

# HERBALIFE NUTRITION

Oct - Dec  
2020

- Hub

## Reboot to a Healthier Lifestyle

Take the next step to a better you



English



Bahasa Melayu



中文



**HERBALIFE**  
NUTRITION

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## Director's Message

We are almost at the tail end of 2020 and I believe we can all agree that this year has been exceptionally volatile. Yet, despite the global pandemic, as a team, Herbalife Nutrition Malaysia is emerging stronger.

Globally, the Company achieved record-breaking quarterly net sales and record volume points. Locally, our business momentum continued to exhibit exceptional resilience with the increasing awareness to be healthy, and strong demand for our balanced nutrition.

Two of our science-backed products - NW Formula and Formula 1 Nutritious Mixed Soy Protein Drink - were recognised under the Nutrition Supplement and Health Food categories respectively at the Malaysia Health & Wellness Brand Awards 2019.

“ At the recently concluded Virtual Asia Pacific Extravaganza regional event, Malaysia once again clinched the #1 Top Sustainability in addition to being recognised as the #3 Top Growth and #2 Top Country in Asia Pacific. The country was also awarded with 2 Special Awards for Supervisor Activity and Non-Supervisor Activity. ”

This year, the launch of two new products - Collagen Plus Powder and Vitamin Mask ushers us into an exciting new segment, helping our independent members and customers attain beauty through nutrition.

These achievements are made possible by our independent members continually making a positive difference through effective actions of providing education and community support in promoting consumption of healthy balanced nutrition and exercise.

While we continue to register consistent strong growth, our role as an Agent of Change in our local communities is becoming increasingly crucial. Malaysia's high obesity prevalence and worrying rate of non-communicable diseases (NCD) continued its stubborn path upward to deeply concerning levels. According to the National Health and Morbidity Survey 2019 (NHMS 2019) published by the Ministry of Health, more than 50% of adults in Malaysia were overweight or obese, and nearly one in five Malaysian adults had diabetes.

In our desire to play a more prominent role in reversing this trend, the Corporate team actively engaged with the Ministry of Health and prominent stakeholders such as the Nutrition Society of Malaysia (NSM) and Malaysian Association for the Study of Obesity (MASO) in dialogues to grasp the seriousness of malnutrition and growing NCD concerns among the Malaysian population.

Our participation in key events such as the 34th NSM Annual Scientific Conference 2019 themed “Healthy Nutrition: Key to Disease Prevention” and the MASO 2019 Scientific Conference on Obesity themed “Obesity: Addressing Multiple Drivers and Solutions”, plus our recent partnership with NSM showcased our commitment towards advocating good nutrition together in which Herbalife Nutrition is a global leader in nutrition and weight management.

Meanwhile, it is encouraging to note the high interest of Malaysians in charting their own future. In the second annual Global Entrepreneurship Survey 2020 conducted by Herbalife Nutrition early this year which saw the

participation of 500 Malaysian women, it was revealed that eight out of 10 women aspire to own or start another business and the top three reasons are career change, support their family and become their own boss. Based on this survey, we see a wonderful opportunity in supporting women entrepreneurship.

Next year, we will be celebrating our 15th Anniversary and we are geared for another exciting year ahead. Our future is incredibly bright, and the best part is that we are just getting started.

To our customers, thank you for your continued patronage. I wish you well as you pursue your health and wellbeing goals. In this edition of the Hub, you will find tips and inspirations to support you in your journey. Do remember to have fun and enjoy the process; it would be even better to invite a friend pursuing the same goals to join in with you.

To our independent members, the sky's the limit and the time is NOW. Let us go out in full force through our advocacy of good nutrition and an healthy active lifestyle to bring positive change in our communities.



*Steven Chin*  
General Manager / Director

# Reboot To A Healthier Lifestyle

## 5 simple steps to a better you

The world has changed. It's essential for us to stay on top of our game to keep up with this new reality. That's why our approach to health has to change too. Now's the time to take better care of your body. Show yourself some love!

Don't know where to start? We've put together a handy list of self-care tips to help you get the ball rolling. With just a few simple tweaks to your daily habits, you'll be seeing results in no time.



1

### Fuel your body with the right diet

It's important to properly fuel your body. But good nutrition can easily be overlooked when you're busy or stressed. Healthy eating helps in the maintenance of body health and overall wellbeing.

With everyone eating at home more, this is an awesome time to test out new recipes. Make sure they include essential vitamins and minerals to help support your overall health. If you're in a rush, count on protein shakes to give you the nutrients you need to power through the day.



2

## Exercise and keep moving

Find time to work out at home or go for walks. Add exercise to your daily routine. Even housework can be an enjoyable way to be physically active.

The idea of starting a new exercise routine can be daunting, but it doesn't have to be. Start with small steps. Set SMART goals to keep you motivated and on track. SMART goals are goals that are Specific, Measurable, Achievable, Relevant and Timed.



5

## Connect socially with friends and family

A truly well-rounded approach to self-care includes maintaining social connections. It's crucial to stay socially connected, especially when physical distancing is required. If you're unable to meet in person, get creative! Digital communication tools such as FaceTime, Zoom and Skype have made it easy to set up virtual meetups with family and friends. Whether it's a quick video call or an online watch party, grab every chance you get to stay connected with others.

Remember, a little self-love goes a long way in helping you be your best!

3

## Prioritise quality sleep

Our bodies need adequate sleep to function properly. You should get at least eight hours of sound sleep every night. A good sleep pattern will help you handle stressful times better.

Here are some pointers to sleep better at night. Set a sleep schedule and stick to it. Try waking up at the same time every day to regulate your body's natural clock. Wind down before going to bed with relaxation techniques such as yoga, meditation and breathing exercises. Above all, your sleep environment should always be cool, comfortable and quiet.

4

## Explore ways to cope with stress

Stressful times can take an emotional toll on us. While eating healthy and supplements such as Vitamin C can help relieve stress and anxiety<sup>1</sup>, never underestimate the power of positive thinking. Appreciate the good in your life. Be grateful for what you have.

Quick and easy ways to beat stress:<sup>2</sup>

- Take a few deep breaths
- Count to 10 before you react
- Go for a walk, even if it's just across the room
- Break down big problems into smaller parts
- Play some soothing music to calm down



### Sources:

1. <https://www.mayoclinic.org/healthy-lifestyle/nutrition-and-healthy-eating/expert-answers/benefits-vitamin-c/faq-20058271>
2. <https://www.webmd.com/balance/stress-management/stress-relief-breathing-techniques#1>



**By Samantha Clayton, AFAA, ISSA**  
(Vice President, Worldwide Sports Performance  
and Fitness; Member of Herbalife Nutrition Advisory Board)

*A participant of the Sydney Olympics in 2000, Samantha is well-versed on how the human body works and how little changes can make a big difference. As a mother of four, she also understands the importance of finding balance through living a healthy and active lifestyle.*

## Stay On Track With Your Fitness During Stress

When life delivers difficult situations,  
we need fuel; we need to be active;  
and we need to find balance.

There are ways to tackle emotional stress without taking it out on the body.

First, ask yourself some questions to help you keep your health and fitness goals on track:

- What is your go-to safety mechanism when dealing with a stressful or emotional situation?
- Are you a stress eater or someone who fasts during times of stress?
- Do you sit around or do you exercise to keep your mind off the issue at hand?

Not finding balance during stressful times can have major consequences on health and wellbeing. Here are some tips to help stay focused when your emotions get the best of you.





# How To Get The Stress Out

## 1 Keep a list

Writing out a to-do list is a great way to make sure you accomplish all of your tasks. Checking things off your list will also make you feel good and ensure you don't add any more stress by dropping your responsibilities. Even if your mind is preoccupied, your to-do list will ensure you don't forget things.

## 3 Plan fun activities

Looking forward to something can help boost your mood. It can be something as simple as a virtual yoga class or dancing in your living room.

## 4 Make time for a walk

Schedule regular walking breaks. Not only is it a way to clear your mind and get some fresh air, it's the perfect way to get active when you have other things on your mind.

## 5 Connect virtually with friends and family

Social media can be a wonderful tool to help you feel connected. Having a virtual chat with friends and family during stressful times may help keep your mind off the root of the problem. It will also give you the emotional support you need during difficult times.

## 2 Plan your meals

Planning meals in advance can help you eat regularly if you fast during stress or reach for junk food if you stress eat. Add fruits and veggies to your shopping list. It's essential for your body to get proper fuel during stressful times.

## 6 Avoid unhealthy snacks

Eating sugary foods will only give you a temporary feel-good moment. The extra sugar in your system may temporarily boost your energy levels, but it's always followed by a crash. It's always better to snack on healthy protein-rich foods. Your emotional wellbeing is just as important as your physical health. The two seem to be linked pretty closely, so be aware of your actions and try to protect your health.



## Eat Right

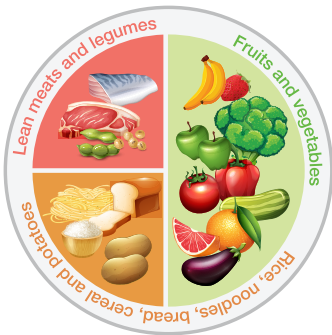
By Tiffany Yong,  
Dietitian

# Tips To Support Your Health

## Tip 1

### Balance is the key

Consume a diet that is sufficient in calories, balanced with all three macronutrients (complex carbohydrates, lean protein, healthy fat), and rich in phytonutrients, dietary fibre, vitamins and minerals.



### It starts with protein

Protein, as the basic building blocks of the body, helps build and repair body tissues. To ensure that we have sufficient levels of protein in our diet, we should eat more healthy protein-rich foods such as fish, poultry, lean meats, low-fat dairy products and soy foods.



#### White

- Reduces risk of certain cancers<sup>1</sup>



#### Orange/Yellow

- Rich in beta-carotene
- Good for eyes and immune system, skin health, bone health<sup>2</sup>



#### Red

- Rich in lycopene
- Reduces risk of certain cancers e.g. prostate and heart disease<sup>1</sup>



#### Purple

- Rich in anthocyanins and phenolics
- Delays cellular aging and helps the heart by blocking the formation of blood clots<sup>1</sup>



#### Green

- Rich in lutein and zeaxanthin
- Supports eye health (protects you from cataracts and age-related macular degeneration)<sup>2</sup>

## Tip 2

### Healthy gut = Healthy immune system

#### Did you know?

Approximately 80% of the entire immune system resides within your digestive tract. A balanced microbiota creates a barrier to decrease the passage of harmful pathogen, helping protect your body against bacterial and viral invaders.

To keep your digestive system healthy, focus on dietary fibre, fluids and regular exercise. Aim to achieve an intake of 20 - 30g of dietary fibre and at least 8 glasses of water a day. Try your best to go for plain water or low-calorie alternative drinks, such as aloe vera, that not only provide hydration but also help in improving your digestion.

## Tip 3

### Limit sugar, sodium and saturated fat

#### Did you know?

When you're feeling stressed, your body pumps out cortisol, which is known as the stress hormone. Cortisol can make you crave comfort foods - sugary, salty and fatty foods. These foods could reduce immune cell action and disrupt your immune system.

We understand it can be tempting to reach for comfort foods like fast food, fried chicken and milk tea when stressed. However, the effect is temporary and could lead to an unhealthy emotional cycle: your emotions trigger you to overeat, you beat yourself up for getting off your normal track, you feel bad, and you overeat again. It is important to discover other ways to deal with your emotions. Move your body, try meditation, practise mindful eating and seek support from friends and family whenever necessary.

## Tip 4

### Colour your meals with phytonutrients

#### Did you know?

Phytonutrients are naturally occurring substances in fruits and vegetables with potential protective effects. They play a positive role as antioxidants which help to maintain and modulate immune function.

How much should you eat in a day? The Malaysian Food Pyramid recommends at least three servings of vegetables and two servings of fruits daily. Go for five colours a day and you will be surprised how each colour helps with your health!<sup>3</sup>

Sources:

1. <https://www.health.harvard.edu/blog/phytonutrients-paint-your-plate-with-the-colors-of-the-rainbow-2019042516501>

2. <https://www.webmd.com/diet/guide/phytonutrients-faq#1>

3. Malaysian Food Pyramid



## Summershake Recipes

### Nutritious Dalgona Shake

Contributed by Choy Mong Yee

Inspired by the popular South Korean beverage, this whipped coffee shake is powered by the Formula 1 Nutritious Mixed Soy Protein Drink (French Vanilla Flavour). Make it your first morning shake!

Serving: 1



#### Ingredients:

2 tbsp. instant coffee powder  
2 tbsp. brown sugar  
200 ml water  
2 scoops Formula 1 Nutritious Mixed Soy Protein Drink (French Vanilla Flavour)

#### Directions:

1. Add instant coffee powder, brown sugar and 2 tablespoons of warm water into a bowl and whisk till the mixture turns into whipped cream form. Set aside.
2. Blend Formula 1 Nutritious Mixed Soy Protein Drink (French Vanilla Flavour) with water and ice cubes for 15 seconds till smooth.
3. Pour the shake into a glass and top it with the whipped coffee mixture.

#### Nutrition Facts Analysis (Per Serving)

Energy: 288 kcal, Carbohydrates: 55.9 g, Protein: 12.3 g, Fat: 2.2 g, Fibre: 2.4 g

### Molten Chocolate Lava Cake

Contributed by Wong Jin Taur

An indulgent dessert made even more delicious with the Formula 1 Nutritious Mixed Soy Protein Drink (Dutch Chocolate Flavour)

Servings: 6

**Tool:** 1 baking cup

#### Ingredients:

1 tbsp. butter  
2 tbsp. sugar

#### A. Chocolate Filling

40 ml low-fat milk  
40 g chocolate chips

#### B. Chocolate Cake

2 tbsp. unsalted butter  
2 whole eggs  
2 egg yolks  
1/3 cup brown sugar  
1/2 tsp. salt  
1 tsp. vanilla extract  
2 scoops Formula 1 Nutritious Mixed Soy Protein Drink (Dutch Chocolate Flavour)  
2 scoops Formula 3 Blended Soy and Whey Protein Powder

#### Directions:

1. Grease ramekin with butter and sprinkle with sugar around the sides to prevent the lava cake from sticking.
2. To make chocolate filling: Heat up the milk in pot with low heat, add in chocolate chips and stir till fully melted.
3. Refrigerate to set the chocolate filling.
4. To make chocolate cake: Add unsalted butter, eggs, egg yolks, brown sugar, salt and vanilla extract into a mixing bowl. Whisk until completely smooth.
5. Add in Formula 1 Nutritious Mixed Soy Protein Drink (Dutch Chocolate Flavour) and Formula 3 Blended Soy and Whey Protein Powder into the mixture. Mix thoroughly.
6. Spoon half of the batter into the prepared ramekin. Add a tablespoon of chilled chocolate filling in the centre and fill the ramekin with the remaining batter.
7. Bake in the preheated oven at 220°C for 12 minutes.
8. Allow to cool for 5 minutes. Cover with inverted plate and turn over to release the cake from the ramekin. Garnish with fruits and serve immediately.



#### Nutrition Facts Analysis (Per Serving)

Energy: 307 kcal, Carbohydrates: 34.7 g, Protein: 10.8 g, Fat: 16.2 g, Fibre: 0.5 g

# Herbalife Nutrition Malaysia Partners With Nutrition Society Of Malaysia (NSM)

## BRINGING NUTRITION TO YOU



*Herbalife Nutrition Malaysia's presence at NSM Scientific Conference 2019: (from right to left) Mr Steven Chin; Emeritus Prof Dr Mohd Ismail Noor, NSM Vice President; Dr Chen Chaw Min, Ministry of Health Secretary General; and Dr Tee E Siong, NSM President*

Herbalife Nutrition Malaysia has embarked on a year-long collaboration with the Nutrition Society of Malaysia (NSM) to further reinforce nutrition education and its importance to one's overall wellbeing across Malaysia. The partnership involves the two organisations collaborating on a series of initiatives and planned programmes.

Why healthcare professionals, you may ask?

"According to our Asia Pacific Nutrition Myth Survey 2020, more than seven in 10 Malaysians are

interested in receiving nutrition advice from healthcare professionals. Hence, we are pleased to play a bigger role in public nutrition education alongside NSM, an esteemed organisation that has been championing nutrition education and awareness for the past 35 years," said General Manager/Director of Herbalife Nutrition Malaysia, Steven Chin.

"Our new partnership is driven by our shared belief in promoting good nutrition and a healthy active lifestyle among Malaysians from all walks of life."



## Collaborative Highlights with Nutrition Society of Malaysia (NSM)

This collaboration further elevates the existing relationship between Herbalife Nutrition and NSM, and will foster better understanding between both parties. By joining forces, initiatives developed will incorporate their mutual expertise to benefit the general public. Planned activities include the development of educational content such as media articles co-authored by their experts on various subject matters including nutrition, health and wellness.

“NSM is guided by a simple belief that the more people understand good nutrition, the better they can care for their health and wellbeing. With this in mind, we partner with other organisations on public education initiatives across Southeast Asia. We have strong relations and work closely with regional organisations such as Southeast Asia Public Health Nutrition Network (SEA-PHN), Southeast Asia Probiotics Scientific and Regulatory Experts Network and Federation of Asian Nutrition Societies (FANS) to create awareness on the importance of nutrition and active living. We are

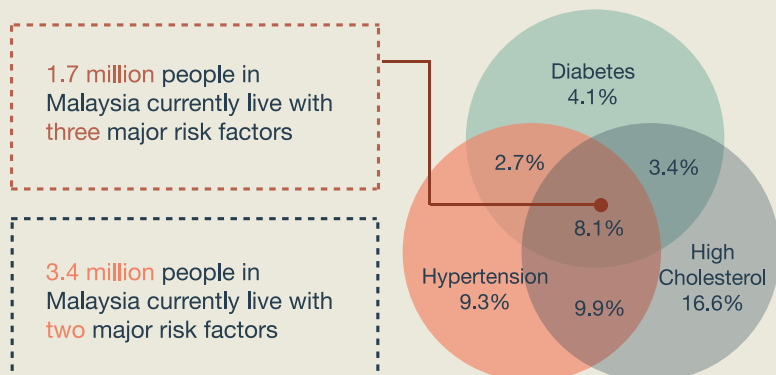
pleased to collaborate with Herbalife Nutrition and believe that our partnership will improve the lives of Malaysians through proper nutrition information to prevent diet-related chronic diseases,” said Dr. Tee E Siong, President of NSM.

The partnership comes at a time when the health of Malaysians is now a cause for national concern as reported in the National Health and Morbidity Survey 2019. According to the survey, one in two adults in Malaysia were either

overweight or obese while diabetes, hypertension and high cholesterol are among the major non-communicable diseases (NCDs) that are prevalent amongst Malaysians, which also happen to be major risk factors for cardiovascular diseases (CVDs) – the current leading causes of death in Malaysia. It’s been revealed that 1.7 million people in Malaysia currently live with three major risk factors at present while 3.4 million people live with two of them.



*Dialogue between NSM and Herbalife Nutrition Malaysia during visit by Dr Kent Bradley, Chief Health & Nutrition Officer, Herbalife Nutrition to Malaysia last May*



“The survey results are certainly a cause for concern, especially when such diseases are very closely linked to obesity which can be avoided through a healthy diet and proper nutrition intake. Through our collaboration with NSM, we will seek to educate every individual on the benefits of consuming the right nutrition, so they can start practising a healthy lifestyle which will benefit them in the long run,” added Steven Chin.

# Sound Sleep: The Best Kept Beauty Secret

When it comes to having youthfully gorgeous skin, sound sleep can do wonders for your skin. They don't call it beauty sleep for nothing.



Think of a good night's sleep as your skin's fountain of youth. That's because your body works to repair itself while you sleep. Try to get six to nine solid hours of sleep every night. Don't blame your lack of sleep on the many things you have to do before you can call it a day. Take control of your sleep pattern. Your skin will thank you for it later!

## **The science of sleep (and your skin)**

As your body renews itself, new collagen will be produced. The most abundant protein in the human body, collagen is what gives your body its firmness. It also supports skin elasticity and helps maintain the existing skin structures.

**Getting  
quality sleep  
is key to  
having  
youthful,  
glowing,  
great-looking  
skin.**



## Golden tips to help you sleep better and wake up glowing:

### Avoid eating before bedtime

It's undeniable that we Malaysians love to eat. But going to bed on a full stomach can lead to indigestion and disrupt your sleep. So it might not be such a great idea to indulge in a big meal or *Mamak* favourites such as *roti canai* and *mee goreng* at a late hour.

### Drink water moderately

Even though drinking water is crucial for the healthy maintenance of your body, it's best to limit the amount of water or fluids you consume before bedtime. This will help prevent you from waking up in the middle of the night to go to the bathroom.



### Stay away from certain beverages after 5pm

Alcohol will dehydrate your skin. It can also affect your sleep, along with other stimulant beverages such as coffee, tea or soft drinks. Reduce your intake of these drinks or you'll be waking up constantly during the night to go to the bathroom.

### Step up your skincare game

Just like a bedtime preparation routine such as putting on your pyjamas and brushing your teeth, you should also prepare your skin for rest. A good skincare regimen, which should include a cleanser and moisturiser, will prep your skin for the much-needed rest it deserves.

We may not be able to see it, but our skin is increasingly exposed to

pollution, especially during hazy days. Don't forget to use a gentle cleanser to thoroughly remove dirt and impurities. Look for a cleanser that is dermatologically-tested and sulphate-free to avoid irritating your skin. After cleansing, use a night-time moisturiser, preferably one with natural botanicals like aloe vera and essential oils. These skin-loving ingredients are sure to leave your skin soft, supple and moisturised.

### Wake-up call

Yes, we all have busy schedules. Sometimes, we'll be thrown last minute jobs with crazy deadlines. Well, the thing is, only YOU have control over the amount of sleep you get. So prioritise and make time for your body's own unique skin renewal treatment - a good night's rest!



# Vitamin Mask: Key Ingredients

## 12 VITAMINS COMPLEX

Vitamins are a natural constituent of human skin and part of the system that protects the skin from environmental stress. Vitamins such as niacinamide have been found to improve skin barrier function, reduce skin wrinkles and fine lines, as well as support skin radiance.<sup>1</sup>



**Jeju Sea Salt Extract**  
High concentration of clean minerals



**Jeju Rice Extract**  
Great quantity of beneficial bioactive compounds - antioxidants<sup>2</sup>



**Aloe Vera**

- Hydrating, soothing and cooling<sup>3</sup>
- It has a high water content (99.5%)<sup>3</sup>
- Contains antioxidants, enzymes, vitamins C and E, minerals and amino acids<sup>4,5</sup>

**“DID YOU KNOW?”**

Jeju is a UNESCO World Heritage site, one of the least polluted areas in the world! The island was formed through volcanic activity that started 1.8 million years ago. The volcanic soil makes the land exceptionally fertile from its lush forests to its crystal sea that is mineral rich.

## Moisturizing Vitamin Mask

For Skin Hydration



### Vita-Hydrate Complex

#### Triple Hyaluronic Acid

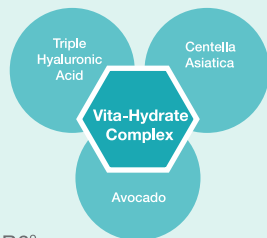
Plays a role in skin barrier function and hydration<sup>6,7</sup>

#### Centella Asiatica

An antioxidant-rich extract for skin health<sup>8</sup>

#### Avocado

Contains vitamins K, C, A, E and B6<sup>9</sup>



### Suitable For

Fuss-free skincare users who want basic skin care

### Skin Condition/Concern

Normal, dry, dehydrated skin

### Recommendation

Use it daily

Dermatologist Tested

Sources:

1. Levin et al., 2010
2. Cosmetics 2019, 5(2), 26. <https://doi.org/10.3390/cosmetics5020026>
3. <https://www.skincancer.org/risk-factors/sunburn>
4. <https://www.bcm.edu/news/skin-and-hair/benefits-of-using-aloe-vera>
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6. Clinical, Cosmetic, and Investigational Dermatology, August 2017, pages 311-315. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5560567/#b4-ccid-10-311>
7. Dermato-endocrinology, July 2012, pages 253-258. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3583986/>
8. Indian Journal of Pharmaceutical Sciences, Jan-Feb 2016, pages 27-33. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4852572/>
9. <https://www.medicalnewstoday.com/articles/270406#benefits>

Disclaimer: These products are not intended to diagnose, treat, cure or prevent any disease. These results are not typical, individual results may vary.

## Product Spotlight: Vitamin Mask

### Brightening Vitamin Mask

For Skin Radiance



Sources:

1. Levin et al., 2010
2. International Journal of Cosmetic Science, December 2006, pages 447-451 <https://onlinelibrary.wiley.com/doi/full/10.1111/j.1467-2494.2006.00349.x>
3. J Cosmet Sci. 2007 Mar-Apr;58(2):147-55. <https://www.ncbi.nlm.nih.gov/pubmed/17520154>
4. Journal of Food and Drug Analysis. Jan 2018, pages 309-317 <https://www.sciencedirect.com/science/article/pii/S1021949817301011>
5. Phytochem Rev. 2017; 16(2): 195-218. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5378736/>

#### Vita-Glow Complex

##### Niacinamide

Improves skin barrier function and supports skin radiance<sup>1</sup>

##### Adenosine

Supports anti-wrinkle benefits and energizes skin's surface<sup>2,3</sup>

##### Pearles Rosée

Supports skin health benefits with its protein and mineral contents<sup>4</sup>

##### Omija

Contains beneficial compounds for skin health<sup>5</sup>



#### Suitable For

Targeted skincare users who want skin brightening

#### Skin Condition/Concern

Normal, lack of radiance, dull skin

#### Recommendation

Use it 3 times a week

Dermatologist Tested

### Firming Vitamin Mask

For Skin Firming



Sources:

1. Levin et al., 2010
2. International Journal of Cosmetic Science, December 2006, pages 447-451 <https://onlinelibrary.wiley.com/doi/full/10.1111/j.1467-2494.2006.00349.x>
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4. Isaac, Catherine. (2012). A Study on the Lupin Seed (Lupinus Albus) Its Nutrient Content and Health Benefits in Comparison to Soybean. [https://www.researchgate.net/publication/231575042\\_A\\_Study\\_on\\_the\\_Lupin\\_Seed\\_Lupinus\\_Albus\\_Its\\_Nutrient\\_Content\\_and\\_Health\\_Benefits\\_in\\_Comparison\\_to\\_Soybean](https://www.researchgate.net/publication/231575042_A_Study_on_the_Lupin_Seed_Lupinus_Albus_Its_Nutrient_Content_and_Health_Benefits_in_Comparison_to_Soybean)
5. Czech J. Food Sci., 35, 2017 (2): 95-105 <https://www.agriculturejournals.cz/publicFiles/213456.pdf>
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#### Vita-Lift Complex

##### Niacinamide

Improves skin barrier function, reduces wrinkles and fine lines<sup>1</sup>

##### Adenosine

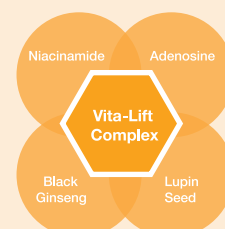
Supports anti-wrinkle benefits and energizes skin's surface<sup>2,3</sup>

##### Lupin Seed

Contains beneficial fatty acids for skin hydration<sup>4,5,6</sup>

##### Black Ginseng

Widely used in skincare products



#### Suitable For

Targeted skincare users who want skin firming

#### Skin Condition/Concern

Normal, dry or rough skin texture

#### Recommendation

Use it 3 times a week

Dermatologist Tested



## Quiz

# How Well Do You Know Your Vitamins?

TAKE THE QUIZ TO FIND OUT IF YOU ARE A VITAMIN NOVICE, APPRENTICE OR GURU.

01 Besides Vitamin A, aloe vera is also rich in \_\_\_\_\_.<sup>1</sup>

- A Vitamin B
- B Vitamin C
- C Vitamin K

02 Vitamin E acts as an antioxidant and can be commonly found in \_\_\_\_\_.<sup>2</sup>

- A Chicken
- B Tuna
- C Almonds

03 Vitamin K can be found in many topical creams to help \_\_\_\_\_.<sup>3</sup>

- A Reduce hair loss
- B Remove wrinkles
- C Reduce swelling and bruising

04 Vitamin B1 keeps our immune system healthy and prevents \_\_\_\_\_.<sup>4</sup>

- A Sun damage
- B Bruises
- C Stress-related breakouts

05 \_\_\_\_\_ reduces fine wrinkles and blemishes while reinforcing the skin barrier.<sup>5</sup>

- A Vitamin B3
- B Vitamin B6
- C Vitamin B9

06 Essential for the health of our eyes, hair, skin and nails, Vitamin B2 aids \_\_\_\_\_.<sup>6</sup>

- A Acne reduction
- B Red blood cell production
- C Maintaining a healthy brain

07 Vitamin B7 protects cells from damage, water loss and keeps our skin moist. It is found in \_\_\_\_\_.<sup>6</sup>

- A Cauliflower
- B Bananas
- C Potatoes

08 In addition to promoting good vision, Vitamin A is also responsible for \_\_\_\_\_.<sup>7</sup>

- A Healthy teeth
- B Promoting better sleep
- C Collagen production

09 Which vitamin is commonly found in animal products, including fish, meat, eggs and dairy?<sup>8</sup>

- A Vitamin A
- B Vitamin B12
- C Vitamin C

10 \_\_\_\_\_ deficiency can lead to skin rashes as well as cracked and dehydrated lips.<sup>9</sup>

- A Vitamin C
- B Vitamin B6
- C Potassium

11 \_\_\_\_\_ can be found in topical creams to protect the skin from sun damage and aging, leading to firmer looking skin.<sup>4</sup>

- A Vitamin C
- B Vitamin B3
- C Vitamin B9

12 Responsible for the conversion of fats, carbohydrates and protein into energy, Vitamin B5 also helps to \_\_\_\_\_.<sup>4</sup>

- A Improve skin elasticity
- B Reduce sun damage
- C Prevent bruises

Answers: 1. Vitamin C | 2. Almonds | 3. Reduce swelling and bruising | 4. Stress-related breakouts | 5. Vitamin B3 | 6. Acne reduction | 7. Cauliflower | 8. Collagen production | 9. Vitamin B12 | 10. Vitamin B6 | 11. Vitamin B9 | 12. Improve skin elasticity

## Check your score!



### 0 to 4 points

#### Much more to learn!

Open your eyes to the world of vitamins by making a quick search of the vitamins in your food the next time you sit down for a meal.



### APPRENTICE

### 5 to 9 points

#### Almost there!

You are never too old to learn something new, especially when you stand to benefit from the nuggets of information on nutrition and vitamins.



### GURU

### 10 to 12 points

#### You are a star!

You have good knowledge about vitamins, and the ability to differentiate key B vitamins. Time to spread your knowledge starting with your loved ones!

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5. Levin et al., 2010

6. <https://medalierhelp.org/blog/vitamin-b7-foods/>

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## City By City

The City by City (CbC) initiative advocates a group of Independent Herbalife Nutrition Members appointed to work together to develop the business of a local territory in a sustainable way, respecting the rules and code of conduct of the members, with the support of the company.

The development of business at a city level can be pursued at different levels. From simple best practices sharing up to the creation of a shared events calendar and jointly-managed events for that area. The ultimate objectives of the City by City programme are to bring Members together to leverage their combined strength to organise larger or a higher frequency of activities to attract more customers who are looking for healthy nutrition or potential business builders who are seeking supplementary income opportunities.

The funds for each City will supplement or subsidise a City's existing funds and ongoing events. The City S&P group has the strategic responsibility of using the budget to plan for larger or a higher frequency of activities to boost the City's business.

### What is a City Challenge?

The City Challenge is a competition for the appointed Cities of a country. It is a promotion to keep members motivated by offering them a chance to be recognised as winners during national events. The top winning Cities will typically demonstrate strong teamwork, active and constructive discussions amongst S&P focused on growing the City's business, shared responsibilities, a high frequency of activities and very positive energy levels.

### Definition of Metropolitans and Cities

"Metropolitans" are defined as established large-sized cities whilst "Cities" are defined as high growth emerging cities.

### Moving from physical to virtual

In these challenging times, the members were able to adapt and move from a physical operation to a virtual environment where they could still meet and chat with their customers.

## 2020 METROPOLITANS AND CITIES

### Metropolitans

Bangi

Kuala Lumpur Central

Kuala Lumpur East

Kuala Lumpur West

Klang & Shah Alam

Petaling Jaya

Puchong

Seremban

Bukit Mertajam

Ipoh

Penang Island

Batu Pahat

Johor East

Johor West

Miri

### Cities

Kota Bahr

Kuala Terengganu

Kuantan

Alor Setar

Parit Buntar

Melaka

Muar

Segamat

Kota Kinabalu

Kuching

Sibu





# Building A Strong Customer Base Through Nutrition Clubs

Nutrition Clubs are about creating a community of like-minded individuals, who regularly visit a physical location, to come together and learn about the importance of proper nutrition and exercise for optimum health. Nutrition Clubs are a great method to support retailing, member acquisition and duplication, as it facilitates the introduction of consumers to Herbalife Nutrition products and this helps build a strong customer base. Depending on the type of clubs, it can be a great base to conduct regular training for customers and other members.

What kind of activities can I hold in the clubs to help me build my customer base?

## Shake Party

A Shake Party provides a more “personal” location to talk about good nutrition habits, conduct Wellness Evaluations, as well as sampling of shakes.

## Healthy Active Lifestyle

Healthy Active Lifestyle activities are designed to help you win new customers by building a community that espouses our belief of 80% nutrition, 20% exercise and 100% mindset, and always to have a post-workout recovery shake in the Nutrition Club. (Certain activities can only be conducted by suitably qualified instructors. Ensure that you comply with local regulations. Be mindful that the scope of your insurance coverage should cover the activities conducted. Before embarking on any physical activity, please consult your physician.)

## Herbalife SKIN Spa Party

This approach is a great door-opener, providing your new and existing customers with a free and valuable service, whilst being able to demonstrate how to use Herbalife Nutrition products in a casual setting.

## Weight Loss Challenge

It is a social event where success stories are shared to motivate others. To educate your customers about products, build a foundation of customers and train them in sponsoring their own Weight Loss Challenge.

What's more, you can always run a Loyalty Programme for the Nutrition Club to recognise loyal customers and attract new ones.



This Loyalty Programme is open to all Nutrition Club attendees, and aims to increase Nutrition Club activities, daily consumption and referrals. Through this programme, customers will earn points for every activity they participate in.

Customers are able to set up goals and get recognised with exciting items. It is essential to follow up with your customers as this helps build a strong customer base and maintain a good relationship with them.



## How to get started on the Loyalty Programme:



1. Download and print the Starter Kit which includes flyers, membership cards, scorecard and stickers
2. Log all participating customers on the Loyalty Programme scorecard and display it in the club
3. Attendees will use the membership cards to track their points
4. Award the correct points for every activity participated by the attendees
5. Attendees may choose to exchange the points for the corresponding item they prefer
6. Recognise the Customer with the chosen Loyalty Programme Gift(s)
7. Get as many referrals as you can!

## One Step Further In The Journey For More Good Nutrition

Do you know that donating to the causes you care about not only benefits the causes themselves, but it can be deeply rewarding for you too? At Herbalife Nutrition Malaysia, we run fundraising events, campaigns and other activities to raise funds for the causes near and dear to our hearts - children and nutrition - through Herbalife Nutrition Foundation (HNF).

For this year's e-MDW, we organised a silent auction which ran from 1 - 10 August 2020. Typically, we would organise the auction during the event itself. Due to the current circumstances, we took the silent auction online to encourage members to participate in it. We received many bids. Some even went out of their way and checked with us daily to ensure that we reached our target of RM10,000 and then some.

The auction featured artworks and handicrafts made by the incredible children of Casa Herbalife Nutrition partners in Malaysia - Amitabha Charity Orphanage, Good Samaritan Home and Pusat Jagaan Kanak-Kanak Yatim/Miskin Rukaiyah. With the support and contribution of our generous Independent Herbalife Nutrition Members, we raised RM10,700 for the children in need right here in our own backyard.



We would also like to take this opportunity to thank the organisations below for their willingness to spend their resources on helping provide for these children when all physical fundraising activities have been put on hold.

- Bayanihan Malaysia
- Dream Work Family
- KL Central City S&P Committee
- Success Universe Family

Last but not least, thank you to our Casa Friends who support the cause on an ongoing monthly basis. Your contribution and support have certainly inspired us and made a huge difference in the children's lives.

If you're not a Casa Friend yet, become one today by filling up one of the forms below! Support the Casa Herbalife Nutrition Programme with regular donations to help improve the lives of underserved children in Malaysia. Start giving today!



English



Bahasa Melayu



中文



Children from Amitabha Charity Orphanage (top)  
and Pusat Jagaan Kanak-Kanak Yatim/Miskin  
Rukaiyah (bottom)



Children from Amitabha Charity Orphanage



Children from Good Samaritan Home



## Inspiring Quotes For 2021 From Top Leaders



**Kamilah Binti Jusoh &  
Tn Hj. Ayob Bin Saleh**  
Executive President's  
Team, 20K

It's more than just a business to us. It's a journey of personal transformation.

**Gavin Wong Teck Heng &  
Wendy Wong Ching Ing**  
Executive President's  
Team, 20K



Our advice to aspiring leaders? Put in 100% effort and never give up when the going gets tough.

**Hjh Asriah Saad &  
HJ. Allen Peter**  
Executive President's  
Team, 15K

Building our own business has been an amazing journey. Our hard work has definitely paid off.

Our success reflects the distribution, quality and value of Herbalife Nutrition products.



**Daniel Tan Kian Heng  
& Jessica Hong Oi Lan**  
Executive President's  
Team

**Audrey Chan Suet Ling &  
Joey Koh Chin Chong**  
Executive President's Team

Besides making our dreams a reality, we also get to help our community embrace a healthy, active lifestyle. That's reward in itself.



**Nicholas Wong Chee Seng  
& Viya Hsieh Shu Ming**  
Executive President's Team

**Wong Jien Wei &  
Cheng Shin Lan**  
President's Team, 15K



We owe our success to the passion and commitment of Herbalife Nutrition members and customers.

Nothing beats the freedom and flexibility of building your own business. If we can do it, so can you.

**Loo Kia Chun**  
President's Team

At Herbalife Nutrition, you're part of this big family that's always supporting each other and growing together.



**Wong Soon Sing &  
Chang Jung Feng**  
President's Team

Herbalife Nutrition changed our lives, and it will change yours too.



## Awards & Recognition



**Norshamilla Binti Mohd Sahimi & Nickhin Hussien**

Disclaimer: The incomes presented are those of persons within the top 1% of Independent Herbalife Nutrition Members. For additional financial performance data, see the Statement of Average Gross Compensation Paid by Herbalife Nutrition at [Herbalife.com.my](http://Herbalife.com.my) and [myen.MyHerbalife.com](http://myen.MyHerbalife.com). These results are not typical, individual results may vary.

### From Humble Beginnings To President's Team

We had a pretty ordinary life. Education wise, both of us only studied up to Form 1. We weren't financially stable at all. In fact, we would take on any job just to survive - as long as it was halal and not illegal.

It all changed when a friend invited us to join a Nutrition Club. Besides introducing us to some incredible people, this day also marked a turning point in our lives as it put us on a path to a healthy, active lifestyle. Since consuming Herbalife Nutrition products, we've lost our extra weight and are in so much better shape now. We definitely feel more energetic and vibrant.

Our advice to those who are still striving to achieve their goals is to never give up. A good attitude is key to a successful life. Always be knowledgeable about Herbalife Nutrition products. Every day is an opportunity to learn, so don't miss out on any training and events organised by Herbalife Nutrition.

We faced many challenges in those early years of building our business. Nevertheless, we persevered and continued working hard. All in all, it took us eight years to achieve President's Team. Our dreams and goals are our biggest motivation. We believe that joining the Herbalife Nutrition business has made a big difference in our lives. Just put your trust in God and keep moving forward.

## MARK HUGHES BONUS AWARDS

## 2019 MARK HUGHES BONUS EARNERS MALAYSIA



**Rahimah Sulaiman & Capt Mohd. Saiful Abdul Rashid (Rtd)**

Senior Executive President's Team, 20K



**Gavin Wong Teck Heng & Wendy Wong Ching Ing**

Executive President's Team, 20K



**Daniel Tan Kian Heng & Jessica Hong Oi Lan**

Executive President's Team



**Nourul Depp & Eric Depp**

Executive President's Team

## Congratulations

We are excited to announce our 2019 Mark Hughes Bonus Earners and recognise their consistent work and dedication to Herbalife Nutrition. Please join us as we congratulate them and wish them even greater success in the future.

**40 years of celebrating successes and we're just getting started!**



## Upcoming Sales Event Announcement

# First 90 Days New Member Special Promotion

Secure early wins as you get started on your Herbalife journey.

### QUALIFICATION

Open to all new Members, who joined from July to October 2020 and who achieve 100 PPV (Personally Purchased Volume) and above for three (3) consecutive Volume months beginning on the month they joined.

### QUALIFICATION PERIODS

Cycle 1: July - September 2020

Open to new Members who joined in July 2020

Cycle 2: August - October 2020

Open to new Members who joined in August 2020

Cycle 3: September - November 2020

Open to new Members who joined in September 2020

Cycle 4: October - December 2020

Open to new Members who joined in October 2020

Terms and Conditions:

- Promotion is open to all New Members with Malaysia as country of processing.
- Only Malaysia Volume will be counted towards the Qualification for this promotion.
- Each membership is entitled to 1 unit of the promotional gift only.
- Promo and promo rewards may vary by country.
- Qualification will be confirmed at the sole discretion of Herbalife Nutrition.
- Herbalife Nutrition reserves the right to audit the final list of qualifiers.



NOTE: Actual prize may vary.

### Portable Personal Blender

Make great tasting shakes and blended beverage of your choice on-the-go!

# Kickstart Your Herbalife Nutrition Business

Seize the opportunity in setting your goals in motion for a sustainable and productive Herbalife Nutrition business.

### BASELINE MONTH

July 2020 (Your Personally Purchased Volume In July)

### QUALIFICATION PERIOD

Cycle 1: August - October 2020

Cycle 2: September - November 2020

Cycle 3: October - December 2020

### QUALIFICATION

Open to all Members and above who achieve an incremental 200 Personally Purchased Volume (PPV) in three (3) consecutive months over the baseline month. Submit a minimum requirement of two (2) customer forms online to Herbalife Nutrition at the end of the qualification period.

Submit at least 2 customer forms to complete your qualification.

- 1 Login to myHerbalife and click "Register Kick Start Promotion" under Quick Links.
- 2 Fill up the required details and submit.



NOTE: Actual prizes may vary.

### Qualify and get your Nutrition On-the-Go Kit!

Terms and Conditions:

- Promotion is open to Members and above with Malaysia as country of processing.
- A minimum of 2 customer forms must be submitted to Herbalife at the end of the qualification period as a requirement for this promotion.
- Only Malaysia Volume will be counted towards the Qualification for this promotion.
- Each membership is entitled to 1 unit of the promotional gift only.

- Promo and promo rewards may vary by country.
- Qualification will be confirmed at the sole discretion of Herbalife Nutrition.
- Herbalife reserves the right to audit the final list of qualifiers.

# Active Leaders Supervisors Promotion

Build on Your Business Success!  
See your hard work pay off by earning these irresistible rewards.



**Chef Set**  
Chic tools for quick meal preparations.



**Recipe Book**  
For healthy meals and delicious product recipes.



**Exercise Gear**  
Your partner in achieving health and fitness goals.



**Tablet**  
Level up your online training and stay in touch with your Customers and Downline.

NOTE: Actual prizes may vary.

LEVEL	REWARD	TOTAL VOLUME POINTS in three (3) Consecutive Months	QUALIFICATION PERIOD
1	Chef Set	2,500 TVP x 3 Consecutive Months	Aug to Oct 2020
2	Chef Set and Recipe Book	3,000 TVP x 3 Consecutive Months	Aug to Oct 2020
3	Chef Set, Recipe Book and Exercise Gear	5,000 TVP x 3 Consecutive Months	Aug to Oct 2020
4	Chef Set, Recipe Book, Exercise Gear, and Tablet	7,500 TVP x 3 Consecutive Months	Aug to Oct 2020

Promo Guidelines:

- This promotion is open to Fully Qualified Supervisors with Malaysia as the country of processing.
- Qualifiers must be in good standing with Herbalife Nutrition.
- Qualification will be confirmed at the sole discretion of Herbalife Nutrition.
- You must be a Fully Qualified Supervisor to be eligible for the promotion qualification.
- Each membership is entitled to 1 unit of the promotional gift only. You may qualify for only 1 level in this promotion.
- Herbalife Nutrition reserves the right to audit the final list of qualifiers.
- Only Malaysia Volume will be counted towards the Qualification for this promotion.
- Promo and promo rewards may vary by country.



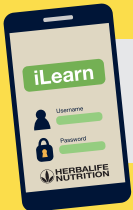
# What is iLearn?

## Member Business Practices and Compliance

iLearn is a mobile application that provides an online educational platform where you, as Independent Herbalife Nutrition Members, learn and gauge your understanding of the Rules.

It is exciting, fun and interactive! It also features a 1-click access to the What You Need to Know (WYNTK) page. Want to up your game? Look out for campaigns and earn special rewards! Protect your business by upholding the Rules! Play, learn, collect reward badges and celebrate!

## HOW IT WORKS



Download and log in using your MyHerbalife Username and Password

Start playing and learning more about Herbalife Nutrition rules!



**Awesome Features in One Amazing App!**  
Get it now!

**Exciting Campaigns coming soon!**



**Categorised questions**  
according to level of difficulty



**Reward badges**

**Easy access to**  
"What You Need to Know" page



**DON'T BE LEFT OUT!**  
WYNTK Page is one click away via iLearn!  
Download the app now to check out these exciting contents!







# 40<sup>th</sup> ANNIVERSARY VIRTUAL RUN

Celebrate 40 years with us! Choose your race category - Individual (4km, 24km, 40km) or Team (24km, 40km, 60km, 80km, 100km) and run at home or outdoors and receive the awards!

## Step 1

Purchase Event Registration Kits



### Wellness Coach Kit (For Members)

- 1 x Herbalife Formula 1 Nutritious Mixed Soy Protein Drink
- 1 x Herbalife Tea Mix With Hibiscus
- 1 x Herbalife Herbal Aloe Concentrate Mix
- 1 x 40th Anniversary Eco Bag
- 1 x 40th Anniversary Sports Towel
- 1 x 40th Anniversary Sports Bottle
- 1 x Virtual Run Entry Code Flyer



### Customer Kit

- 1 x Herbalife Formula 1 Nutritious Mixed Soy Protein Drink
- 1 x 40th Anniversary Wristband
- 1 x Virtual Run Entry Code Flyer

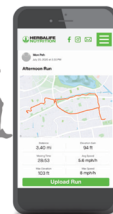
## Step 2

Register for the run with your entry code at  
[Herbalife40VirtualRun.com](https://www.herbalife.com.my/Herbalife40VirtualRun.com)



## Step 3

Start running and record your data at  
[Herbalife40VirtualRun.com](https://www.herbalife.com.my/Herbalife40VirtualRun.com)



## Step 4

Complete the run and receive e-Certificate and Medal



US\$3 (Wellness Coach Kit) or US\$1 (Customer Kit) of every Registration Kit purchase will be donated towards HNF to help local Casa Herbalife Nutrition children



For more information, visit <https://www.herbalife.com.my>

\*Before embarking on any physical activity, please consult your physician. These products are not intended to diagnose, treat, cure or prevent any disease. The registration kit images are for reference only. The virtual run is not applicable in Vietnam and Cambodia.