



Advisory US/PR and Canada: ZUMBA® Copyrights, Trademarks, Trade Names and Logos

Many Distributors offer exercise and dance activities in conjunction with their Herbalife business. While these activities can be exciting and promote a healthy active lifestyle, Herbalife reminds Distributors that business promotions and activities must always comply with Herbalife's Rules and the law. Although the points that follow are specific to ZUMBA®, they apply to the use of any third party product or service.

As you may know, companies (including Herbalife) go to great lengths to establish a recognizable brand, and as part of those efforts obtain trademarks and copyrights. Companies rely on their trademarks to identify their products and services and distinguish them from other Companies.

ZUMBA® is a registered trademark (intellectual property) of Zumba Fitness, LLC and ZUMBA® related material may also be protected by trademark, trade name, and copyright laws, and as such should not be used outside of the ways provided by law. We remind Distributors of the following:

- The Rules of the Road and Distributor Policies stipulate that Distributors are required to comply with local laws, which include trademark regulations.
- Herbalife has no relationship with ZUMBA® Fitness and no license to use its marks or materials.
- To protect Herbalife's branding efforts and avoid confusion in the marketplace, Herbalife's Rules also prohibit brand mixing. This means that in conjunction with their Herbalife business, Distributors may not use the word ZUMBA® nor may they directly or indirectly promote ZUMBA® classes, DVDs or other ZUMBA® related material (even in an enclosed office or Nutrition Club setting).
- To avoid trademark conflicts, remember when branding and advertising your business not to use brands or phrases that look or sound like those of gyms and fitness service providers.

Distributors may offer and advertise various generic (unbranded) services;

- If offering ZUMBA® activities (generically without any branding) it is important to respect the fact that ZUMBA® instructors are required by Zumba Fitness, LLC, to go through their certification process and if leading classes, must have a current training Certificate of Completion from Zumba Fitness, LLC.

In accordance with Herbalife's Nutrition Club Rules:

- Distributors may not charge fees for services offered at a Nutrition Club or Healthy Lifestyle locations.

To view the complete and latest body of Herbalife's Rules of the Road & Distributor Policies, visit MyHerbalife.com, or contact Herbalife for assistance.

Herbalife thanks you for your support in upholding the policies that have been established to provide protections for your Distributorship. Should you have any questions regarding this communication please contact Herbalife at 866-622-1222