

# Key Information About Being an Herbalife Independent Distributor

## How to join?

You join by buying an initial Distributorship kit, the Herbalife Distributor Pack. There is no other required purchase.

As a Distributor, you can:

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



Suggested Retail price	\$66.65
Distributor price (with initial discount before shipping and taxes)	- \$50.78
<b>Potential profit</b>	<b>\$15.87</b>



Lowest Price \$34.99

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

Most Distributors in 2022 only benefited from the discount on Herbalife<sup>®-MD</sup> products, either for their own use or to sell for a Retail Profit. In 2022, as a result, the typical Distributor did not receive earnings from Herbalife.

Canada Numbers: In 2022, there were 23,453 Distributors in Canada who had been Distributors for at least one full year. In a typical month, 1,852 Distributors received commissions or bonuses from Herbalife and Distributors typically earned in 9 out of 12 months. Below is what those Distributors made in a typical month before expenses, including what they were paid by Herbalife.

Global Numbers: 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. Below 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:

Canada	Global
50% earned more than CA\$80 in a month	50% earned more than CA\$189 in a month
Top 10% earned more than CA\$1,036 in a month	Top 10% earned more than CA\$1,756 in a month
Top 1%* earned more than CA\$17,249 in a month	Top 1%* earned more than CA\$13,487 in a month

There are no guarantees. Some Distributors 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 3 to 8 years.

## What if it doesn't work?

- 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 Herbalife 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 855-757-4747 for more information.

[https://hrbl.me/Herbalife\\_STE-CAEN](https://hrbl.me/Herbalife_STE-CAEN)

CANADA STATEMENT OF TYPICAL EARNINGS 2022

