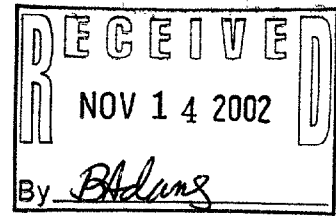


Herbalife International of America, Inc.
1800 Century Park East • Century City, CA 90067-1501
TEL 310.410.9600 x32746 • FAX 310.557.3916
johnv@herbalife.com • www.herbalife.com

John Venardos
Vice President
Regulatory & Government Affairs

November 12, 2002



Dr. Christine L. Taylor
Director, Office of Nutritional Products
Labeling and Dietary Supplements
FOOD & DRUG ADMINISTRATION (HFS-800)
5100 Paint Branch Parkway
College Park, Maryland 20740

Ref: **Total Control Tablets**

Dear Dr. Taylor:

Pursuant to 21 CFR 101.93, please be advised that Herbalife International of America, Inc. has begun commercializing Total Control™ Dietary Supplement Tablets in the United States.

Total Control™ Dietary Supplement Tablets are labeled and promoted with statements provided for in section 403(r)(6) of the Federal Food, Drug and Cosmetic Act.

1. LABEL

(Note: On the label, adjacent to the following copy, appears a ruled DSHEA disclaimer box.)

BURN FAT* BLOCK CRAVINGS* BOOST ENERGY*

Take control of your weight with Total Control™, a unique herbal blend.

- Burn fat with Citrus Aurantium and Coleus*
- Feel full with Damiana*
- Reduce cravings with DL-Phenylalanine and Tyrosine*
- Boost energy with Green Tea Extract*
- Increase metabolism with Yerba Maté*
- Fight free radicals with Quercetin*

That's Total Control™!

2. Total Control™ - A Weight-Loss Revolution

Also attached are two color copies of our new Total Control™ product brochure, titled "A Weight - Loss Revolution". Structure function claims contained in the brochure are appropriately referenced against ruled DSHEA disclaimer statements on each page where such claims are made. The structure function claims contained in the attached color brochures are very similar to those made on the product label. For example, a product fact sheet is described below as it appears on page 9.

HERBALIFE FACT SHEET

(Note: The asterisks appearing in the copy shown relate to the ruled DSHEA disclaimer box which is located on the same page of the product literature as each structure/function claim.)

HERBALIFE®

975 0162

LET 11232

8255

Total Control™ is a revolutionary herbal supplement designed to transform the weight-loss process.* This advanced non-ephedra formula works at the cellular level to help burn fat, block cravings and boost energy, giving you the support you need to finally achieve and maintain your ideal weight.*

Total Control™ contains several potent herbal ingredients, including citrus aurantium, which have been scientifically proven to boost the body's resting metabolic rate and to encourage the release of stored fat for energy production.* Used with the Thermojetics® Green or Gold Weight-Management Program, Total Control™ puts you in control of successful weight management.*

Discussion Points

- **Faster fat burning.** Citrus aurantium helps increase the body's resting metabolic rate and promote fat burning.*
- **Natural appetite control.** Yerba maté is especially helpful for weight-loss because of its thermogenic and appetite-suppressing properties.* It also contains polyphenols, which support fat metabolism.*
- **Metabolic boost.** Green tea has a natural thermogenic and energy-boosting effect.* It also contains catechins, which have been shown to inhibit the body's fat-storing process.*
- **Satiety control.** DL-phenylalanine, an amino acid, acts on the brain and central nervous system to promote the feeling of satiety and minimize cravings.*
- **Feeling fuller.** The herb damiana promotes appetite control by slowing the rate at which food leaves the stomach, helping you feel full longer.*
- **Antioxidant boost.** Quercetin is a bioflavonoid that helps fight free-radicals and supports metabolism.*

Did You Know?

Citrus aurantium (also known as bitter orange or zhi shi) is a traditional herb that has been used for thousands of years in China. It has the additional benefits of stimulating gastrointestinal activity and enhancing liver function.*

Fast Facts

- Helps your body burn fat faster.*
- Helps boost your resting metabolic rate.*
- Controls appetite.*
- Boosts energy without causing irritability and restlessness.*
- Weight-control in a single tablet.*
- Provides antioxidant properties.
- Concentrated, easy-to-swallow tablets.
- Use as part of the Thermojetics® Green Weight-Management Program or Thermojetics® Gold High-Protein, Low-Carb Program.

Overall, product labeling and literature prominently bears the required ruled statement, "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."

Herbalife International of America, Inc. certifies that the information in this notice is complete and accurate, and that the company has substantiation that the foregoing statements are truthful and not misleading.

If you have any questions, please do not hesitate to ask.

Sincerely,
JPV



HERBALIFE®





THERMOJETICS®

BURN FAT* BLOCK CRAVINGS* BOOST ENERGY*

Suggested Serving: Take one to two tablets three daily, 15-20 minutes before meals and before bedtime. Take control of your weight with THERMOJETICS™, a unique herbal blend.

- Burn fat with Omega-3 Polyphenols and Triptans*
• Fight fat with Citrus Aurantium and Green Tea*
• Boost energy with Green Tea Extract*
• Increase metabolism with Yohimb*
• Fight free radicals with Quercetin*

HERBALIFE INTERNATIONAL, INC.
Los Angeles, CA, 90009-0210, U.S.A. • MADE IN U.S.A.

*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.

30 DAY MONEY BACK GUARANTEE • RECYCLE THIS BOTTLE
© 2002 HERBALIFE INTERNATIONAL, INC. U.S.A.

Supplement Facts

Table with 3 columns: Ingredient, Amount per Serving, % DV. Includes Calcium Citrate Carbonate, Herbal Blend, Dried Progesterone, Dried Progesterone, Dried Progesterone, etc.

OTHER INGREDIENTS: AMALGAMATED, CORN STARCH, SODIUM STARCH GECULOATE, SILICON DIOXIDE, SODIUM CARBONATE, CELLULOSE, MAGNESIUM STEARATE, HYDROXYPROPYL METHYLCELLULOSE AND SUPERFINE SUCROSE.



6.12" x 2.18"



THERMOJETICS[®]

QUEME GRASA* BLOQUEE LOS ANTOJOS* AUMENTE SU ENERGIA*

3.5" x .9"

Uso recomendado: Tome uno a dos tabletas dos veces al día. Tómese a medio mañana y medio tarde, de preferencia en un estómago vacío.
Este producto herbálico no contiene conservadores ni productos animales.
Los productos de Herbalife están disponibles sólo a través de los Distribuidores Independientes de Herbalife.
FENILETANOLAMINA CONTIENE FENILALANINA. Este producto no es recomendable para mujeres embarazadas o en período de lactancia.
*Estas declaraciones no han sido evaluadas por la Administración de Fármacos y Alimentos. La intención de este producto no es diagnosticar, tratar, curar o prevenir ninguna enfermedad.
Formulado exclusivamente para HERBALIFE INTERNATIONAL OF AMERICA, INC. Los Angeles, CA 90004-0710, U.S.A. HECHO EN LOS EE.UU.
muestra de producto - no es para reventa
P0800155201 © 2002 HERBALIFE INTERNATIONAL, INC. U.S.A.

Datos del Suplemento

PORCIÓN 1 TABLETA
PORCIONES POR PAQUETE 4

	CANTIDAD POR PORCIÓN	% VD*
CALCIO (COMO CARBONATO DE CALCIO)	50 MG	5
MIELEZA HERBAL	368 MG	1
EXTRACTO SECO DE THEOBROMA CACAO (SEMILLAS), EXTRACTO SECO DE YERBA MATE (HOJAS), EXTRACTO SECO DE CACAHUANA (HOJAS), EXTRACTO SECO DE TÉ VERDE (HOJAS), EXTRACTO SECO DE CÍTRUS AROMATIZADO (FRUIT), EXTRACTO SECO DE COCCUS PASCHEBER (FRUIT), ASTROGALUS (FRUIT), AJO (SEMILLAS) HINGRO (SEMILLAS), CEREA DE ESPINO INGLESE (FRUIT), REGALIZ (FRUIT), MAGNOLIA (CORTEZA), ACTEA (FRUIT), PEREJE (HOJAS), SUMA (FRUIT), EXTRACTO SECO DE CANELA (CORTEZA), ALGAEA (HOJAS) Y EXTRACTO SECO DE PIMENITA NEGRA (FRUIT)	1375 MG	1
DE FENILALANINA	24 MG	1
CITRINA NATURAL	25 MG	1
TIROSINA	50 MG	1
LIJAL	50 MG	1
SUCRALOZA	50 MG	1

** PORCENTAJES DEL VALOR DIARIO SON BASADOS EN UNA DIETA DE 2000 CALORIAS.
* EL VALOR DIARIO (VD) NO SE HA ESTABLECIDO.
OTROS INGREDIENTES: AMARANTO (SEMENTE), ALMIDÓN DE MAÍZ, ALMIDÓN DE PATATE DE SODIO, DIOXIDO DE SODIO, CARBONATO DE SODIO, ESTEARATO DE MAGNESIO, HIDROXIPROPILMETILCELULOSA Y POLIETILENOGLICOL.

Supplement Facts

INGREDIENTES: CALCIO (COMO CARBONATO DE CALCIO), MIELEZA HERBAL, EXTRACTO SECO DE THEOBROMA CACAO (SEMILLAS), EXTRACTO SECO DE YERBA MATE (HOJAS), EXTRACTO SECO DE CACAHUANA (HOJAS), EXTRACTO SECO DE TÉ VERDE (HOJAS), EXTRACTO SECO DE CÍTRUS AROMATIZADO (FRUIT), EXTRACTO SECO DE COCCUS PASCHEBER (FRUIT), ASTROGALUS (FRUIT), AJO (SEMILLAS) HINGRO (SEMILLAS), CEREA DE ESPINO INGLESE (FRUIT), REGALIZ (FRUIT), MAGNOLIA (CORTEZA), ACTEA (FRUIT), PEREJE (HOJAS), SUMA (FRUIT), EXTRACTO SECO DE CANELA (CORTEZA), ALGAEA (HOJAS) Y EXTRACTO SECO DE PIMENITA NEGRA (FRUIT), DE FENILALANINA, CITRINA NATURAL, TIROSINA, LIJAL, SUCRALOZA.

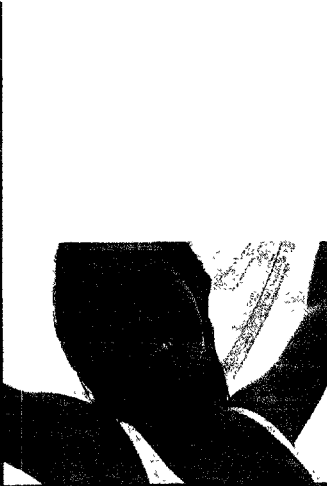
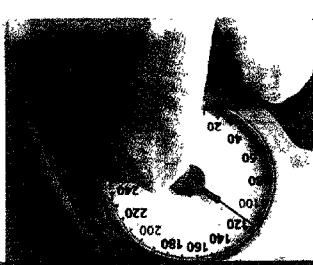
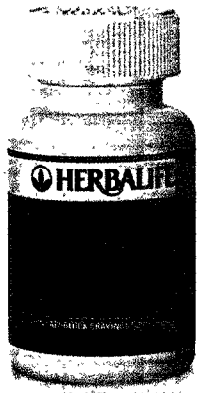
INGREDIENTES QUE NO ESTÁN EN LA LISTA DE INGREDIENTES: ALMIDÓN DE PATATE DE SODIO, DIOXIDO DE SODIO, CARBONATO DE SODIO, ESTEARATO DE MAGNESIO, HIDROXIPROPILMETILCELULOSA Y POLIETILENOGLICOL.

HERBALIFE INTERNATIONAL OF AMERICA, INC. Los Angeles, CA 90004-0710 U.S.A.

BURN FAT* BLOCK CRAVINGS* BOOST ENERGY*

THERMOJETICS[®]





Total Control™

A WEIGHT-LOSS REVOLUTION

HERBALIFE®



Total Control™

Herbalife Continues to Make Weight-Loss History



Herbalife's Medical Advisory Board

From the left: Jamie McManus, M.D., Lawrence May, M.D., Chairman, Steve Witherly, Ph.D., Mario Rosenberg, M.D., Heather Livingston, M.Sc.

As a company that prides itself on innovation, Herbalife has always stayed at the leading edge of the weight-loss and wellness movement.

The company was one of the first in the industry in the early 80s to successfully introduce a powdered meal-replacement weight-loss product that was safe and helped people achieve good results when used as directed. Herbalife appropriately named the product Formula 1. Today, Thermojetics® Formula 1 Protein Drink Mix remains Herbalife's top-selling product and is one of the best-selling meal replacements in the world.

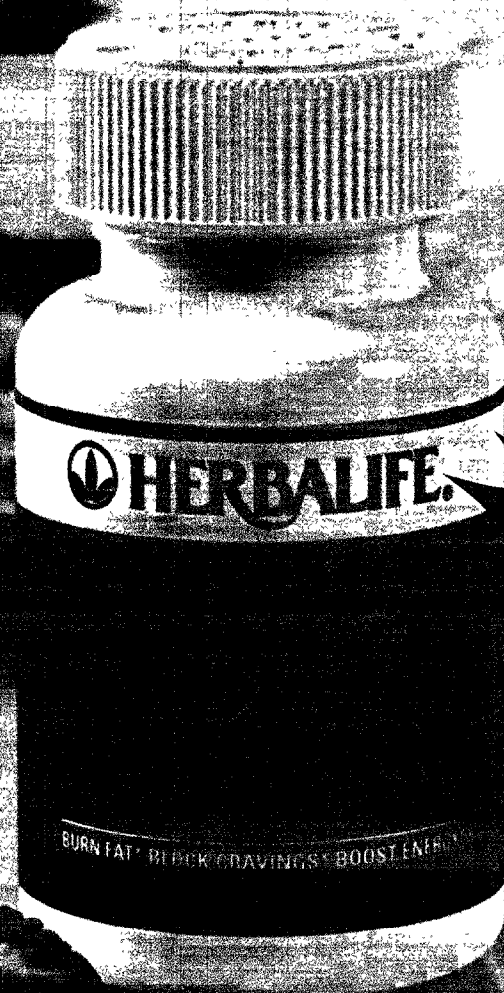
In 1992, Herbalife changed the course of weight-loss history with the introduction of Thermojetics® Green

and Beige, a dynamic pair of products that blended the best herbal ingredients available to enhance the weight-loss process.

Today, taking advantage of recent scientific discoveries and outstanding traditional herbal ingredients, Herbalife has formulated the most advanced weight-loss product of its kind—Total Control™. This unique formula is designed to burn fat, block cravings and boost energy. In combination with Herbalife's Thermojetics® Weight-Management Programs, Total Control™ takes weight loss to a whole new level.*

* 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.

BURN
FAT*
BLOCK
CRAVINGS*
BOOST
ENERGY*



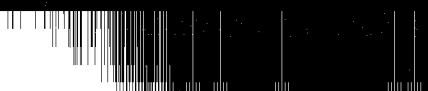
**A
WEIGHT-LOSS
REVOLUTION!**

Experience the herbal power of Total Control™

• Burn fat* • Feel full longer* • Reduce cravings* • Boost energy* • Increase metabolic rate* • Fight free radicals*

Total Control™ is designed to be used with any Thermojetics® Weight-Management Program.

#0077 / \$32.95 (90 tablets)



Take Total Control™

And lose weight for the last time



With adult and adolescent obesity rates in the U.S. reaching epidemic proportions, there's never been a more important time to focus on innovative weight-loss strategies. Research has shown that being overweight can increase your risk of health problems including diabetes, cancer, heart disease, high blood pressure, stroke and even asthma. And new studies

indicate that being even slightly overweight can increase your health risks.

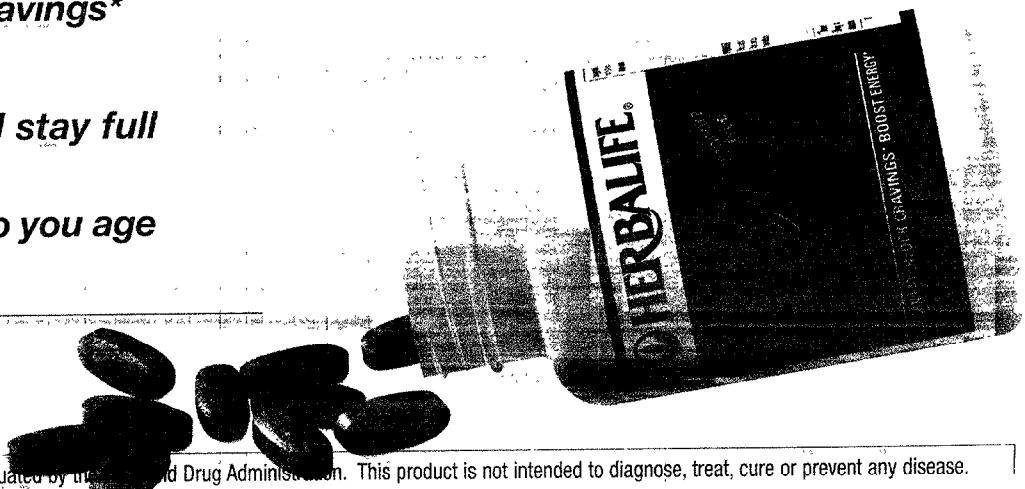
Successful weight loss requires fat burning, control over cravings and improving metabolism. In other words, total control. That's why Herbalife has created Total Control™—the revolutionary weight-loss formula designed to give you the support you need to succeed once and for all. Total Control™ has a unique non-ephedra formula that contains a scientifically advanced blend of herbal and nutritional ingredients that work synergistically for maximum results. So whether you have 10 pounds to lose or 110, Total Control™ empowers you pound by pound to achieve your goal and maintain it.

So take control of your good health by incorporating Total Control™ into your weight-loss plan.

All these benefits are available in the convenience of an easy-to-swallow tablet that you take twice a day at least 30 minutes prior to eating a meal. Weight loss doesn't get any easier than this! Total Control™ can help you get the results you want so you not only look good, but you feel better than ever.

With Total Control™ you'll:

- **Burn fat***
- **Increase your metabolism***
- **Experience fewer cravings***
- **Have more energy***
- **Feel full sooner and stay full longer***
- **Fight free radicals so you age gracefully***



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

Why Should You Lose Weight?

Excess weight can seriously damage your life

Being overweight can affect almost every aspect of your life, from how you interact with family and friends, to what kind of job you have, to how much you spend in medical bills each year. Although many people see losing weight simply as a way to look and feel better, the reality is there are much more serious reasons to win the battle of the bulge for life.

Losing weight for your health's sake

Those who are overweight pay a heavy price in the health department. Excess weight and obesity predispose you to several debilitating health conditions, including: cardiovascular disease, diabetes, gallbladder disease, gout, arthritis, asthma, many cancers and kidney disease. Worse still, obesity is the second leading cause of preventable deaths in the U.S. each year, claiming 300,000 lives. According to government health statistics, obesity-related issues account for approximately \$100 billion in healthcare costs and nearly 40 million missed workdays each year. And, even if you're only moderately overweight, your risk of dying

Weight-loss benefits:

- Experience better overall health.*
- Have more energy, more vitality and more fun!*
- Experience greater success in all areas of your life.*
- Pay less in healthcare bills.*
- Enjoy improved confidence and self-esteem.*
- Look great in the clothes you love.*

from a heart attack or stroke is far greater than someone whose weight is normal.

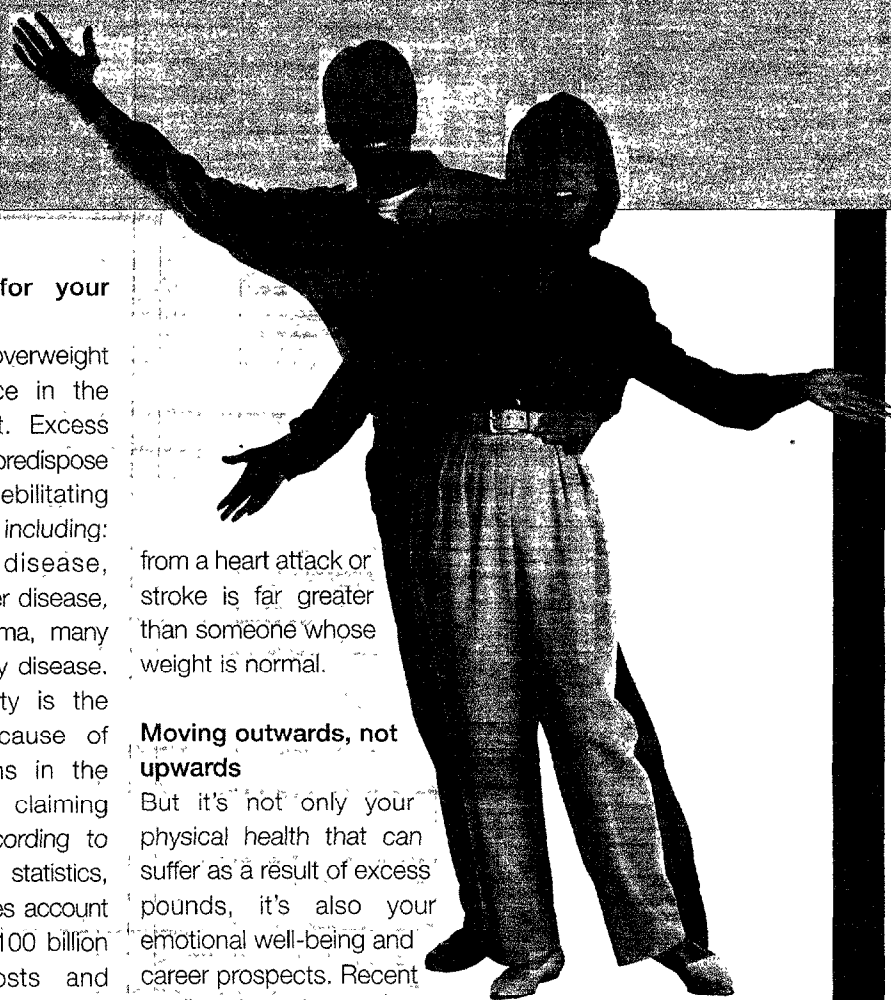
Moving outwards, not upwards

But it's not only your physical health that can suffer as a result of excess pounds, it's also your emotional well-being and career prospects. Recent studies show the extent to which overweight individuals are discriminated against in the workplace. Not only are employers less likely to hire an overweight man or woman, but statistics reveal that overweight employees are likely to earn 10 to 20% less than their thinner colleagues and to be given fewer chances for promotion.

In "Total Control™" of life

Herbalife believes that no one should have to endure the health risks and social discrimination associated with being overweight. That's why

we've created Total Control™—a revolutionary weight-loss formula designed to put you back in control of your appetite, your energy levels and your metabolism, so you can achieve and maintain a healthy weight for life.* Thanks to Total Control™—and Herbalife's exceptional Thermojetics® Weight-Management Programs—now you can lose your excess pounds and enjoy all the social, professional and wellness rewards you deserve!



The Power of Botanicals



Total Control™ contains a potent blend of herbal ingredients whose individual properties work synergistically to optimize the weight-loss process.* We'll unlock the science and history of some of these remarkable botanicals and nutrients in the following pages.

Bitter fruit gives sweet results

A key ingredient in Total Control™ is citrus aurantium—also called bitter orange or zhi shi. Although well known as a health supplement in traditional Chinese medicine, it is only recently that the extraordinary value of citrus aurantium for weight loss has come to light.

Lose fat without losing your cool

Studies show that citrus aurantium increases the body's resting metabolic rate and encourages the release of stored fat for energy production.* What makes this botanical so unique is that it appears to increase thermogenesis without stimulating the central nervous system.* As a result, it encourages the body to burn calories at a faster rate without creating a feeling of nervousness or "jitters."*

Botanical synergy helps accelerate weight loss

In addition to citrus aurantium, Total Control™ boasts a number of other important botanicals and nutrients for weight loss, including DL-phenylalanine, tyrosine, coelus, damiana, green tea, cocoa and yerba maté, plus more than 10 additional herbs that support weight management and enhance overall health and well-being.*

Tea for thermogenesis

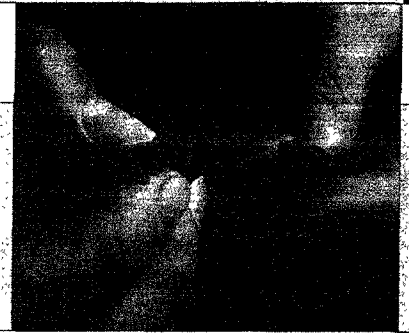
According to a study conducted at the University of Geneva in Switzerland, green tea has a thermogenic effect in the body, increasing the rate at which calories are burned.* Participants who were given green-tea extract showed a significant increase in daily caloric expenditure, as compared with the placebo group. This study concluded that the increase in thermogenesis was due to the high amount of catechins present in green tea. Green tea is also known for its energy-boosting properties.*

We beat the competition with the power of herbal synergy

Total Control™ is a blend of more than 20 powerful botanicals and nutrients that target key weight-loss issues. Our competitors don't even come close to matching this powerhouse formula.*



Harvesting Nature's Benefits



Miraculous maté

As popular as coffee is in North America, yerba maté is the preferred beverage in many South American countries. It is enjoyed for its ability to improve mood, increase mental alertness and help combat fatigue.* Dieters appreciate yerba maté tea for its ability to take the edge off appetite.* It contains substances known as xanthines, which enhance thermogenesis and encourage fat metabolism.* Yerba maté also acts as a mild aquaretic and provides a pleasant energy boost.*

For the love of chocolate

Cacao (also known as cocoa) is the same plant from which chocolate is made. It contains alkaloids known to support weight loss in a couple of ways.* First, theobromine, theophylline and small amounts of caffeine stimulate fat burning and increase energy production.* In addition, cacao contains natural mood elevators, such as phenylethylalanine (PEA), which create a response in the brain and nervous system similar to the experience of falling in love.* Cacao extract helps dieters enjoy the mood-improving properties of chocolate without the additional calories!

Become a fat burner

The herb coleus contains an active ingredient called forskolin, which induces a chain of biochemical reactions that trigger fat burning.* Experts believe it works by increasing amounts of cyclic adenosine monophosphate (AMP)—an important substance associated with energy production. Studies suggest that coleus reduces the size of fat cells by encouraging fat cells to give up their stores of fatty acids for energy production.*

Feeling full and satisfied

Three Total Control™ ingredients in particular help reduce appetite and enable dieters to overcome the problem of cravings—DL-phenylalanine (DLPA), tyrosine and damiana.* DLPA is an amino acid that encourages the release of cholecystokinin (CCK)—a chemical associated with feeling full.* In addition, DLPA acts as a precursor to the brain chemical dopamine, which enhances mood and reduces hunger.*

Tyrosine is also an amino acid, a precursor to the brain chemicals dopamine, epinephrine, and norepinephrine. These brain chemicals

help reduce appetite.* Tyrosine works synergistically with DL-phenylalanine (DLPA) because the body generates tyrosine from DL-phenylalanine. The addition of tyrosine means that more DL-phenylalanine can be utilized to help control appetite.*

Damiana is an herb that has been shown to slow down the rate at which the stomach contents empty into the intestinal tract, thereby prolonging a feeling of fullness.* In addition, Total Control™ contains cinnamon bark which has been shown to support sugar metabolism and reduce sugar cravings.* By helping to fight cravings and control appetite, these ingredients make weight loss simple.

Antioxidant protection

The bioflavonoid quercetin is a powerful antioxidant that is known to support fat metabolism.* Because of its antihistamine properties, it also may help reduce the stimulating effects of caffeine from green tea even in caffeine-sensitive individuals.*



Key Ingredient Benefits

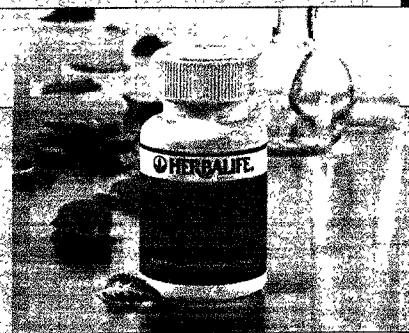


Ingredient	Key benefit(s)
Citrus aurantium	Promotes fat metabolism and lipolysis.
Green-tea extract	Increases basal metabolic rate, helps burn calories and boosts energy.
DL-phenylalanine	Combats cravings and the tendency to overeat.
Cacao	Increases energy and has a thermogenic effect.
Tyrosine	Helps decrease appetite, works synergistically with DL-phenylalanine.
Yerba maté	Has a thermogenic effect and helps control appetite.
Damiana	Delays gastric emptying, helping you feel full sooner and longer.
Quercetin	Balances the stimulating effects of natural caffeine.
Coleus	Promotes the release of fatty acids from adipose tissue and encourages thermogenesis.
Cinnamon bark	Helps support blood-sugar levels to minimize cravings.
Hawthorne berry	Aquaretic* and promotes a healthy heart.
Parsley	Aquaretic.
Fennel	Aquaretic.
Celery	Aquaretic.
Licorice	Aquaretic and supports adrenal glands to produce energy.
Corn silk	Aquaretic.
Marshmallow	Aquaretic.
Magnolia bark	Pain reliever.
Astragalus	Adaptogenic, increases metabolism.
Suma	Adaptogenic.
Black pepper	Increases absorption of nutrients.
DMAE	Increases energy and burns fat.

*An aquaretic helps the body eliminate excess water, but without the ill effects associated with diuretics, which may also deplete valuable minerals and electrolytes.

(For a complete ingredient listing, refer to the product label illustrated on page 9.)

Notes:



Handwritten notes on lined paper. The notes are mostly illegible due to the high contrast and graininess of the scan. Some faint words like 'may' and '4p' are visible in the middle section.

Frequently Asked Questions



What are the stock number, Volume Points and retail price of Total Control™?

The stock number is 0077. The Volume Points are 32.95 and the retail price is \$32.95.

How many tablets are there per bottle of Total Control™?

There are 90 tablets per bottle of Total Control™.

Does Total Control™ contain ephedra, ephedrine, or ephedrine alkaloids?

No. Total Control™ is a non-ephedra product.

Can we sell this product in the ephedra-restricted states?

Yes. Total Control™ may be sold in all 50 states since this product does not contain ephedra, ephedrine or ephedrine alkaloids

Will Total Control™ be available in Texas?

Yes. There are no state restrictions related to Total Control™. This product does not contain ephedra, ephedrine, nor ephedrine alkaloids.

Will Total Control™ be available in sample packs?

Yes. Total Control™ will be available in sample packs of 20 packets (4 tablets to a packet) The Volume Points are 37.95 and the retail price is \$37.95. The SKU is #0076.

Is this product available in all weight-loss programs?

Total Control™ will be available in all programs that currently include Thermojetics® Green and/or Original Green and Beige and Gold Tablets, such as Green and Gold QuickStart, Advanced and Ultimate. And a Total Control™ sample packet will be available in all IBPs.

Is Total Control™ replacing any of our current products?

Total Control™ is the next generation for weight-loss supplements, combining a scientifically advanced blend of herbal ingredients that work synergistically for

maximum results.* It is an additional option for you to provide to your customers who may prefer this one-tablet option.*

When will Total Control™ be available in other markets?

At this time we are reviewing the Total Control™ formula for acceptability in other markets. Once this information is available we will be able to start setting target launch dates in other markets.

How do I take the product?

Take one to two tablets twice daily. Take mid-morning and mid-afternoon, preferably on an empty stomach.

Why should I take Total Control™ on an empty stomach?

Ideally, Total Control™ should be taken 30 to 60 minutes before meals, preferably before lunch and dinner. Certain ingredients such as DLPA, Tyrosine and DMAE will work best on an empty stomach, while other ingredients, including Green Tea, Yerbã Matã and Damiana, delay gastric (stomach) emptying. As a result, Total Control™ will be most effective if taken 30 to 60 minutes before a meal.



* 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.

Total Control™ Fact Sheet



Total Control™ is a revolutionary herbal supplement designed to transform the weight-loss process.* This advanced non-ephedra formula works at the cellular level to help burn fat, block cravings and boost energy, giving you the support you need to finally achieve and maintain your ideal weight.*

Total Control™ contains several potent herbal ingredients that help you overcome the challenges associated with shedding pounds and inches. Used with the Thermojetics® Green Weight-Management Program or Thermojetics® Gold HPLC Program, Total Control™ puts you in control of successful weight management.*

Discussion Points

- **Fat burning.** *Citrus aurantium* helps increase the body's resting metabolic rate and promotes fat burning.* And *coeleus*, an ayurvedic herb, has active ingredients that help generate energy to break down fat cells.*
- **Natural appetite control.** *Yerba maté* is especially helpful for weight loss because of its thermogenic and appetite-suppressing properties.* It also contains polyphenols, which support fat metabolism.*
- **Metabolic boost.** *Green tea* has a natural thermogenic and energy-boosting effect.* It also contains catechins, which have been shown to inhibit the body's fat-storing process.*
- **Satiety control.** *DL-phenylalanine*, an amino acid, acts on the brain and central nervous system to promote the feeling of satiety and minimize cravings.* Working synergistically with *DL-phenylalanine* is *tyrosine*, an amino acid that is a precursor to the brain chemicals dopamine, epinephrine and norepinephrine. Working together, these constituents help reduce appetite.*
- **Feeling fuller.** The herb *damiana* promotes appetite control by slowing the rate at which food leaves the stomach, helping you feel full sooner and longer.*
- **Antioxidant boost.** *Quercetin* is a bioflavonoid that helps fight free radicals and support metabolism.*

Did You Know?

Citrus aurantium (also known as bitter orange or zhi shi) is a highly regarded herb that has been used for thousands of years in China. It has the additional benefit of stimulating gastrointestinal activity.

Fast Facts

- Helps your body burn fat.*
- Helps increase your resting metabolic rate.*
- Controls appetite.*
- Boosts energy without causing irritability and restlessness.*
- Weight control in a single tablet.*
- Provides antioxidant properties.*
- Use as part of the Thermojetics® Green Weight-Management Program or Thermojetics® Gold HPLC Program.

SUPPLEMENT FACTS

Serving size: 1 Tablet
Servings per container: 90

	Amount per serving	%DV**
Calcium (As Calcium Carbonate)	50 mg	5%
Herbal Blend	368 mg	†
Dried Theobroma Cacao Extract (Seeds), Dried Yerba Maté Extract (Leaves), Dried Damiana Extract (Leaves), Dried Green Tea Extract (Leaves), Dried Citrus Aurantium Extract (Fruit), Dried Coleus Forskohlii Extract (Root), Astragalus (Root), Celery (Seeds), Fennel (Seeds), Hawthorne Berry (Fruit), Licorice (Root), Magnolia (Bark), Marshmallow (Root), Parsley (Leaves), Suma (Root), Dried Cinnamon Extract (Bark), Alfalfa (Leaves) and Dried Black Pepper Extract (Fruit)		
DL-Phenylalanine	150 mg	†
Natural Caffeine	84 mg	†
Tyrosine	75 mg	†
DMAE	50 mg	†
Quercetin	50 mg	†

** Percent Daily values are based on a 2,000-calorie diet

† Daily Value (DV) Not Established.

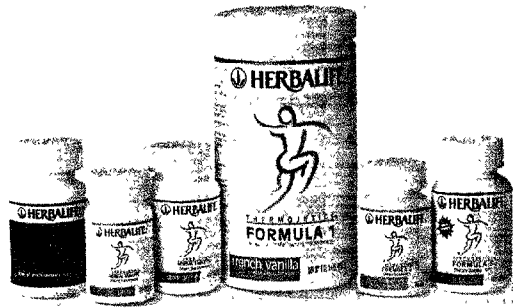
Suggested Serving: Take one to two tablets twice daily, take mid-morning and mid-afternoon, preferably on an empty stomach.

Other Ingredients: Maltodextrin, Corn Starch, Sodium Starch Glycolate, Silicon Dioxide, Sodium Carboxymethylcellulose, Magnesium Stearate, Hydroxypropyl Methylcellulose and Polyethylene Glycol

Ordering Details

90 tablets per bottle

#0077 \$32.95



Thanks to Total Control,TM QuickStart, Advanced and Ultimate Programs just got even better.

Now with
Total ControlTM

If you're ready to lose weight and keep it off, there isn't a more powerful way to do it than with Herbalife's Thermojetics® Green or Gold HPLC QuickStart, Advanced or Ultimate Programs. And now that we've added the revolutionary new weight-loss formula Total ControlTM to all the programs, pounds and inches can come off faster than ever!

Everything you need to lose weight, get healthier and ignite your energy level is in one of these proven-effective programs. Simply choose the Thermojetics® Green or Gold HPLC Program that best suits your needs, and get ready to slip into something smaller sooner than you think. And because the QuickStart, Advanced and Ultimate Programs are powered by Cellular Nutrition®, a unique system that delivers nutrients to the cellular level, you not only lose weight safely and effectively, but you can maintain it over a lifetime.

Weight loss doesn't get any easier than this...guaranteed!

Thermojetics® QuickStart Green Program \$97.35
 French Vanilla #3870 Dutch Chocolate #3871
 Wild Berry #3872 Tropical Fruit #3873

Thermojetics® Advanced Green Program \$152.80
 French Vanilla #3874 Dutch Chocolate #3875
 Wild Berry #3876 Tropical Fruit #3877

Thermojetics® Ultimate Green Program \$199.80
 French Vanilla #3878 Dutch Chocolate #3879
 Wild Berry #3880 Tropical Fruit #3881

Thermojetics® QuickStart Gold HPLC Program \$105.68
 Vanilla #3917 Chocolate #3918

Thermojetics® Advanced Gold HPLC Program \$160.16
 With Thermo-Bond® Vanilla #3919 Chocolate #3920

Thermojetics® Ultimate Gold HPLC Program \$207.15
 With Thermo-Bond® Vanilla #3921 Chocolate #3922



What is the maximum number of tablets that I can take at one time, and what is the maximum amount of tablets that I can take daily?

Total Control™ should be used as recommended on the product label. The recommended amount is 1 to 2 tablets twice per day.

What are the ingredients in this formulation?

The active ingredients include a unique herbal blend of green-tea extract, natural caffeine, theobroma-cacao extract, citrus aurantium, yerba-maté extract, damiana extract, DL-phenylalanine, tyrosine, quercetin, DMAE, cinnamon powder, hawthorne berry, parsley, fennel, celery, licorice, cornsilk, marshmallow, magnolia bark, astragalus, pffaffia paniculata, coleus and black-pepper extract.

What specific ingredient makes this product different from the Thermojetics® Original Green Herbal Tablets, Green Herbal Tablets and the Thermojetics® Gold Herbal Tablets?

We have combined familiar herbs (green tea, yerba maté and citrus aurantium) with the "hottest" new ingredients (damiana, theobroma cacao, DL-phenylalanine, quercetin, tyrosine and coleus) to promote weight-loss and energy.* This herbal blend features a revolutionary combination of "cutting-edge" ingredients. It also contains a few of the herbs contained in Thermojetics® Beige Tablets and new herbs, which have aquaretic effects ("fluid mobilizing") for one-tablet convenience.* There are

published studies on DLPA (DL-phenylalanine) and citrus aurantium concerning their effectiveness for appetite control and thermogenesis (fat burning), respectively.*

Does this product contain caffeine? What is the amount of caffeine in this product?

Yes. Total Control™ contains approximately 84 mg of caffeine per tablet, roughly equivalent to one cup of coffee or black tea.

Does this product have any special notices on the label?

There is a special notice for pregnant or lactating women. Total Control™ is not recommended for use during pregnancy or lactation. Also, there is a phenylketonurics notice on the label. A phenylketonurics notice is required on all foods or dietary supplements that contain added phenylalanine. Phenylalanine is an essential amino acid. Individuals who are born with a rare metabolic disorder, phenylketonuria, are unable to metabolize this amino acid properly and must avoid foods and dietary supplements that contain phenylalanine.

Can I use Total Control™ with the Thermojetics® Gold HPLC product line?

Absolutely. Total Control™ can be used with the Thermojetics® Green or Gold HPLC Weight-Management Programs.

Can I take this product in conjunction with Thermojetics® Herbal Concentrate?

Absolutely. However, those who are caffeine-sensitive should be aware that both products contain caffeine. Thermojetics® Herbal Concentrate contains approximately the same amount of caffeine per suggested servings as does one tablet of Total Control™.

Can I take this product in conjunction with Thermojetics® Original Green, Green, Green Ephedra Free or Gold Tablets?

We do not recommend using Thermojetics® Original Green, Thermojetics® Green, Thermojetics® Green Ephedra Free or Gold Tablets with Total Control™.

Can I take this product in conjunction with Thermojetics® Beige Tablets?

It is not necessary to use Thermojetics® Beige in conjunction with Total Control™. Total Control™ has one-tablet convenience with familiar and new herbs that have an aquaretic ("fluid mobilizing") effect.*



* 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.

Revolutionize Your Business

With Total Control™

Use these ideas and the following tools to introduce your downline and prospects to the benefits of Total Control™ and watch your weight-loss business explode!



This new product has the potential to increase your business like never before. Its potent ephedra-free ingredients are extremely powerful in helping people reach their weight-loss goal—and maintain it. Take advantage of the sales-boosting benefits of Total Control™ by getting the word out to your customers and heavily promoting it to prospects.

All the support tools you need to succeed

Whether you're introducing Total Control™ to your downline or sharing it with existing and new customers, Herbalife has all the promotional materials you need to boost your weight-loss sales with this exciting new product. From sampler packs to a flash e-mail and a Total Control™ video, there's no end to the number of ways you can get the message out that Total Control™ means total weight-loss success! To make it even easier, we've created a Total Control™ section in the Distributor Services area of www.herbalife.com which summarizes all the materials.

Your Total Control™ Training

- ◆ First, read and digest the information in this training guide.
- ◆ Watch the Total Control™ HBN show or view the Total Control™ video on your TV or in the Distributor Services area on www.herbalife.com.

◆ For downloadable support materials, visit the Total Control™ area within the Distributor Services section of www.herbalife.com.

Training your downline on Total Control™

- ◆ Visit the Distributor Services section of www.herbalife.com and forward the Total Control™ training package to each of your downline.
- ◆ Arrange special Total Control™ organizational meetings or conference calls to go over the business opportunities of this amazing new product.
- ◆ Be sure you and your downline get to a November Success Training Seminar to hear members from the Medical Advisory Board speaking on Total Control™. For dates and locations, call the Sales & Communications Department at Home Office.

◆ Additional copies of this manual may be purchased so you can mail it to your downline (#6295 English 50¢ each and #6296 Spanish 50¢ each).

◆ Present all the retail-support items to your Distributors and explain the various uses.

◆ Introduce Total Control™ at your upcoming STSs and hand out samples.

◆ Hold a "lose-weight-now-with Total-Control™" party and introduce your downline to the bigger picture of Total Control™ by screening the Total Control™ video, hosted by members of Herbalife's Medical Advisory Board.

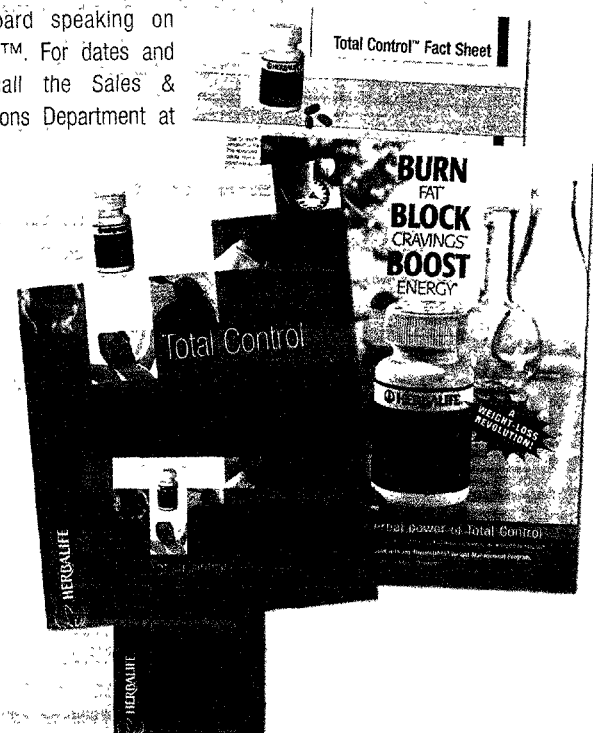
TRAINING SUPPORT MATERIALS

Total Control™ Video #9015 (English) \$2.00
Herbalife's Medical Advisory Board promotes the science and benefits of Total Control™ #9016 (Spanish) \$2.00

Total Control™ Training Flash E-Mail
A dynamic flash e-mail presentation that can be downloaded from www.herbalife.com.



Total Control™ Training Manual #6295 (English) .50¢
#6296 (Spanish) .50¢





Retailing Total Control™

Total Control™ provides the perfect opportunity to boost your nutritional and weight-loss sales. This revolutionary new product adds outstanding value to Herbalife weight-loss programs and kits. Make use of the Total Control™ support materials to build your customer base.

Tips for retailing to existing customers:

- ◆ Telephone all your existing customers and explain the benefits of this exciting product.
- ◆ Send customers a sample packet along with a *Customer Magazine* so they can experience Total Control™ for themselves.
- ◆ Remember to inform your customers that Total Control™ is available in all Herbalife's weight-management programs.
- ◆ Refer customers to www.herbalife.com where they will find further information within the product section.
- ◆ Send out the flash e-mail (available on www.herbalife.com) to all your customers to get them excited about this great new product.
- ◆ Follow up inquiries on Total Control™ by sending out full product details found in this training guide such as ingredient features and benefits and a fact sheet.

To successfully retail Total Control™ to new customers

Here are some leading questions you can ask prospects. If they answer yes, the answer is Total Control™.

1. Are you frustrated with diets that don't work?
2. Have you lost weight in the past only to gain it back again plus more?
3. Are appetite control and food cravings a challenge for you?
4. Do you find it difficult to stick to a diet?
5. Do you suffer from an energy slump mid-morning and/or mid-afternoon?
6. Do you use the excuse "I'm too tired" to avoid exercising?
7. Do you wish you had a faster metabolism?

RETAILING SUPPORT MATERIALS

Total Control™ Sampler Packets #0076 \$37.95
 Each packet contains four tablets—one day's supply—in an individually sealed packet. Hand out to customers and prospects and get ready to order more!

Customer Magazine #6352 (English)
 #6353 (Spanish)
 Features an information-packed article on Total Control™, as well as other health-related articles on wellness, weight loss, exercise and Inner and Outer Nutrition®. Give out to customers and prospects, along with a sample packet of Total Control™. (set of 20) \$6.50

Coming soon!

Total Control™ Flash E-Mail
 A dynamic e-mail presentation that can be e-mailed to all your customers. Download it from www.herbalife.com.

Total Control™ retailing checklist:

- Hand out the *Customer Magazine* featuring Total Control™ to prospects.
- Use the *Customer Magazine* as a leave-behind (with permission) at health clubs, spas, nail and hair salons and healthcare offices.
- Give Total Control™ samples to guests at your next Herbalife Shake Party.

