

What Should I Know About Being an Herbalife Nutrition Independent Distributor?

How can I participate?

As an Herbalife Nutrition Distributor, you can participate in three ways:

- You can buy Herbalife Nutrition products at a discount for your own or household use
- You can sell Herbalife Nutrition products to make a Retail Profit
- You can recruit others who want to consume or sell Herbalife Nutrition products

If your only purpose in joining Herbalife Nutrition is to receive a discount on the products, you have the option to join as a Preferred Member. Most people join Herbalife Nutrition as Preferred Members at a cost of \$34.95 and do not participate in the business. A Preferred Member may convert to Distributor and build a business at any time by buying a Conversion Pack for \$59.95 and completing the Required Distributor training

What should I know about the business opportunity?

- There are no required purchases other than the initial Distributorship kit also known as the International Business Pack (\$94.10) or International Business Pack – Super Starter (\$124.10)
- Distributors enjoy setting their own schedule and choosing how and when to work
- Most people start their Herbalife Nutrition business by working part-time and selling to people they know or people they meet as a way to make a little extra money
- There are no guarantees that you will earn money. Like all business people, some Distributors will succeed, while some will not
- Building a successful Herbalife Nutrition business takes skill, hard work, and time

How can I earn money?

You can earn money by selling Herbalife Nutrition products that you buy at a discount. Your initial discount is approximately 25%. The more you sell, the higher your discount, up to a maximum of 50%. For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:



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|---|----------------|
| Suggested Retail price | \$42.85 |
| Distributor price (with initial discount and before shipping and tax) | - \$32.67 |
| Potential profit | \$10.18 |

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make \$101.80 before expenses
- You can also earn money from the sales of people you sponsor
- You **cannot** earn money by only recruiting or only sponsoring other Distributors

How much can I earn in a typical month?

In 2020, about 191,000 U.S. Distributors ordered products for resale from Herbalife Nutrition and about 180,000 of them earned money from their sales and the sales of those they sponsored. In a typical month, about 90,000 earned money, including those making supplemental income. Here is what they earned in a typical month, before expenses.

| First year Distributors (about 30,000) (about half earned in 7 months or more in 2020) | All other Distributors (about 60,000) (about half earned in 7 months or more in 2020) |
|--|--|
| 50% (about 15,000) earned more than \$201 in a month | 50% (about 30,000) earned more than \$264 in a month |
| Top 10% (about 3,000) earned more than \$1,246 in a month | Top 10% (about 6,000) earned more than \$3,305 in a month |
| Top 1% (about 300) earned more than \$5,913 in a month | Top 1% (about 600) earned more than \$16,213 in a month <i>The Top 1% of Distributors are typically President's Team members. The time it took them to reach President's Team typically between 5 and 11 years. Requires skills, consistent work and dedication.</i> |

What if it doesn't work for me?

- You can cancel your Distributorship at any time. If you are in your first year, you can cancel and receive a full refund of your International Business Pack.
- If you cancel your Distributorship, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.
- Please contact 866-866-4744 for more information.

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