protein
- Roasted Soy Nuts with 11g protein & 5g of fiber
- Soup Mix (chicken flavor) with 15g of protein

- **Lack of adequate protein is a common issue**
- **How basic nutrition works (energy level & hunger control)**
- **Eating on the green line is ideal (Cellular Nutrition)**
- **Refer to their Typical Daily Diet/Recommendation Sheet**
- **Examples how they can get their suggested protein level (shakes, snacks, PPP)**

Your Herbalife Wellness Coach

The support you need to stay on your wellness track for a healthier future.

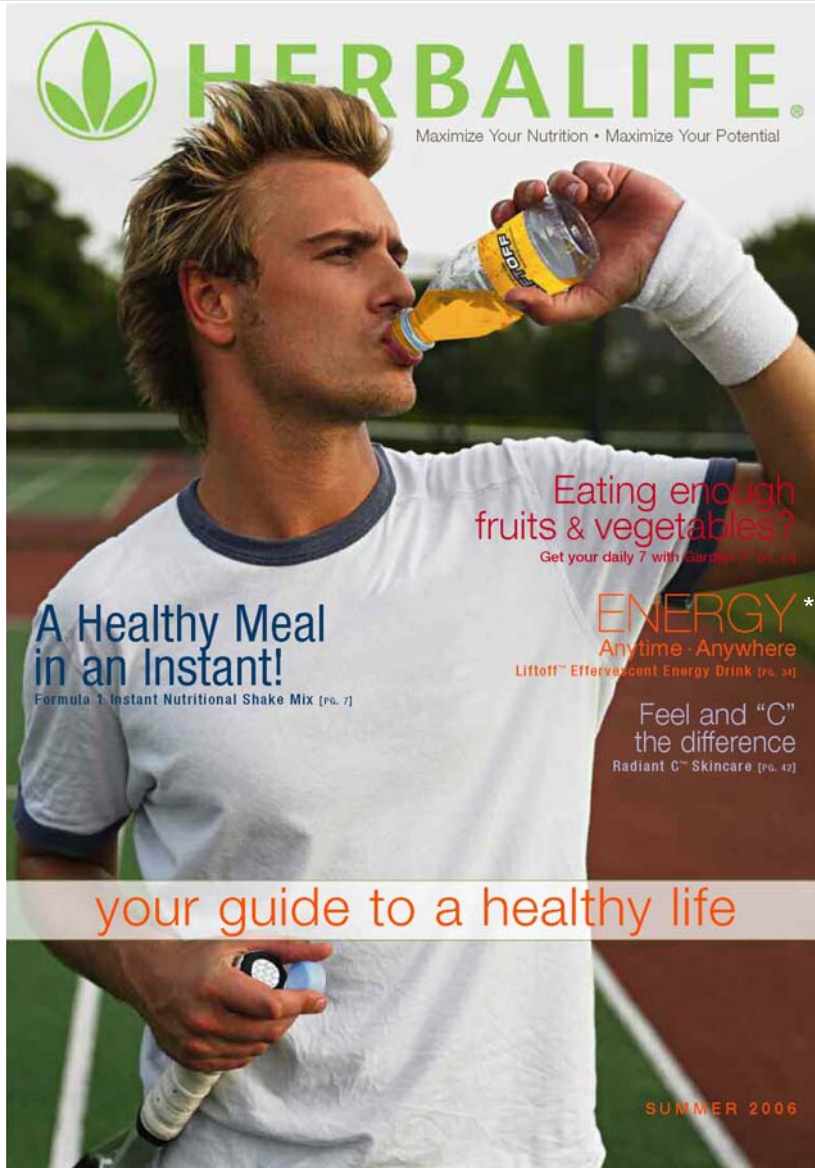
HERBALIFE. Wellness Coach

ID: _____

PHONE: _____

ONLINE _____

STORE: _____



- Use Product Catalog for Targeted Nutrition
- Explain the need that the product will address
- Write down Targeted Nutrition suggestions on Typical Daily Diet / Recommendation Sheet (daily & monthly cost)
- Include areas that address their main wellness goals

*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent disease.



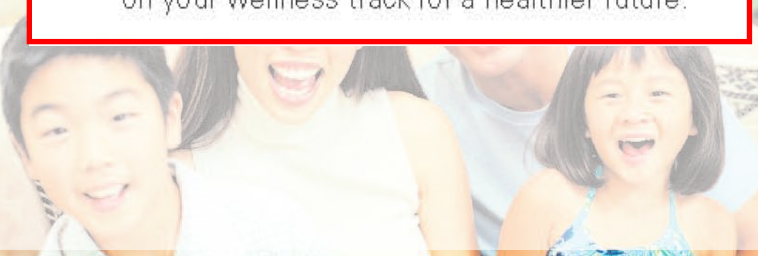
Achieving Your Wellness Goals!

Now that you have completed your Personal Wellness Evaluation, you are closer to achieving your desired wellness goals. The key is putting what you learned

Steps for Achieving Optimum Wellness:

- Define Your Wellness Goals.
- Have an evaluation of your personal wellness.
- Identify key areas you need to impact to reach your wellness goals.
- Get recommendations from your Personal Wellness Coach.
- Make a plan of action that you can commit to.
- Get the ongoing support you need to stay on your wellness track for a healthier future.

- **Explain importance of “Plan of Action” they can commit to for the long-term that fits in with their lifestyle & budget**
- **Based upon your recommendations, ask where they would like to begin.**
- **Talk about the follow-up and ongoing support**





- **Explain the benefits of becoming an Herbalife Wellness Club Member**
- **Have them fill out the membership card**

and enjoy these benefits



- Ongoing Support from your Wellness Coach
- Access to Online Ordering
- Online Information and Resources
- Invitations to Special Member Promotions and Events



Herbalife
Wellness Club Member



HERBALIFE.

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Making the world healthier.

HERBALIFE.

Making the world healthier.

Building a Long-term/Lifelong Customer Group through Wellness Evaluations

- **Educating on Wellness as a Way of Life**
- **Cellular Nutrition as the Foundation of Optimum Nutrition**
- **Customizing a program that they can commit to**
- **Provide ongoing support as their Wellness Coach through results, recognition, socialization and community**