

## Packaging Your Success Story

Using the products will give you results. This will allow you to “package” your own results into a story you will use. This is called “Packaging Your Success Story,” and it is important because it will be the story that you share your entire career.

Use the key points below to package your Weight Loss/General Health/Skincare success story:

- A. Before I started Herbalife
- I weighed \_\_\_\_\_ pounds and wore a size \_\_\_\_\_ [weight management story]
  - I felt \_\_\_\_\_ (e.g. lack of energy, poor digestion, etc.) [general health story]
  - My skin was \_\_\_\_\_ (dry, dull-looking, etc.) [outer nutrition story]
- B. • Then I started using Herbalife products
- C. And now
- I feel \_\_\_\_\_ (e.g. healthier, younger, etc.) than I have in \_\_\_\_\_ (days/months/years)
  - I have more \_\_\_\_\_ (e.g. energy, support for my heart health, etc.)
  - I went from a size \_\_\_\_\_ to a size \_\_\_\_\_
  - I lost \_\_\_\_\_ pounds and \_\_\_\_\_ inches in \_\_\_\_\_ days/weeks/months
  - My skin is \_\_\_\_\_ (e.g. better hydrated, smoother, etc.)

Script Your Story: “Hi, my name is \_\_\_\_\_. Before Herbalife, I (list info “A” above). I started using Herbalife products and my results have been incredible (list info “C” above).”

You can also package your income success story:

- A. Before I started Herbalife
- I was a \_\_\_\_\_ (occupation)
  - I became an Herbalife Independent Distributor because \_\_\_\_\_
  - In my first month working \_\_\_\_\_ (part-time/full-time) I made \$ \_\_\_\_\_
- B. And now
- My Herbalife earnings have (list examples of what your Herbalife income has done for you or your family)

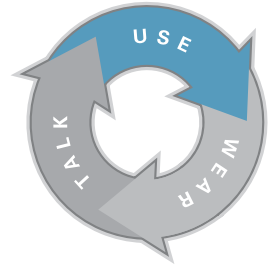
Script Your Story: “Before Herbalife, I was \_\_\_\_\_. I became an Herbalife Independent Distributor because \_\_\_\_\_. I worked at my Herbalife business (full-time or part-time). As a Distributor, I earned \_\_\_\_\_ in my first month(s). This income has provided me (or my family) with \_\_\_\_\_. In the last \_\_\_\_\_ days, I earned \$ \_\_\_\_\_.”

Practice sharing your success story with your Sponsor.



### Tips for Telling Your Story

- Keep your story short and to the point.
- Let us feel your emotion.
- Have a success story for each product category.



# My Success Stories

## My Product Success Story

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## My Income Success Story

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## Success Stories of Others That I Could Share

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You should have at least three Success Stories “packaged” to readily share with others. If you don’t have a success story, there are many resources you can get them from:

- Your Sponsor
- At a local meeting
- MyHerbalife.com
- Herbalife journals/literature



MyHerbalife.com is a great online resource for additional success stories. The MyHerbalife website is password-protected and is for use only by Distributors. You will need a Distributor ID and PIN Code to access the site. If you have an Internet connection, go to the login page at [www.myherbalife.com](http://www.myherbalife.com) and request your PIN Code now. If you already have your PIN Code, start browsing the site and become familiar with it.