


What should I know about being an Herbalife Nutrition Member?

<p>What is an Herbalife Nutrition Membership?</p> <p>Typical Participant</p>	<p>As an Herbalife Nutrition Member, you may:</p> <ul style="list-style-type: none"> • Buy Herbalife Nutrition products at a discount for your 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. <p>The majority of Members join only to receive a discount on Herbalife Nutrition products and do not participate in the business. In 2020, as a result, the typical Member did not receive earnings from Herbalife Nutrition.</p>								
<p>What should I know about the business opportunity?</p>	<p>There are no required purchases other than the initial membership kit also known as the Herbalife Nutrition Member Pack - Mini (\$72.10) or Herbalife Nutrition Member Pack (\$129.50).</p> <p>Members 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 Members will succeed, while some will not.</p> <p>Building a successful Herbalife Nutrition business takes skill, hard work, and time.</p>								
<p>How can I earn Money?</p>	<p>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:</p> <div data-bbox="1133 856 1550 1029" style="border: 1px solid black; padding: 5px; margin: 10px 0;">  <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;">Suggested Retail price</td> <td style="text-align: right; padding: 2px;">\$ 50.90</td> </tr> <tr> <td style="padding: 2px;">Member price</td> <td style="text-align: right; padding: 2px;">\$ 38.79</td> </tr> <tr> <td colspan="2" style="padding: 2px;"><i>(with initial discount before shipping and taxes)</i></td> </tr> <tr> <td style="padding: 2px;">Potential profit</td> <td style="text-align: right; padding: 2px;">\$ 12.11</td> </tr> </table> </div> <ul style="list-style-type: none"> • If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make \$121.13 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. 	Suggested Retail price	\$ 50.90	Member price	\$ 38.79	<i>(with initial discount before shipping and taxes)</i>		Potential profit	\$ 12.11
Suggested Retail price	\$ 50.90								
Member price	\$ 38.79								
<i>(with initial discount before shipping and taxes)</i>									
Potential profit	\$ 12.11								
<p>In addition to retail earnings, how much could I earn from sales by members I sponsor?</p>	<p>In addition to any retail profit, of those Members with at least 1 (one) complete year of tenure (16% or 2,635) who received earnings from Herbalife Nutrition on sales by Members they sponsored, before expenses:</p> <table border="1" style="margin: 10px auto; border-collapse: collapse; text-align: center;"> <tr> <td>Members 1 Year + (2,635)</td> </tr> <tr> <td>50% (about 1,318) earned more than \$432</td> </tr> <tr> <td>Top 10% (about 263) earned more than 8,586</td> </tr> <tr> <td>Top 1% (about 26) earned more than 165,863</td> </tr> </table> <p>In 2020, the tenure of the top 1% Members ranged from 4 to 38 years.</p>	Members 1 Year + (2,635)	50% (about 1,318) earned more than \$432	Top 10% (about 263) earned more than 8,586	Top 1% (about 26) earned more than 165,863				
Members 1 Year + (2,635)									
50% (about 1,318) earned more than \$432									
Top 10% (about 263) earned more than 8,586									
Top 1% (about 26) earned more than 165,863									
<p>What if it doesn't work for me?</p>	<ul style="list-style-type: none"> • You can cancel your membership at any time. If you are in your first year, 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. <p>Please contact 866-622-1222 for more information.</p>								

CANADA STATEMENT OF TYPICAL GROSS COMPENSATION 2020

Published: 06/03/2021

