

What should I know about being an Herbalife Nutrition Independent Distributor?

How can I participate?

As an Herbalife Nutrition Independent Distributor, you may:

- Buy Herbalife Nutrition products® at a discount for your own or 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®

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.

What should I know about the business opportunity?

- There are no required purchases other than the initial Distributorship kit also known as the International Business Pack (IBP) (US \$43.45)
- 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
- There are no guarantees that you will earn money. Like all business people, some Distributors 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%. 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:



Suggested Retail price	US \$39.65
Distributor price <i>(with initial discount before shipping and taxes)</i>	US \$30.19
Potential profit	US \$9.47

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make US \$94.70 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 Distributors I Sponsor?

In 2020, there were 2,245 Distributors who had been Distributors for at least 1 (one) full year. In addition to any Retail Profit, 14% or 319 of them earned commissions or bonuses from the sales of Distributors that they sponsored. Here is what they earned, before expenses:

Distributors 1 Year + (319)
50% (about 160) earned more than US \$177
Top 10% (about 32) earned more than US \$4,039

What if it doesn't work for me?

- 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 International Business Pack (IBP).
- 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 1(800) 203-0046 (JM Toll-Free) for more information.