

# What should I know about being a Herbalife Nutrition Associate?

## How can I participate?

As a Herbalife Nutrition Associate, you may:

- 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.


If your only purpose in joining Herbalife Nutrition is to receive a discount on the products, you have the option to join as a Preferred Customer. Most people join Herbalife Nutrition as Preferred Customer and do not participate in the business. A Preferred Customer may convert to Associate and build their business at any time.

## What should I know about the business opportunity?

- Associates 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 Associates will succeed, while some will not.
- Building a successful Herbalife Nutrition business takes skill, hard work, and time.

## How can I earn Money?

You can earn money by selling Herbalife Nutrition products that you buy at a discount. Your initial discount is approximately 25% of earn Base\*. The more you sell, the higher your discount, up to a maximum of 50% of earn Base. For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:

	Maximum Retail Price	INR 1,996.00
	Associate Price <i>(with initial discount including taxes – for Pickup Orders)</i>	INR 1,571.00
	<b>Potential profit**</b>	<b>INR 425.00</b>

on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:

- If you buy at this initial discount and sell 10 canisters at the Maximum Retail Price, you would make INR 4,250.00 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.

## In addition to retail earnings, how much could I earn from sales by Associates I sponsor?

In 2020, there were 314,881 Associates who had been Associates for at least 1 (one) full year. In addition to any retail profit, 22% or 70,647 of them earned commissions or bonuses from the sales of Associates that they sponsored. Here is what they earned, before expenses:

<b>Associates 1 Year + (70,647)</b>
<b>50% (about 35,324) earned more than INR 10,724 in a year</b>
<b>Top 10% (about 7,065) earned more than INR 155,520 in a year</b>
<b>Top 1% (about 706) earned more than INR 2,249,288 in a year</b>

In 2020, the tenure of the top 1% Associates ranged from 1 to 22 years.

## What if it doesn't work for me?

- You can cancel your Associateship at any time.
- If you cancel your Associateship, you can return unopened products you purchased within the last 12 months for a full refund. We even pay for shipping cost for the return of all the products.

Please contact +91-8040311444 for more information.

### INDIA STATEMENT OF AVERAGE GROSS COMPENSATION 2020

\* Earn Base: The value assigned to a product, in local currency, on which discounts and earnings are calculated.

\*\* Potential Profit: Varies based on Associate's Tax status (whether Registered under GST or not)