

What should I know about being an Herbalife Nutrition Distributor?

<p>What is an Herbalife Nutrition Distributorship?</p> <p>Typical Participant:</p>	<p>As an Herbalife Nutrition Distributor, 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 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.</p>						
<p>What should I know about the business opportunity?</p>	<p>There are no required purchases other than the initial Distributorship kit also known as the Herbalife Nutrition International Business Pack - Mini (\$72.10) or Herbalife Nutrition International Business Pack (\$129.50).</p> <p>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.</p> <p>There are no guarantees that you will earn money. Like all businesspeople, some Distributors 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="1143 888 1598 1087" style="border: 1px solid black; border-radius: 15px; padding: 10px;">  <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;">Distributor price <i>(with initial discount before shipping and taxes)</i></td> <td style="text-align: right; padding: 2px;">\$38.79</td> </tr> <tr style="border-top: 1px solid black;"> <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	Distributor price <i>(with initial discount before shipping and taxes)</i>	\$38.79	Potential profit	\$12.11
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<p>In addition to retail earnings, how much could I earn from sales by Distributors I sponsor?</p>	<p>In addition to any retail profit, of those Distributors with at least 1 (one) complete year of tenure (16% or 2,635) who received earnings from Herbalife Nutrition on sales by Distributors they sponsored, before expenses:</p> <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>Distributors 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% Distributors ranged from 4 to 38 years.</p>	Distributors 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		
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<p>What if it doesn't work for me?</p>	<ul style="list-style-type: none"> • 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 Nutrition International Business 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 866-622-1222 for more information. 						

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CANADA STATEMENT OF TYPICAL GROSS COMPENSATION 2020

