

The Furnace Explanation to explain metabolism and promote the programs:

Do you understand how your body and metabolism work? (Wait for them to answer)

No problem.... The way I like to explain things to keep it simple is using the furnace analogy. Have you ever made a fire before? (Wait for them to answer)

Well just like a fire our body needs fuel to get started.

Where with a fire you need, paper, firelighters, sticks logs and coal. You set fire to the paper, that sets fire to the firelighters, then the sticks, then the logs and the coal follows slowly. After that, you can close the door of the furnace and it will heat the water to keep you warm all day.

Does that make sense? (Wait for them to answer)

Great, well our body works in a similar way, only we need vitamins instead of the paper to get things going, minerals instead of the firelighters, proteins instead of the sticks, carbs instead of the logs and our fats equate to the coal which obviously takes longer to burn but can keep going when it is.

Does that make sense? (Wait for them to answer)

Then just like a furnace, if you close the door, your mouth in this case, your metabolism will be burning hard and keeping you energised throughout the day.

You see that's why having a healthy balanced breakfast is so important in the morning! Your mum probably told you that more than once right? (Wait for them to answer)

That's why if we work together, that's the main area we will be tackling first, starting with a Herbalife healthy breakfast shake and a fat burning energising tea to kick start your day.

After that, just like a fire again, we need to keep our meals and snacks regular throughout the day. If you don't put fuel on a fire now and then throughout the day it will go out or go cold and the fire will burn down. It's the same with our metabolism! We need to make sure we have a few healthy snacks or mini meals to keep it going.

Is that something you can do? (Wait for them to answer)

Great, just be careful, if you suffocate a fire with logs and coal (carbs and fats in our case for our metabolism), it will still go down and be harder to get started again properly when you need it to.

So now hopefully that makes a little more sense? (Wait for them to answer)

Based on that, the program I recommend for you to get started on is:

TOPTIPS:

1. This works best after asking them a few questions about their current diet, how they feel and what their body goals are. It doesn't have to be done "formally" just in conversation for them to build a little rapport with you.
2. Always give the client the options. Fast, Fast, Faster in weight loss, or tell them the best option for the healthy breakfast is with PDM as its much lower in sugar and contains more protein for a better result.