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# HEALTH CONSULTANT

SUCCESS GUIDE 2021



# WELCOME



**CONGRATULATIONS ON BECOMING A  
HEALTH CONSULTANT!**



## HEALTH TRENDS

Nowadays, with the increase in busy lifestyle, family pressure and everyday stress can lead to chronic diseases, how do we meet body's nutritional requirements to help us stay and live healthily and longer?

It has never been a more crucial time to achieve Optimal Health. Optimal Health means the best level of health you can achieve in terms of lifestyle factors, genetic composition and heritage.

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We believe that everyone can achieve their optimal Health by proactively living and maintaining a lifestyle that reduces the risk of chronic diseases and their underlying causes – especially those are hereditary.

There is no two individual live to same age with the different lifestyle and genetic factors, but the earlier we

know the specific needs for the body and create the foundations for a healthier future lifestyle, the better the quality of life we will experience. Now is the time to take the first step to make the necessary changes for your health for a better future with Nutriway®.

Nutriway® has helped people find their way to optimal health for over 80 year experience in vitamin research and production and it is the world's number 1 selling brand of vitamins and dietary supplements. It is known for the only global vitamin and dietary supplement brand to grow, harvest and process plants on their own certified organic farms.

Nutriway® has more than 100 scientists, chemist, botanists, microbiologists, pharmacists, dieticians and nutritionists works together to create the best supplement possible.

Let's make a start to a great journey of help others achieve their optimal health with the best of nature best of science vitamin and dietary supplements.

# STEPS TO SUCCESS

THESE NOTES WILL HELP YOU TO UNDERSTAND AND BE ABLE TO IMPLEMENT THE IDEAS AND TECHNIQUES THAT HAVE PROVEN SUCCESSFUL.

TRAINING IS REGULARLY AVAILABLE AND IS ESSENTIAL TO YOUR SUCCESS. YOUR OPPORTUNITY WITHIN THIS METHOD IS AS BIG AS YOU CAN DREAM!

REMEMBER TO ATTEND EVERY TRAINING SESSION AVAILABLE THAT YOU CAN, TO HELP YOU LEARN AND GROWN.

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## PREPARE

Read through this guide and work closely with your coach and support team.

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## TOOL UP

Get toolled up by checking off the list of things you needs in the tools section.

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L

## LEARN

Practice with your coach and support team and watch a consultation to build your confidence. Use resources such as e-learnings, audios, videos and also ask for access to your coach and support team for learning opportunities.

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B

## BOOK

Follow the script section as a guide to book in your in health consultation appointments. Do 4x lots of training sessions with your coach/support team – this will help you gain experience.

Re-evaluate how you are going with your coach. Always strive for improvement.

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## HAVE FUN SHARING!

Have Fun and get REWARDED for sharing the business opportunity and products.

# BUSINESS PLAN

It is natural for a new consultant to focus on selling and referrals.

However, your health care business acts as a business within a business, and by introducing the incredible health care and science, whilst educating and empowering others, you open your world to a totally new group of prospects and perhaps even have someone come into partnership with.

Duplicate yourself and watch your business soar.

# 1

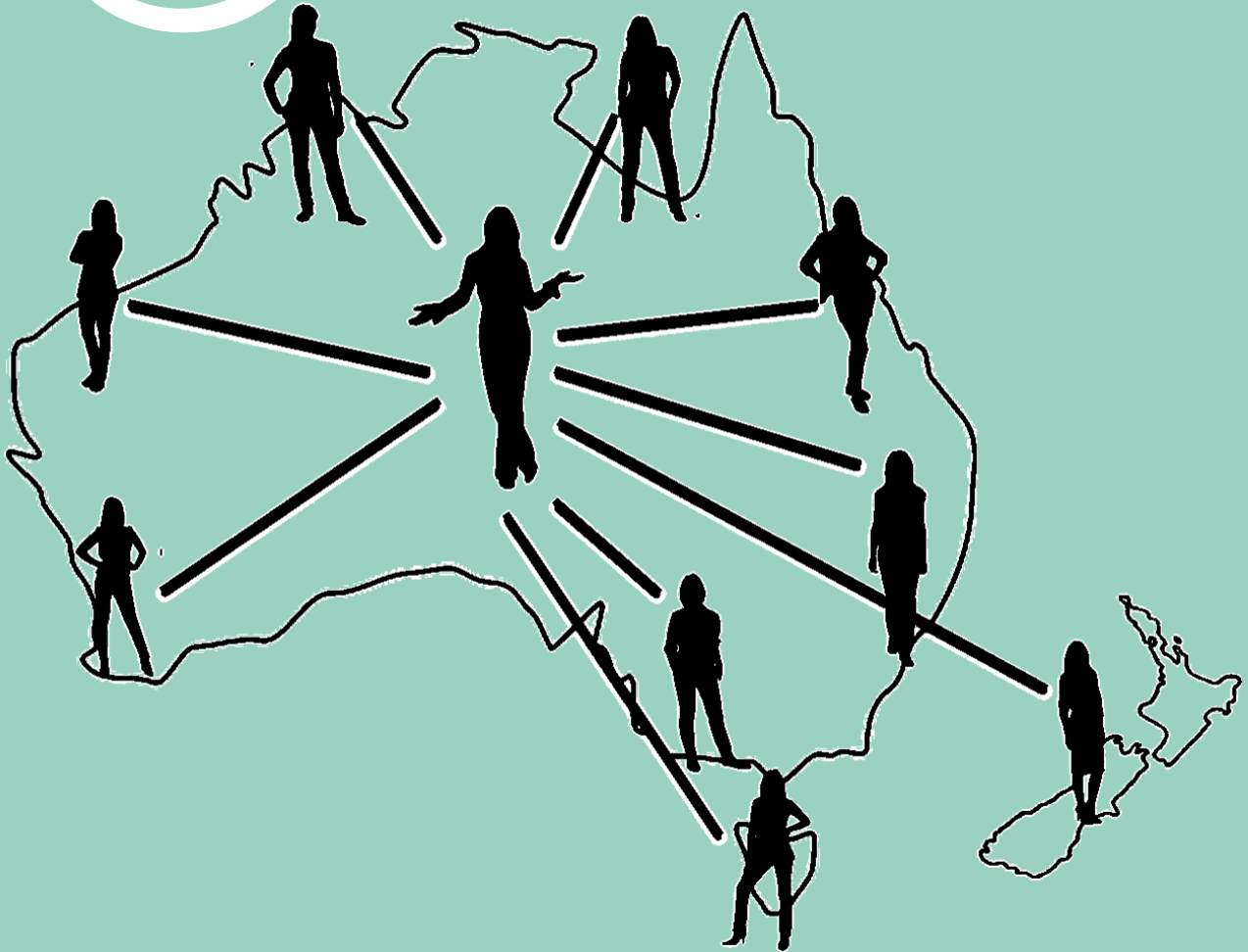
## EARNING POTENTIAL - PROFITS



# BUSINESS PLAN

## 2

### EARNING POTENTIAL - DUPLICATION



**You do your 20 health assessments per month = \$4816.00 PROFITS**

**Find, Teach & Train 9 others to do the same,  
Therefore, 9 earning \$4816.00 per month,  
You earn 27% (Ruby) Bonus = \$14,405.00  
PLUS your \$4816.00 PROFITS for the month**

**Grand Total Income for the month = \$19,221.00**

# EARNING POTENTIAL

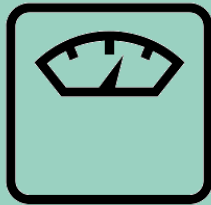
| MONTH BY WEEK  |             |                 |                 |                 |                 |                   |                |                   |                 |                           |
|----------------|-------------|-----------------|-----------------|-----------------|-----------------|-------------------|----------------|-------------------|-----------------|---------------------------|
| HOURS PER WEEK | HA PER WEEK | WEEK 1          | WEEK 2          | WEEK 3          | WEEK 4          | TOTAL HOURS MONTH | TOTAL HA MONTH | TOTAL PV IN MONTH | TOTAL RETAIL \$ | RETAIL PROFITS \$ + BONUS |
| 7.5            | 5           | 570PV<br>\$3440 | 570PV<br>\$3440 | 570PV<br>\$3440 | 570PV<br>\$3440 | 30                | 20             | 2280PV            | \$13,760        | \$5883                    |
| 6              | 4           | 456PV<br>\$2672 | 456PV<br>\$2672 | 456PV<br>\$2672 | 456PV<br>\$2672 | 24                | 16             | 1824PV            | \$10,688        | \$4381                    |
| 4.5            | 3           | 342PV<br>\$2064 | 342PV<br>\$2064 | 342PV<br>\$2064 | 342PV<br>\$2064 | 18                | 12             | 1368PV            | \$8256          | \$3370                    |
| 3              | 2           | 228PV<br>\$1376 | 228PV<br>\$1376 | 228PV<br>\$1376 | 228PV<br>\$1376 | 12                | 8              | 912PV             | \$5504          | \$2140                    |
| 1.5            | 1           | 114PV<br>\$688  | 114PV<br>\$688  | 114PV<br>\$688  | 114PV<br>\$688  | 6                 | 4              | 456PV             | \$2752          | \$1070                    |

\*HA = Health Assessment

\*NOTE: Figures depicted in chart are average only

# TOOLS & RESOURCES

*Recommended tools to begin your Health Care Business.*



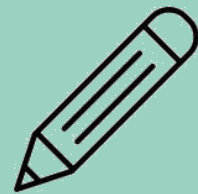
## HEALTH MACHINE

- Speak with your coach for options on how to purchase one



## HEALTHCARE KIT

- Double X (with tray)
- Concentrated Fruit & Vegetable
- Omega-3 Fish Oil
- Probiotic
- Chewable Fibre Blend
- Carb-Blocker
- Trim Choice
- Protein Bars (different flavours)
- All Plant Protein Powder (with scoop)
- Meal Replacement Shakes (Vanilla & Chocolate Flavours)



## ESSENTIAL ITEMS

- Soft Tape Measure (Body measurements)
- Measuring Tape (hard) (Height measurement)
- Folders with forms & guides
  - Profile Form
  - Body Measurement form
- Invoice Books
- Camera - to take photos (front & side)

# BOOT STOCK

*It is also recommended to have “Boot Stock” – items that you take with you to appointments for prospective clients.*

## TIPS

Boot sales are stock that you have with you. There is an 80% drop in sales if products are not on hand to give to clients. This means the products are readily available to clients, which will stop ‘buyer’s remorse’ and the cancellation of orders.



### GENERAL HEALTH

Double-X  
Concentrated Fruit & Vegetable  
Daily Vitamins

### WEIGHT MANAGEMENT

Carb-Blocker  
Trim Choice  
Protein Bars  
Protein Powder / Meal Replacement Shakes

### GUT HEALTH

Probiotic  
Fibre Blend

### 8 WEEK PRODUCTS (Examples)

Milk Thistle & Dandelion  
Vitamin C  
Glucosamine  
Rhodiola  
Snacks and edibles  
Energy drinks

# BOOKING APPOINTMENTS



## HOW?

### Get a diary!

Get a diary and decide when you are going to build your business. Control your booking times and plan ahead. Organisation is key!

## WHO?

Make a list of people you know, from all facets of your life. You can divide the list into two or three categories to get you started: "Hot", "Warm" & "Cool"

Think along the lines of:

Family & friends, neighbours, work, sporting groups, children's school or playgroups, hairdressers, beauticians, gym instructor, nail technicians, local shop keepers, husbands work place, church, social groups, etc.

## STAY IN CONTROL



Don't let the public control you. Be decisive and work around your schedule: "...I am available Tuesday or Wednesday evening. Which would you prefer?"  
OR  
"I am only available on weekends."

## SET A GOAL



Set a goal to make 5 bookings in your diary for the first two weeks. This will give you momentum and prove you with experience and more opportunities to get referrals.

## STICK TO THE SYSTEM



This is a proven working system which will work for you too. Make contact with each person on referral lists by phone. Ensure that you are prepared and know what to say (see scripts section)

# HEALTH ASSESSMENT

## CONDUCTING THE HEALTH ASSESSMENT

### 1

#### CONFIRM

- Always confirm the appointment
- Never assume – don't waste your time
- *"Hi \_\_\_\_\_, it's \_\_\_\_\_.  
I'm looking forward to meeting you for your health assessment tomorrow at 3pm, at 123 ABC Street, Suburb. Is that correct?"*
- This can be done via text or phone call

### 2

#### BRING & PREPARE

- Ensure you look professional and smart
- Bring your health machine, boot stock, accessory bag (with kit and extras), essential items, diary & folder with forms
- Remember to also bring your charged phone with camera, to take photos of client's front and side views

### 3

#### ARRIVE

- Ask where the kitchen table/bench is, with 2 chairs
- Ask client to get a pen to fill in profile – (this encourages client participation)
- Bring out the client profile form and say:  
*"If you would fill this form out and tell me an outline of your current health status...then we can analysis your body with the health machine and commence the health assessment."*
- It is important to use your time wisely – set up your materials while the client is filling out the profile
- Try to not let the client wait for you

## CONDUCTING THE HEALTH ASSESSMENT

### 4

#### CLIENT PROFILE

- Run through the client profile
- This assists us how to best move forward with clients needs – weigh gain, loss or maintaining a healthy lifestyle
- Never assume and always ask questions to best understand the client's health status
- This is just an overview and a good chance to get the client thinking about their health
- The health machine will reveal specific problems areas
- Key questions –
  - *How often do you exercise and the intensity?*
  - *How do you go with disciplining yourself with controlling food?*
  - *How are you in the area of bowel movements?*
  - *What are you consuming in terms of sugar and carbohydrates?*

### 5

#### NUTRIWAY 90 SECOND TALK

- *“Just a little but about Nutriway®...”*
- Refer to Health Assessment – CONSULTANT Video

### 6

#### IMPORTANT LESSON!

- “The most important lesson you can learn today is that...”
- Exercise - should be a part of life – 15-30minutes a day to start with and build on it as you go
- Eating healthy – if you go on a program and not exercise and eating healthy – then there is no point
- Client's goal is to follow through on everything recommended to gain the results
- 60 day commitment, then review progress

## CONDUCTING THE HEALTH ASSESSMENT

### 7

#### RUN THROUGH EACH PRODUCT

- *Refer to Health Assessment – CONSULTANT Video*
  - on how to use of each product and benefits
- Explain how to take supplements - with first mouthful of food

### 8

#### HEALTH MACHINE ANALYSIS

- Machine reading needs to be on a tile or hard wood floor
- It will not give a reading if place on vinyl or carpet
- The health machine will also not scan ages 14 and below
- *Refer to Health Assessment – CONSULTANT Video*
  - on how to use health machine and setting up

### 9

#### EXPLAIN THE HEALTH MACHINE READINGS

- Refer to Appendix – to expand on each reading

### 10

#### PERSONALISED HEALTH RECIPE

- *Refer to Health Assessment – CLIENT Video*
  - For specific products that would benefit your client

## CONDUCTING THE HEALTH ASSESSMENT

### 11 CLOSING THE SALE

- The close that works best is as follows. This is where we expect the client to know what they need because the product sells themselves and the health machine has proven and confirmed this to them
- Lay out three options moving forward, something like this –
- *“There are three options to choose from –*
- *Option 1 – You pay straight away, upfront. Some do, some don’t”*
- *Option 2 – You leave a deposit, and pay the remaining balance in 2 weeks for example.*
- *Option 3 – What most client’s opt for is paying the health products off in the form of a layby system. With this option, you can split your payment into 2, 3 or 4 payments.”*
- *Whatever option you decide, you get your health products today! Okay, so all I need to know is what option suits you best – 1, 2 or 3?”*
- **\*\*Wait, smile, don’t say a thing.\*\***

### 12 FEEDBACK & REFERRAL FORM

- *“While I pack up (and/or get your products), I would really appreciate if you fill in this feedback section on your profile about how your health assessment went today.”*
- *Did you learn anything new today?” (They will always say YES!)*
- *“Do you know anyone else that would be interested in being educated about their health?”*

### NOTE

PLEASE NOTE THAT THE ABOVE PAYMENT PLAN IS **NOT** AN AMWAY PAYMENT PLAN BUT A PERSONAL PLAN SET OUT BY THE CONSULTANT

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## CONDUCTING THE HEALTH ASSESSMENT

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### 13 BEFORE AND AFTER PHOTOS

- Take a front and side photo of client's full body
- Print off and attach to client profile form – to compare at the 8 week review

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### 14 PRODUCT DELIVERY

- If client purchased on the day, grab the products from boot stock and go through with client on how to use

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### 15 CLIENT EDUCATION

- Book in 3 day follow up phone call
- Book in 8 week review consultation
  
- Once in the car, remember to send client the
  - "Health Consultation – Client" video to ensure they are using the products correctly
  - Online exercise videos, that is easily accessible
  - Suggested recipe ideas

# FOLLOW UP



## 3 DAY FOLLOW UP PHONE CALL

- Let the client know that you will call them in 3 days time, to see how they are going with the health care recipe and if they are using the products correctly
- If they did not give you any referrals at the appointment, this is a good time to ask again, especially if they are happy with the results!
- Make sure to give the client time to ask any questions and clarify anything about the process that they are unsure of. Always be transparent!

## 8 WEEK FOLLOW UP APPOINTMENT



- Make contact with the client and confirm the appointment prior to the date
- Ask them if they have any questions or concerns and address them
- Reassess them on the health machine for the follow up appointment
- Recommend any additional products that they did not purchase at the first appointment and possible adjust their recipe by switching products if needed
- Ensure that you comment on the progress and how the health products are working for them – make everything a positive
- Replenish all products that they have completely used
- Make sure to book in another follow up appointment for 8 weeks time
- This appointment is much faster than the first... the first appointment was an investment of time for the shorter appointments that will inevitably follow.
- If someone is overweight, the implementing Glucosamine – to assist with joint pain

# 6 QUICK TIPS FOR SUCCESS!

TIP

## START RIGHT

1

ESTABLISH GOOD INVITES – the Health Machine is the reason why people want to see you!

TIP

## KNOW HOW TO CLOSE

4

Work towards a smooth and easy close each time

TIP

## REFERRALS

2

This should get easier as you go. Be clear with what you say and the process you follow

TIP

## PAPERWORK

5

Simple and quick. Keep good records so the person knows you are professional and that you value them as a client

TIP

## BOOT STOCK

3

Boot stock will allow you to take money and make sales up front

TIP

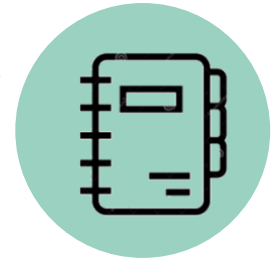
## FOCUS ON PERSON

6

Person-centred consultations make everyone interested in what you're doing and what they see. Tailor the appointment to them – use the client profile to find out their health concerns. Give compliments, say what you see and make everything a positive experience.

# SCRIPTS

## CALLING TO BOOK A FIRST APPOINTMENT



Me: Hello is that (name on referral sheet)?

Client: Yes

Me: Hi, how are you?  
My name is \_\_\_\_\_ and we don't know one another but (name of client you did a health assessment on) passed your name and number to me. Can we talk for a quick minute?

Client: Yes

Me: (Name of client you did a health assessment on) thought it would be lovely for yourself to receive a health assessment. Did he/she mention it?

Client: No

Me: That's ok he/she may have wanted it to be a nice surprise. Should I explain briefly how it works?

Client: Yes

Me: Great! Should I explain briefly how it works?

Client: Sure

Me: The health assessment gets done in the comfort of your home.  
I come to you, I spend about an hour and 10 mins with you and I bring along a health machine.  
What it does is basically analyse your body inside and also your body age. Then we educate you on how to either loss weight, gain weight or maintain a healthy lifestyle. No cost involved.  
Sorry I haven't got your suburb?

Client: Boronia

OR

Me: Is your suburb (insert suburb here)?

Client: Yes

Me: I can do a health assessment during the week, during the day or at night and also on the weekends.  
What's good for you? (Have your diary ready)

Me: (make appointment time, date and address)  
I will see you then (go over time, date and address). Thank you and have a great day.



# GOLDEN RULES

- 1) If a person doesn't purchase, then you are not coming back
- 2) Simply move onto the next person, so that you fill your diary with good quality 2<sup>nd</sup> appointments
- 3) Follow a recipe of success – the client is buying what you are offering & recommending
- 4) Practice and get really good at referrals phone calls
- 5) What you know about NUTRIWAY® needs to be communicated in a succinct way (1- 3 mins only) – your appointments are about the assessment and what they can expect
- 6) Enthusiasm is contagious – share your faith in the machine and what it's done for you
- 7) It's all about correct product usage and consistency – there are no miracles here! Clients will see results when they form good health care habits
- 8) Show the client you care – follow up with them and make sure they are on track. Tell them you will be checking their progress and products at the next appointment. Leave them a recipe so they know what to do and when to do it!
- 9) Dress like an elegant professional
- 10) Put your heart into what you are doing – positive sincerity means you will be comfortable with each other and generate trust
- 11) Belief transfers from person to person – trust the results and talk only of benefits to the person
- 12) Always confirm a health assessment before you go – keep it short and assumptive



## GOLDEN RULES

- 13) Don't park in the driveway
- 14) Text if you are running late – be courteous & considerate
- 15) Use the kitchen or dining table
- 16) Always think about the next appointment – let the client know what products will be introduced at the follow up
- 18) From second appointment onwards, it's about repeat sales and individual needs. Over time, you will up-skill in this area via experience, and be able to tailor your service to their specific needs
- 19) Do not get overwhelmed – Start with the basics.
- 20) Always value your own time, as well as the client's time. Keep things simple and don't run over time
- 21) Follow the formula -> Active income = retail dollars = duplicatable profitability
- 22) Remember: This process works! Have faith and see the results.



# APPENDIX



### Health & Wellness Awareness Program



FIRST NAME: \_\_\_\_\_ LAST NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

SUBURB: \_\_\_\_\_ STATE: \_\_\_\_\_ POSTCODE: \_\_\_\_\_

PHONE NUMBER: \_\_\_\_\_ MOBILE: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

DATE OF BIRTH: \_\_\_\_\_ AGE: \_\_\_\_\_

GENDER: Male / Female

HEIGHT: \_\_\_\_\_

ANY MEDICAL CONDITIONS: \_\_\_\_\_

PREFERRED METHOD OF CONTACT:  PHONE  TEXT  EMAIL

FACE BOOK NAME:

**FOR CONSULTANT USE ONLY:**

DATE ASSESSED:

NEXT APPOINTMENT:



What is your profession? \_\_\_\_\_

Is it a sedentary job? \_\_\_\_\_

Do you do any physical exercise?  Yes  No

If yes, how many times a week and what sort of exercise? \_\_\_\_\_

Are you a vegetarian/ Non-vegetarian? \_\_\_\_\_

Any specific Dietary requirements \_\_\_\_\_

Do you have any allergies or intolerances to any food? \_\_\_\_\_

Do you smoke?  Yes  No

Do you consume alcohol?  Yes  No

If Yes, how many times and how often? \_\_\_\_\_

Do you skip meals?  Yes  No

If Yes, \_\_\_\_\_

How many serves of Fruits and vegetables you have per day? \_\_\_\_\_

How often do you eat outside? \_\_\_\_\_

What kind of food do you normally eat outside? \_\_\_\_\_

How many hours do you sleep in a day? \_\_\_\_\_

Do you consume any organic food? \_\_\_\_\_

Do you have any vitamin deficiencies? \_\_\_\_\_

Do you use any supplements? \_\_\_\_\_

Have you got any underlying medical conditions: like diabetes, Heart or Kidney Problems?

Yes  No      If yes \_\_\_\_\_

Have you got any prosthesis in your body such as metal parts ( like pace maker, nails and plate)?

Yes  No      If yes \_\_\_\_\_



## What is your Real Age? How well are you aging?

### Know your Numbers

#### **Body Weight** :

Your Actual weight in kilograms

#### **B M I (Body Mass Index)** :

This is an indicator of your height to weight ratio, and is a good starting point to see if you are in a healthy weight range (Normal 18.5 – 25).

#### **Body Fat** :

Body Fat should ideally be between 21 - 32% for Women; and 9 - 24 % for Men. If you are outside this range it may be impacting your Optimal Health.

#### **Skeletal Muscle** :

Muscle is highly metabolic, which means that it helps you burn more calories than fat in your body, and also makes you look toned and slim. This also has the added advantage of helping to reduce your Body Age

#### **Resting Metabolism** :

This indicates the number of calories your body burns each day, before any exercise. This number is a good gauge of how many calories you can eat in a day, to lose, maintain, or gain weight.

#### **Body Age** :

According to health experts, we have two ages – a birth age and a biological age. You know how many years ago you were born, but do you know your body's age, which is affected by how well you treated your bodies. These analyses of your body composition determine how well you are aging.

#### **Visceral Fat** :

Visceral fat is the fat that is stored around the stomach area. This is the body fat that leads to the greatest risk to our health. It is best to keep this number less than 5.

### What does it indicate?

This analysis shows 7 different parameters of your body composition to determine how well you are aging and maintaining your Health.

### Your next step?





**NUTRIWAY HEALTH PRESCRIPTION**

**Health Analysis Results:**

Your diagnosed body type is:

- Normal       Overweight       Obese

**NUTRIWAY™ Products:**

**Recommended Dosage:**

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**Supplemental Products:**

**Recommended Dosage:**

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**Products recommended for 4 week Follow-up:**

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**Payment Details**

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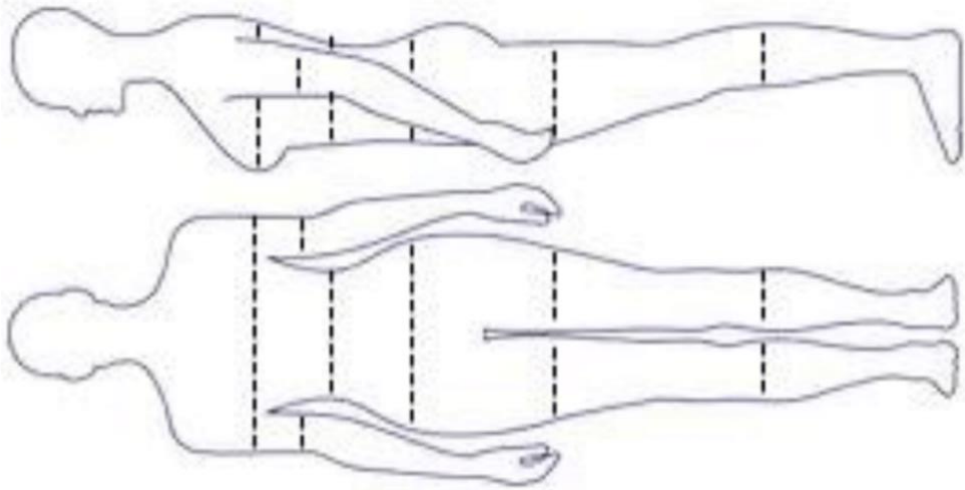
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| NAME:               | HEIGHT: |        |        |        |        |        |        |        |
|---------------------|---------|--------|--------|--------|--------|--------|--------|--------|
|                     | Week 1  | Week 2 | Week 3 | Week 4 | Week 5 | Week 6 | Week 7 | Week 8 |
| Body Age            |         |        |        |        |        |        |        |        |
| Body Fat (%)        |         |        |        |        |        |        |        |        |
| Visceral Fat        |         |        |        |        |        |        |        |        |
| BMI                 |         |        |        |        |        |        |        |        |
| Skeletal Muscle (%) |         |        |        |        |        |        |        |        |
| Resting Metabolism  |         |        |        |        |        |        |        |        |
| Body Weight (kg)    |         |        |        |        |        |        |        |        |
| Right Arm (cm)      |         |        |        |        |        |        |        |        |
| Left Arm (cm)       |         |        |        |        |        |        |        |        |
| Chest (cm)          |         |        |        |        |        |        |        |        |
| Waist (cm)          |         |        |        |        |        |        |        |        |
| Hips (cm)           |         |        |        |        |        |        |        |        |
| Right Thigh (cm)    |         |        |        |        |        |        |        |        |
| Left Thigh (cm)     |         |        |        |        |        |        |        |        |
| Right Calf (cm)     |         |        |        |        |        |        |        |        |
| Left Calf (cm)      |         |        |        |        |        |        |        |        |





HEALTH CARE BY PEOPLE WHO CARE.