

Nutrition Club Training

Shift 1

1. Explain what a nutrition club is...friendly environment, fun, inviting etc.
2. Opening/Closing procedures (lights, blenders, cup sealer, sink, club products)
3. Detailed explanation of what we serve (Aloe, tea, shake) *see script
4. How to make: Shake/ Bowls, Tea, Aloe and Upgrades (Prolessa Shot, Tea Bomb)
Getting the correct consistency
5. Herbalife POS
6. Square - How we take payments
7. Herbalife Waiting Room - Self check-in
8. Explain how to greet and go over menu and explain what we serve - (See Script)
9. Review Q&A club sheet
10. Explain "Core Nutrition", PDM, Aloe and Tea (Full product training in 24healthhub)
11. Explain how and when we introduce health coaching
 1. Wellness Profile
 2. Explanation of access to 24 Health Hub, coaching and accountability
 3. Explain Jumpstart Program - Explain \$35 to become Preferred Member and how we complete sale.

Marketing Plan - Use documents in Health Coach Handbook & 24HH.com

12. Help them understand & get clear on Marketing Plan (Getting Clients & Distributors)
 1. Review stair step - Don't go into detail just show income potentials at each level
13. How to reach Supervisor (See training video in 24HH)

The rest of the time should be spent shadowing: Learning how to greet & serve people

Explain that all training will be in 24HealthHub & they will have 24/7 access to this once they have completed both days of onsite training.

Nutrition Club Owner or Coach Information

Top 4 things for the owner or upline coach to observe as they are training a new coach.

1. How are they responding to jumping in and making teas, and shakes (are they taking the lead?)
2. How are they communicating with customers?
3. How are they dressed? Hair, Clothing etc? How are representing YOU?
4. Assess their personality. Outgoing, Energetic, Assertive, Leader? OR are they shy, quiet, not assertive, not focused?

First milestones and goals for your new coach in training are..

1. To see they are making progress with their own results. (Very Important)
2. That they are passing out invites and they are coming into the club.
3. That they are present and showing up on time for shifts.
4. They are getting PMs to build towards their discount.
5. They are engaging in HOMs, Calls and Team events.
6. As their 60 days is complete they should be at min Qualified Producer 42% and close to their Supervisor (Pilot Program Promo)
7. At the end of 60 days you will go over a coach evaluation *Accountability and Gauges (Found in 24healthhub)