

Key Information About Being an Herbalife Independent Distributor

How to join?

You join by purchasing an initial Distributorship kit, the Herbalife Distributor Pack (\$94.10). There is no other required purchase.

As a Distributor, 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



Suggested Retail price	\$52.70
Distributor price	-\$40.18
<i>(with initial discount before shipping and taxes)</i>	

Potential profit	\$ 12.52
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The majority of Distributors in 2022 joined only to receive a discount on Herbalife® products and do not sell products or recruit others.

How much can a Distributor earn in a typical month?

In 2022, about 142,000 U.S. Distributors ordered products for resale from Herbalife and about 130,000 of them earned money from their sales and the sales of those they sponsored. In a typical month, about 67,500 earned money, including those making supplemental income. Here is what they earned in a typical month before expenses.

First year Distributors (about 13,000) (about half earned in 6 months or more in 2022)	All other Distributors (about 55,000) (about half earned in 6 months or more in 2022)
50% (about 6,400) earned more than \$210 in a month	50% (about 27,400) earned more than \$247 in a month
Top 10% (about 1,300) earned more than \$1,780 in a month	Top 10% (about 5,500) earned more than \$4,419 in a month
Top 1% (about 130) earned more than \$7,880 in a month	Top 1% (about 550) earned more than \$18,598 in a month <i>In 2022, the tenure of the Top 1% typically ranged from 5 to 12 years</i>

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

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.

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