

Thanks for joining us today. I'm excited to share with you how Sunrider can enhance your daily wellness with convenient, on-the-go herbal nutrition products that boost your and your family's health, energy, and overall well-being.

Sunrider® products are made from a vital variety of nutrient-rich whole foods. We blend ancient wisdom and Traditional Chinese Medicine with advanced science to provide a new level of nourishment that's as close to nature as you can get.

When you nourish (yin) and cleanse (yang) your body with a variety of whole foods, you bring your body's five systems into balance. A healthy, balanced body is able to sustain, repair, and renew itself.

We call this **The Philosophy of Regeneration®** and it's the foundation for the Sunrider formula for optimal health and energy: **Nourish + Cleanse = Balance**

# 1. SHARE THE PRODUCT FOCUS



## DAILY WELLNESS IS THE ULTIMATE ADVENTURE

“The five main systems of the body must be nourished and cleansed with the right nutrients. Healthy balance among the individual elements creates a strong and harmonious whole.”

**Dr. Tei-Fu Chen**  
Founder & Chairman of the Board

Before I introduce you to our 5 top wellness products, let's assess your Daily Wellness IQ. I'm going to ask you 15 questions. Write down your answer to each—always, sometimes, or never—and then we'll score your results.

## 2. SHARE THE TOOLS

### WHAT'S YOUR DAILY WELLNESS IQ?

	ALWAYS (3)	SOMETIMES (1)	NEVER (0)
I avoid smoking cigarettes, pipes, cigars, vaping, and chewing tobacco.			
I avoid alcohol or drink no more than 1 alcoholic drink per day.			
I eat a wide variety of food every day, including fruits and vegetables.			
I take multivitamins or health supplements to fill in my nutritional gaps.			
I avoid caffeinated beverages or supplements that help me stay awake or alert.			
I limit eating processed foods, saturated fats, and simple carbs.			
I drink water or non-sugary beverages throughout the day.			

	ALWAYS (3)	SOMETIMES (1)	NEVER (0)
I exercise 4–5 times a week.			
I maintain a healthy body weight.			
I have good energy throughout the day.			
I sleep well at night and feel rested when I wake up.			
I spend time with friends and doing hobbies that I enjoy.			
I manage my stress well.			
I generally do not feel irritable or anxious.			
I am able to concentrate on my tasks.			

#### SCORING

1–15 = You may want to live a healthy lifestyle, but old habits are dying hard and can have a serious impact on your health.

16–30 = You have some good health habits, but there's room for improvement to get into optimal health mode.

31–44 = You've made great strides in your health, and a few changes can take you to the next level!

Perfect 45 = Congrats! You have great control of your health and your life!

1. Product name
2. How you felt before using it
3. How you felt using it (taste, smell, texture, etc.)
4. How you felt after using it
5. Key ingredient/benefit to reinforce your results

Use these tips to impress—less is more, so keep it short and smart (2 minutes or less!)

Your product experience speaks volumes to your customers.

### TIPS FOR TESTIMONIALS THAT STICK

#### Nourish + Cleanse = Balance






Remember the Sunrider formula for optimal health and energy:

I'm excited to show you our top 5 products that target Daily Wellness.

The good news is that, no matter your Daily Wellness IQ score, Sunrider® herbal nutrition products are here to help you live a healthier, happier life!

## 3. SHARE THE PRODUCT STORY

## MEET THE DAILY WELLNESS 5

NOURISH	CLEANSE	BALANCE	BALANCE	BALANCE
<p><b>NUPLUS®</b></p> <p>Herbal food powder made with whole foods like Chinese yam, fox nut, and lotus root.</p>	<p><b>FORTUNE DELIGHT®</b></p> <p>Antioxidant herbal powder beverage.</p>	<p><b>VITADOPHILUS®</b></p> <p>Proprietary probiotic powder with a prebiotic base.</p>	<p><b>SUNBREEZE®</b></p> <p>Balm and oil powered by a blend of essential oils.</p>	<p><b>QUINARY®</b></p> <p>Herbal capsule, powder, or liquid ampoule.</p>
<p>Fills in the nutritional gaps of a traditional Western diet.</p>	<p>Helps flush away free radicals with a powerful blend of antioxidants.</p>	<p>Balances the microbiome for improved gut health.*</p>	<p>Soothes sore muscles and joints, improves mood, and refreshes senses.</p>	<p>Complex blend of nearly 50 herbs to bring balance to the body's five major systems.*</p>
				

\* These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

- Enhances a traditional Western diet
- Goes beyond spinach and kale with nourishing Chinese herbs, roots, and plants
- Made from whole foods—no chemical isolates, preservatives, or added sweeteners, sugars, and fats
- Supports optimal health and wellness with:
  - Micronutrients like amino acids and bioflavonoids
  - Prebiotics and antioxidants
- Notable ingredients: Chinese yam, fox nut, lotus root, and soy protein
- Low in calories, fat, and cholesterol
- Enjoy as a beverage, food, or supplement
- 10/15g and 60/15g packages
- 6 flavors: Naturally Plain, Mixed Berry, Pina Banana, Apple Cinnamon, Simply Herbs, and Original

**NUPLUS®**  
(NOURISH)  
Fill your nutritional gaps

- Cleanses your body with powerful antioxidants
- 4 times more concentrated than traditional green teas, thanks to our 9-step proprietary process
- Delicious, healthy cellular hydration
- No energy crash
- Zero sugar, fat, preservatives, or artificial sweeteners
- Just 10 calories per serving
- Notable ingredients: Camellia sinensis, chrysanthemum, and jasmine
- 10/3g, 60/3g, and 10/20g packages
- 5 Flavors: Original, Peach, Raspberry, Cinnamon, and Lemon

**FORTUNE DELIGHT®**  
(CLEANSE)  
Find your beverage bliss

### 3. SHARE THE PRODUCT STORY



**NUPLUS®**  
(NOURISH)

Fill your nutritional gaps



**FORTUNE DELIGHT®**  
(CLEANSE)

Find your beverage bliss

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**VITADOPHILUS®**  
(BALANCE)  
Increase your gut health and immunity

- Balances your microbiome and supports gut health\*
- Formulated with a protective apple-pectin coating that insulates our proprietary probiotic from harsh stomach acids
- Fast-acting acidophilus ensures maximum nutrient absorption by helping your body break down and digest food\*
- Promotes a healthy, balanced microbiome to support:
  - Healthy digestion
  - Healthy immunity
  - Clearer skin
  - Efficient metabolism
- Delicious snack for children and adults
- 10/3g packages
- Natural apple flavor is delicious on its own or added to your favorite shake or beverage!

**SUNBREEZE®**  
(BALANCE)  
Soothe, relax, and refresh

- Balances your mood with aromatherapy
- Soothes sore muscles, relieves muscle tension, and refreshes senses
- Great for massages and post-workout rubdowns
- Concentrated herbal ingredients
- 100% essential oils (no filler vegetable oil):
  - Cassia Oil
  - Eucalyptus
  - Mint Extract
- Oil: 6/1.7 fl. oz. bottles
- Balm: 1/0.2 oz. (large) or 6/1.9 oz. (small)

### 3. SHARE THE PRODUCT STORY



**VITADOPHILUS®**  
(BALANCE)

Support your gut health and immunity\*



**SUNBREEZE®**  
(BALANCE)

Soothe, relax, and refresh

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**QUINARY®**  
(BALANCE)  
Balance your body's five major systems\*

- Cleanse, nourish, and balance with powerful herbal nutrition
- Complex blend of nearly 50 Chinese herbs—it takes 10 kg of raw herbs concentrated to make 1 kg of our proprietary formula
- Notable ingredients: Chinese yam, Chinese white flower, dandelion root, and licorice root
- 100 capsules
- 10/5g powder packages
- 60/5g powder packages

**LIQUI-FIVE®**  
(BALANCE)  
Quinary® in liquid form

- Convenient, highly concentrated liquid form of our bestselling super supplement
- Addresses your body's five systems: immune, circulatory, digestive, endocrine, and respiratory\*
- Proactively promotes optimal health and vitality
- 10/5 fl. oz. bottles

### 3. SHARE THE PRODUCT STORY



**QUINARY®**  
(BALANCE)  
Balance your body's five major systems\*



**LIQUI-FIVE®**  
(BALANCE)  
Quinary® in liquid form

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"Isn't SunBreeze® refreshing? I love how our ultra-concentrated blend of botanicals and essential oils instantly soothes muscles and supports circulation—all with a boost of aromatherapy!"

- Have product available to sample
- Apply to your hands and breathe deeply
- Ask guests to rub on their neck and share their experience
- Share your personal testimonial and engage with questions like:

**SUNBREEZE® OIL**

"Isn't Fortune Delight® delicious? I love that it provides healthy hydration and antioxidants without the sugar. It's naturally nourishing and just 10 calories a serving. Be sure to circle it on your product sheet so you don't miss ordering this must-have Daily Wellness drink."

- Have filled pitchers or a beverage dispenser ready to sample
- Share your personal testimonial and engage with questions like:

**FORTUNE DELIGHT®**

Who wants to try these incredible Daily Wellness products? Seeing is believing! Let's enjoy our bestselling Fortune Delight® and SunBreeze® Oil.

**4. DEMO & DELIGHT**

**4. DEMO & DELIGHT**



**SUNBREEZE®  
(BALANCE)**

Soothe, relax, and refresh



**FORTUNE DELIGHT®  
(CLEANSE)**

Find your beverage bliss

\* Earnings stated are not necessarily representative or typical of earnings Sunrider Independent Business Owners (IBOs) can or will earn through participation in the Sunrider Infinity Compensation Plan. These statements should not be considered as guarantees or projections of your actual earnings or profits. "Annual Income" of active Sunrider IBOs was calculated by first calculating the average "Monthly Income" IBOs at each rank earned only in the months they were active. These one month averages were then annualized by multiplying by twelve months in order to come up with the "Annual Income." During 2019, the calculated average annual income of an active IBO is \$5,430.27. An active Sunrider IBO is an IBO who has 100 PV or more in a month. Twenty-nine percent of all IBOs, active and inactive, on an average, received a payment. As with any other independent business, success results only from dedicated sales efforts, hard work, diligence, and leadership.

- Ask for the sale
- Share Preferred Customer & IBO benefits
- Invite everyone to join you
- Shop & Share

I invite you to join in our Shop & Share. I'm here to answer any questions, help you order, or get you started on your new Sunrider business. Thanks again for coming—now let's shop!

If you have a place in your home for Sunrider, I encourage you to choose which option works best for you. You may also know others who could benefit from our products and proven business. Please refer them to me, and I'll help them get started on their own Sunrider adventure! You can start earning more in your first three months! Imagine what that extra income could mean to your family.\*

• Join as an **Independent Business Owner** for just \$59 and start your own Sunrider business. We make it easy to earn by simply sharing your love of our products with your family and friends, and we back your business with training, support, and perks like our Fast Start Program—

• Become a **Preferred Customer** for just \$19.95 and enjoy 5–10% off your Sunrider favorites.

• Become a **Retail Customer** and try products like those we featured tonight or one of our product packs and pay our regular retail price.

**We have 3 opportunities for you to make your wish list come true:**

Thank you for joining us! We hope you had fun learning about Sunrider. Are you ready to take your Daily Wellness to the next level? I'm sure you have several products circled on your wish list, and some of you might even be interested in learning more about starting a Sunrider business.

## 5. CLOSE WITH CONFIDENCE



## START YOUR ADVENTURE

See how Sunrider helps you achieve the health and well-being you need, the energy and freedom you want, and the peace of mind you deserve.

1. **IBO:** join the Sunrider family as an Independent Business Owner.
2. **Preferred Customer:** Enjoy perks like 5–10% off your favorite products.
3. **Retail Customer:** Try one of our bestsellers like our Top Loved Product Pack!

**Let's take your daily wellness to the next level!**

**SUNRIDER®**

[www.sunrider.com](http://www.sunrider.com)