

Invitation to a Wellness Evaluation Presentation - SAMPLE

New distributor with COI:

Hi _____, this is _____. I just wanted to let you know that I started a brand-new career as a Personal Wellness Coach. What I do is give people free Wellness Evaluations. The service includes a nutrition and lifestyle evaluation and a body composition analysis. Would you like to hear more about it?

Established distrib with COI:

Hi _____, this is _____. You know that I'm with Herbalife International, right? We're offering a new service called Personal Wellness Evaluations. The service is free and includes a nutrition and lifestyle evaluation and a body composition analysis. Would you like to hear more about it?

Button Response:

I'm a Personal Wellness Coach with Herbalife International. What I do is give free Wellness Evaluations to people. It includes a nutrition and lifestyle evaluation and a body composition analysis. We'll give you some recommendations so you can make healthier lifestyle choices. If you're interested in finding out more, I can call you with the details. Would you like to give me your name & number?

When calling a referral:

Hello, may I speak with _____? Hi _____, this is _____. You don't know me, but I am a Personal Wellness Coach. Your _____ (friend, sister, etc) _____ (name of person who referred), had a Personal Wellness Evaluation. He/She thought that it was so valuable, that he/she wanted to offer the same thing as a gift to you. (listen for response). Would you like to hear more about it now, it only takes a few minutes?

Continue here

In the evaluation, you'll find out your body composition numbers like your lean body mass, your body fat %, your metabolic rate and the amount of protein that you need on a daily basis to maintain your muscle mass. We also do a nutrition and lifestyle evaluation and offer you some recommendations so you can make healthier choices. It takes about an hour. As a gift to you, we'll give you a booklet that contains a lot of great information on improving your wellness along with all of your body composition numbers. How does this sound, _____?

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Now our service is completely free, but if you went elsewhere to get this same information, like to a nutritionist or a health center, they would typically charge you \$50 - \$100. The only thing I ask is if you find the information valuable, that you refer at least 5 people to us who will also have the opportunity to receive a free Wellness Evaluation as a gift from you. Would you be willing to refer at least 5 people to me if you find that the Wellness Evaluation is valuable?

Would you like to set up an appt with me for your wellness evaluation? **(Schedule appt)**

After the evaluation is completed, you ask them to rate the evaluation on the scale provided in the books (1-5). Oftentimes after rating your service they will continue writing the names of their referrals on the referral sheet. If not, you can continue by saying something like:

Thanks _____. I can see by your rating of the service that you thought the information I gave you today was valuable. Do you remember, _____, when we talked on the phone earlier, that if you thought the information was valuable, that you would be willing to refer at least 5 people who would also receive the gift of a Wellness Evaluation? I am really looking forward to providing those people with the same information that you received today. There is space right on the form where you can write down their contact information. *(Let them write down the info...)*

Great, thank you. It would make a difference if you call them and tell them what you thought about our service today and let them know that I'll be calling them.