

What should I know about being an Herbalife Nutrition Distributor?

How can I participate?

As an Herbalife Nutrition Distributor, you may:

- Buy Herbalife Nutrition products at a discount for your own or household use.
- Participate in the business opportunity by selling Herbalife Nutrition products to make a retail profit.
- Participate in the business opportunity by recruiting others who want to consume or sell Herbalife Nutrition products.


The majority of Distributors join only to receive a discount on Herbalife Nutrition products and do not participate in the business. In 2020, as a result, the typical Distributor did not receive earnings from Herbalife Nutrition.

What should I know about the business opportunity?

- There are no required purchases other than the Herbalife Nutrition Distributor Pack (GBP 35.01).
- 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:

	Suggested Retail Price	GBP 41.07
	Distributor Price <i>(with initial discount before shipping and taxes)</i>	GBP 31.80
	Potential profit	GBP 9.27

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make GBP 92.70 before expenses.
- You can also earn money from the sales of people you sponsor.
- You **cannot** earn money by only recruiting or only sponsoring someone.

It is illegal for a promoter or a participant in a trading scheme to persuade anyone to make a payment by promising benefits from getting others to join a scheme. Do not be misled by claims that high earnings are easily achieved.

In addition to retail earnings, how much could I earn from sales by Distributors I sponsor?

In 2020, there were 29,805 Distributors who had been Distributors for at least 1 (one) full year. In addition to any retail profit, 18% or 5,402 of them earned commissions or bonuses from the sales of Distributors that they sponsored. Here is what they earned, before expenses:

Distributors 1 Year + (5,402)
50% (about 2,701) earned more than GBP 299
Top 10% (about 540) earned more than GBP 4,882
Top 1% (about 54) earned more than GBP 89,320

In 2020, the tenure of the top 1% Distributors ranged from 3 to 37 years.

What if it doesn't work for me?

- You can cancel your Distributorship at any time. If you are within the first 90 days, you can cancel and receive a full refund of your Herbalife Nutrition Distributor 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 0345 056 0606 for more information.

This offer of the Herbalife Nutrition business opportunity is made by Independent Herbalife Nutrition Distributor. The provider of the business opportunity is Herbalife (U.K.) Limited, The Atrium, 1 Harefield Road, Uxbridge, Middlesex, UB8 1HB, United Kingdom, a member of the Direct Selling Association. Goods sold are nutrition, personal care and cosmetic products. Transactions are effected by participants as principals. Participants are required to purchase an Herbalife Nutrition Distributor Pack at the price indicated above.

UNITED KINGDOM STATEMENT OF AVERAGE GROSS COMPENSATION 2020

