

# What should I know about being an Herbalife Member?

## How can I participate?

As an Herbalife Member, you may:

- Buy Herbalife products at a discount for your own or household use.
- Participate in the business opportunity by selling Herbalife products to make a retail profit.
- Participate in the business opportunity by recruiting others who want to consume or sell Herbalife products.


The majority of Members join only to receive a discount on Herbalife products and do not participate in the business. In 2020, as a result, the typical Member did not receive earnings from Herbalife.

## What should I know about the business opportunity?

- There are no requirements to pay for anything to join.
- Members enjoy setting their own schedule and choosing how and when to work.
- Most people start their Herbalife 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 Members will succeed, while some will not.
- Building a successful Herbalife business takes skill, hard work, and time.

## How can I earn Money?

You can earn money by selling Herbalife 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's best-selling product is shown on the right:



Suggested Retail price	VND \$790,000.00
Member price <i>(with initial discount before shipping and taxes)</i>	VND \$610,077.50
<b>Potential profit</b>	<b>VND \$179,922.50</b>

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make VND 1,799,225.00 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 members I sponsor?

At the end of 2020, there were about 78,010 active Members who had been Members for at least 1 (one) full year; about 113,639 active Members who had been Members for under 1 (one) year. In addition to any retail profit, 24% or about 19,040 of them earned commissions or bonuses from the sales of Members that they sponsored. Here is what they earned, before expenses:

<b>Members 1 Year+ (about 19,040)</b>
<b>50% (about 9,520) earned more than VND 10,928,292</b>
<b>Top 10% (about 1,904) earned more than VND 147,046,170</b>
<b>Top 1% (about 190) earned more than VND 1,593,598,936</b>

In 2020, the tenure of the top 1% Members ranged from 1.8 to 11 years.

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

- You can cancel your membership at any time.
- If you cancel your membership, you can return unopened products you purchased within the last year for a full refund. We even pay the shipping.

Please contact 84-28-3827-9191 for more information.