

# New Distributor

Welcome to the Take Control Nutrition team and family!



**USE**  
the products!



**WEAR**  
the brand!



**TALK**  
to everyone!



## Before starting your journey...

Review steps one through three listed below. Please ensure that all steps have been completed prior to moving forward as they are vital to the success of your future business.

**1**

**REGISTER AS A  
DISTRIBUTOR**

Register online at  
[MyHerbalife.com](http://MyHerbalife.com)

**2**

**NEW DISTRIBUTOR  
TRAINING**

Complete on your  
MyHerbalife website

**3**

**TAKE ACTION**

Proceed to step one of  
the New Distributor  
Check-list

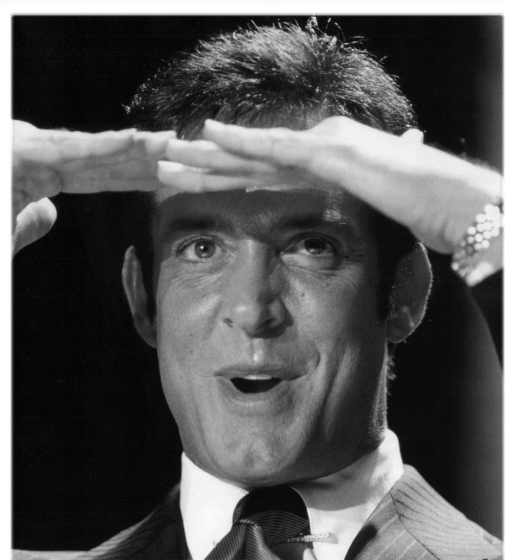
## Congratulations!

You have begun your adventure as a healthy active entrepreneur, inspiring others to create their ideal lifestyle.

Our mission is to be recognized as the healthy active lifestyle person within our community. We want to get into the best shape of our lives while teaching others how to do the same. Portraying our lifestyle in a positive way will inspire others to join us on our journey and do what we do!

The **number one** most important thing for you to do right now is to create a buzz within your community and marketplace. This buzz is your personal marketing campaign, which will be outlined further within the checklist. The campaign will begin within your social media and by joining or creating a local event.

Everything you do in the first 72 hours matters! How do you want your business to kick off?



## YOUR FIRST 90 DAYS

Over the next ninety days you will complete and follow the ten action steps outlined in the new distributor check-list. If completed with intention, purpose, and given your full commitment you will be well on your way to creating a successful and thriving business.

“Your **success** is only limited by your own **imagination** and your hard **work**. If you want to compete with someone, compete with yourself. Be the best you possibly can every day!” - Mark Hughes, Herbalife’s Founder and first distributor, 1956 - 2000

Congratulations! Let’s go...

# 10 Action Steps

1

## BE YOUR BEST CLIENT

Your first step is to order your own personal nutrition plan. Using the products is a vital part of this process as the best investment you can make into your business is to become a product of the product. Explore the products in your MyHerbalife portal and familiarize yourself with our different lines, such as Herbalife SKIN



2

## GOHERBALIFE.COM

Step two is to create your GoHerbalife website; a personal page that will enable clients to order from you directly. To create your site, within your MyHerbalife portal navigate to:

**Customers→GoHerbalife→Admin & Setup**

It is important to remember that as coaches we do **not** direct new clients to our site without first discussing a personalized plan based on their budget and goals. Upon their initial log-in, clients should receive product recommendations based on your evaluation.

**2a** Create a new email address for Herbalife related communication and business functions.

**2b** Create a PayPal Business or ProPay account. This will enable you to accept payments on your personal website.

**2c** Download the Herbalife POS mobile app to order and sell products, collect payments and track receipts anywhere anytime!

## SOCIAL MEDIA PLATFORM

3

### Create a Social Media Platform:

Post your before and after photo on your social media accounts. Don't be nervous, share your achievement!

This post is for the people who's lives may change upon seeing what is possible with optimal nutrition. It sets the intention that you are serious!



**Generate a Following:** How can you generate a following? Simply by sharing your healthy active lifestyle. As a coach, your lifestyle includes healthy eating, consumption of Herbalife products, regular physical activity, and participation in the Herbalife community! These are all amazing and authentic aspects of your life to share with your followers.

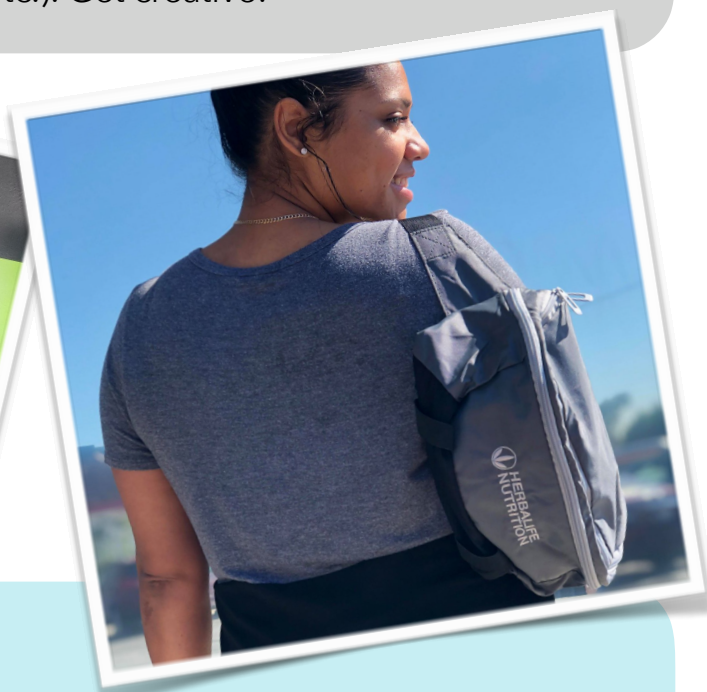
**Supportive Online Community:** We offer a global community on Facebook as well as other mobile applications in which to enroll your clients and distributors. Within these communities, clients and coaches have the opportunity to interact with others like themselves and receive continuous motivation and encouragement. Your direct up-line will invite you to participate in these online communities therefore if you have not joined already, keep an eye out for this invitation. Once a member, please post your before and after photo and introduce yourself. This will help the community to get to know you and begin the formation of sideline relationships!

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## BE THE BRAND

We are a **team** and Herbalife is our **proud** sponsor! Being the brand is as simple as carrying around your Herbalife24 water bottle, Herbalife shaker cup, or wearing your action buttons. Action buttons command a response! Our most reputable buttons are our *Lose Weight Now Ask Me How* **or** *Be Fit Now*.

Herbalife branded items come in the form of cups, apparel, water bottles, buttons, bags, etc. All of these items can be designed and created both locally (ask your coach!) and online (HerbalifeApparel.com Etsy, etc.). Get creative!



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## MARKETING PLAN

It is imperative that you watch and practice the Herbalife Marketing Plan with the goal of committing it to memory. A thorough understanding of your opportunities to grow your business within Herbalife will significantly benefit both you and your future distributors. To review the marketing plan, click [here](#). During this time, you will also determine where on the Marketing Plan you would like to be.

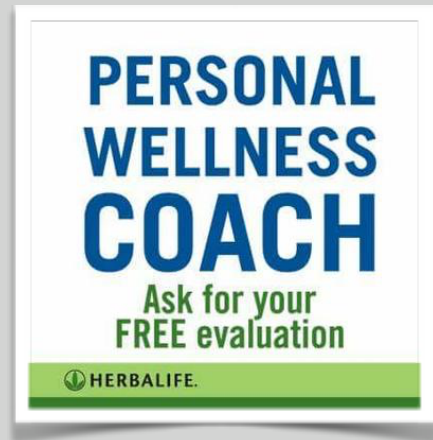
**Task:** Notify your direct up-line what level you are currently aspiring to reach as well as your future goal. Together you will then make a plan!



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## WELLNESS EVALUATION

Practice and master the process of completing a wellness evaluation. Evals can be performed in person, over the phone, or on your GoHerbalife website. In person and telephone evals are most efficient when an evaluation sheet is printed out to record gathered information and to track progress.



Wellness evaluations contribute to a supportive yet professional relationship with your clients and help to identify their physical and nutritional health goals.

**Task:** Activate the wellness evaluation feature on your GoHerbalife website.

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## 100 PERSON LIST

Create a list of 100 people that may be interested in losing weight, gaining lean muscle, increasing their energy, or earning additional income. This will help you to identify your circle of influence. When creating your list, add names without assumption as you never know who may be ready for a positive lifestyle change! These clients can be anyone from acquaintances to close friends or even family.

Begin reaching out to each person with the goal of getting 5 - 7 new clients started on a nutrition plan. These new clients will build the foundation of your business and contribute toward achieving your first promotion within the Herbalife Marketing Plan. As you take on new clients, you will simply duplicate the process that your coach completed with you. This direct duplication will continue to be adopted by each of your distributors as your team grows. Work smarter, not harder!



**Task:** Familiarize yourself with Herbalife's Loyal Customer Program with the intention of enrolling all new clients.

## 8

## TOOLS FOR SUCCESS

The unique thing about this business is that you get the opportunity to decide how fast or slow you would like to go. Whichever pace you choose will be just right for you and we want to support you in this endeavor by **equipping** you with the necessary tools from day one.

**Communication with your coach is going to be a key factor in achieving this.**

You may decide that you work best growing a team and taking on new clients individually or perhaps you want to grow with guidance from your coach and fellow team members. Your desired pace may change as your business transforms and that is okay too! As a team we have found that supporting new distributors by working with them hand in hand with their first **five** clients has been the most beneficial. What does this entail? You will receive support in achieving your own health results in addition to guidance coaching your clients on their products, equipping them with a balanced meal plan as well as how to support them through follow up, what to plug them into, etc.



As your confidence in your abilities as a coach grows, you will be empowered to take more initiative and get into action. This confidence will manifest itself in the form of getting new clients and making it your personal goal to help them become the best version of themselves with amazing results! Remember that it all starts with you! Be the example, remain coachable, and stay consistent!

# 9

## PLUG IN

Plug into the team structure! When it comes down to building a team, this will be a major asset to your organization. Before we can build a team, we must first learn to become a part of one.

Below is an outline of the weekly team call schedule. These are not simply calls, but events that will change your life if you decide to show up for yourself and be present. All calls are broadcast via the video communication application **Zoom**, however, those without camera capabilities may call in and of course arrive in person!

In addition to weekly team events, once a month all coaches attend Success Training Seminars. These seminars will be the glue that holds your organization together and strengthens your business. It is a time when current and potential distributors come together to learn more about the Herbalife opportunity. These events take place all over the world therefore if you do not have one in your city, we will locate one nearest you.

### Tasks:

- Download both the [Zoom](#) and [Telegram](#) mobile and/or desktop applications.
- Ask your coach to add you to any Accountability Telegram Groups
- Locate a Success Training Seminar and commit to attend each month.



**Wednesday**

**6:00 pm PST**

**ORIENTATION**

**Herbalife  
Opportunity  
Meeting**

**ZOOM ID**

**671 - 360 - 798**





# LEADERSHIP DEVELOPMENT WEEKEND

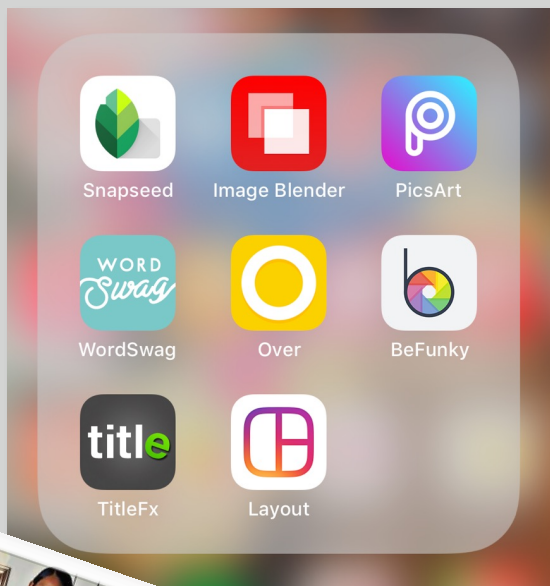
OCTOBER 2018



# 10

## CREATE AND ATTRACT

From this point forward, consider yourself a visual storyteller! Download the below applications to help tell your story and create an online storefront that is attractive and visually appealing. Time to get creative!



## HERE ARE SOME GREAT APPS TO GET YOU GOING!

**PicsArt** - Enables you to stamp your images with Herbalife approved logos and disclaimers

**Snapseed** - Great overall editing application

**WordSwag, Over, and BeFunky** are useful applications for adding text to images



IF YOU HAVE ANY FURTHER QUESTIONS REGARDING THE OUTLINED ACTION STEPS, PLEASE REACH OUT TO YOUR UP-LINE COACH. THE INTENTION OF THIS CHECKLIST IS TO SET YOU UP POWERFULLY TO LEARN, GROW, AND ACHIEVE YOUR GOALS IN THE FIRST 90 DAYS OF DISTRIBUTORSHIP. THIS IS A BUSINESS THEREFORE WE MUST TREAT IT AS SUCH, HOWEVER, REMEMBER TO HAVE FUN AND BE EXCITED!

THE JOURNEY IS JUST BEGINNING...

# welcome!

