



## Questions and Answers

Prepared by David B Katzin, M.D. Ph.D., Chairman, Herbalife Medical and Scientific Advisory Board,

### 1. WHAT IS THE HERBALIFE WEIGHT CONTROL PROGRAMME?

The Herbalife Weight Control Programme is a scientifically formulated, herbal based, calorie-reduced nutrition programme. It is centred around our unique protein-rich, nutritional “shake” or meal replacement drink (Formula 1) together with added food supplements containing important vitamins, minerals, essential fatty acids and herbs. The Herbalife programme has been used for weight control since 1980 by literally millions of individuals around the world. The programme can aid slimming only as a part of a calorie controlled diet.

### 2. DO YOU LOSE WEIGHT BECAUSE YOU SKIP MEALS?

No. Herbalife’s calorie-reduced programme encourages participants to eat three meals daily. Two meals are in the form of our nutrition meal replacement drink, and the third is any meal of your choice. In addition Herbalife has devised a seven-day recommended meal plan which is distributed with its programme. Diets that require people to skip meals are unhealthy and stimulate binge eating.

### 3. IS THE HERBALIFE PROGRAMME A “LIQUID PROTEIN” OR STARVATION DIET?

Definitely not! The Herbalife programme is neither one of these. Our programme supplies at least 1000 calories

daily and is nutritionally balanced so individuals can lose weight safely and effectively and, just as important, keep the weight off. “Liquid Protein” diets, which are nutritionally unbalanced protein-based drinks, or starvation diets which reduce calories so low (less than 500 calories daily) that people literally starve to lose weight are both extremely unhealthy and have less than 20% long term success.

### 4. HOW DOES THE HERBALIFE PROGRAMME WORK?

Herbalife supplies all the balanced nutrition the body needs on a daily basis/ Individuals, who choose to, can lose excess weight by reducing excess calories without sacrificing important nutrients like protein and iron. As a result, they feel well while they lose both excess weight and inches.

### 5. IS THE HERBALIFE PROGRAMME “NATURAL”?

The Herbalife programme is based entirely on nutrition and herbs. The programme does not use drugs; medication, hormones or other synthetic agents to promote weight loss. All ingredients in the Herbalife programme must fulfil three important conditions: purity, potency and stability. This is how we maintain the high level of quality associated with the Herbalife name.

### 6. WHAT KEEPS YOU FEELING ENERGETIC?

The weight loss and energy affects of the Herbalife programme are the results of its scientifically balanced nutrition system. Herbalife’s 100% herbal guarana product contains pure guarana, which has naturally occurring caffeine content of about 30mg per tablet (the same amount of caffeine in a small cola drink). No synthetic caffeine is added to our guarana product, and there is no caffeine of any sort in any other Herbalife product.

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## 7. ARE THE VITAMIN LEVELS, LIKE VITAMIN A, HIGH? ARE THEY SAFE?

The levels of vitamins and minerals in all Herbalife formulas are carefully designed to assure that individuals consuming them will maintain good health. All our formulas are developed to help achieve optimum nutrition. There is no "build up" associated with the use of Herbalife products, including Vitamin A. In formulating Herbalife products we have taken special care to assure that Vitamin A levels are completely safe and never lead to accumulation, even when consumed together with a diet rich in Vitamin A.

## 8. WHAT DO THE HERBS DO AND ARE THEY SAFE?

Herbs are nature's bounty. The herbal mixtures used in Herbalife products have been created by experts to maximise potency. The herbs are among the highest quality available anywhere in the world and are free of pesticide residues and other possible contaminants. Tablet preparation of the herbal mixtures occurs under strict quality control to assure purity and safety.

## 9. CAN EVERYONE USE HERBALIFE?

Since Herbalife products are 100% foods or food supplements they are safe for nearly everyone. Certain individuals including children, pregnant or lactating women or insulin dependant diabetics and those with compromised kidney functions are advised to consult their physician before beginning this or any weight loss programme.

## 10. DOES THE HERBALIFE WEIGHT CONTROL PROGRAMME COMPLY WITH REGULATIONS?

Yes, All Herbalife products meet the requirements for each country in which they are sold. In 1986 the U.S. Food and Drug Administration thoroughly evaluated the Herbalife programme and issued a statement declaring that all of the Herbalife products were safe. In addition whenever Herbalife is introduced into a new country it is legally reviewed before it is approved for importation and distribution.

## 11. HAS THE HERBALIFE PROGRAMME BEEN TESTED?

Absolutely. The Herbalife programme has had clinical testing in the U.S. and Europe. The studies have demonstrated that Herbalife products are safe and effective on both a short term and long term basis. In addition each batch of Herbalife products is quality- control tested to ensure product integrity before it is shipped anywhere in the world.

## 12. DO HERBALIFE DISTRIBUTORS REQUIRE PROFESSIONAL TRAINING?

No. The Herbalife Weight Control Programme has been specifically designed by experts and doctors in the fields of food technology and nutritional science so that it is completely self-explanatory and therefore does not require or expect nutrition expertise on the part of its Distributors. However, the Herbalife Medical and Scientific Advisory Board offer its Distributors extensive nutritional education in the form of available literature and seminars.

## 13. IS EXERCISE PART OF THE HERBALIFE PROGRAMME?

Herbalife encourages participants to follow a healthy life style that includes good nutrition, regular exercise, and moderation in the use of alcohol and avoiding tobacco use. The Herbalife Programme works even if individuals do not or cannot exercise. Many people cannot exercise because of serious injuries or other health problems. Even these individuals can use the Herbalife Programme to successfully lose weight.

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## 14. DOES THE HERBALIFE PROGRAMME CHANGE EATING HABITS?

The Herbalife programme promotes good nutritional habits like reducing fat, fried food, salt and sugar in the diet and increasing fibre and complex carbohydrates. Most important, Herbalife advises individuals how to achieve and maintain an ideal weight. It is a lifetime health programme.

## 15. IS THERE ENOUGH FLUID AND FIBRE IN THE HERBALIFE PROGRAMME?

Yes, When followed as recommended, the Herbalife programme provides adequate liquid and fibre. This is more than is found in the average diet of industrialised countries and is the level recommended by health authorities. Supplemental fibre tablets are available for those who wish to further increase their daily fibre intake.

## 16. IS THE HERBALIFE PROGRAMME RECOMMENDED BY DOCTORS?

Absolutely. Herbalife has a Medical and Scientific Advisory Board that tests and researches Herbalife products and continually monitors reports of results sent in by customers and Distributors. In addition, many physicians and other health professionals in all parts of the world use Herbalife both in their personal lives and in their practices.