

# Key Information About Being an Herbalife Member

## How to join?

You join by buying the Herbalife Member Pack (534.53 ZAR). There is no other required purchase.

As a Member, you can

- Buy Herbalife® products at a discount for your own or household use.
- Sell Herbalife® products to customers to make a retail profit. An example is shown on the right:
- Recruit others who want to consume or sell Herbalife® products and earn commissions and bonuses from Herbalife based on their activity.
- You **cannot** earn any money by only recruiting or only sponsoring someone.

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|--|--|-------------------|
|  | Suggested Retail Price   | 624.04 ZAR        |
|  | Member Price<br><i>(with initial discount before shipping and taxes)</i> | - 484.07 ZAR      |
|  | <b>Potential profit</b>  | <b>139.97 ZAR</b> |

Many Members in 2022 only benefitted from the discount on Herbalife® products, either for their own use or to sell for a retail profit. As a result, the typical Member did not receive any commissions or bonuses from Herbalife on the sales of other Members.

## How much can a Member earn in a typical month?

In 2022, there were 1,986,217 Members who had been Members for at least one full year. In a typical month, 388,518 Members received commissions or bonuses from Herbalife and Members typically earned in 9 out of 12 months. Here is what those Members made in a typical month before expenses, including what they were paid by Herbalife and an estimate of retail profit modeled on actual sales data from the United States:

**50% earned more than 2,376 ZAR in a month**

**Top 10% earned more than 22,030 ZAR in a month**

**Top 1%\* earned more than 169,211 ZAR in a month**

There are no guarantees. Some Members will succeed, while some will not. As with all business, success requires hard work, skill and dedication.

\*In 2022, the tenure of the top 1% typically ranged from 5 to 10 years.

## What if it doesn't work?

- You can cancel your Membership at any time. If you are in your first 90 days, you can cancel and receive a full refund of your Herbalife Member Pack.
- If you cancel your Membership, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.
- Please contact 011 554 1000 for more information.

## WW TYPICAL MEMBER EARNINGS 2022