


# What should I know about being an Herbalife Nutrition Independent Associate?

<p><b>How can I participate?</b></p>	<p>As an Herbalife Nutrition Independent Associate, you may:</p> <ul style="list-style-type: none"> <li>• Buy Herbalife Nutrition products at a discount for your household use.</li> <li>• Participate in the business opportunity by selling Herbalife Nutrition products to make a retail profit.</li> <li>• Participate in the business opportunity by recruiting others who want to consume or sell Herbalife Nutrition products.</li> </ul> <p>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. <u>Most</u> people join Herbalife Nutrition as Preferred Customer at a cost of KZT 2,750 and do not participate in the business. A Preferred Customer may convert to Independent Associates and build a business at any time by buying a (Conversion Pack) for KZT 9,190.</p>						
<p><b>What should I know about the business opportunity?</b></p>	<ul style="list-style-type: none"> <li>• There are no required purchases other than the initial Associateship kit also known as the Herbalife Nutrition Independent Associates Pack (KZT 11,941.00).</li> <li>• Independent Associates enjoy setting their own schedule and choosing how and when to work.</li> <li>• 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.</li> <li>• There are no guarantees that you will earn money. Like all business people, some Independent Associates will succeed, while some will not.</li> <li>• Building a successful Herbalife Nutrition business takes skill, hard work, and time.</li> </ul>						
<p><b>How can I earn money?</b></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="889 821 1568 1050" style="border: 1px solid black; padding: 5px;">  <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;">Suggested Retail Price</td> <td style="text-align: right; padding: 2px;">KZT 10,203.00</td> </tr> <tr> <td style="padding: 2px;">Independent Associate Price <i>(with initial discount before shipping and taxes)</i></td> <td style="text-align: right; padding: 2px;">KZT 7,899.00</td> </tr> <tr style="border-top: 1px solid black;"> <td style="padding: 2px;"><b>Potential profit</b></td> <td style="text-align: right; padding: 2px;"><b>KZT 2,304.00</b></td> </tr> </table> </div> <ul style="list-style-type: none"> <li>• If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make KZT 23,040.00 before expenses.</li> <li>• You can also earn money from the sales of people you sponsor.</li> <li>• You <b>cannot</b> earn money by only recruiting or only sponsoring someone.</li> </ul>	Suggested Retail Price	KZT 10,203.00	Independent Associate Price <i>(with initial discount before shipping and taxes)</i>	KZT 7,899.00	<b>Potential profit</b>	<b>KZT 2,304.00</b>
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<p><b>In addition to retail earnings, how much could I earn from sales by Independent Associates I sponsor?</b></p>	<p>In 2020, there were 23,642 Independent Associates who had been Independent Associates for at least 1 (one) full year. In addition to any retail profit, 19% or 4,429 of them earned commissions or bonuses from the sales of Independent Associates that they sponsored. Here is what they earned, before expenses:</p> <table border="1" style="margin-left: auto; margin-right: auto; border-collapse: collapse; text-align: center;"> <tr> <td><b>Independent Associates 1 Year + (4,429)</b></td> </tr> <tr> <td><b>50% (about 2,215) earned more than KZT 60,979</b></td> </tr> <tr> <td><b>Top 10% (about 443) earned more than KZT 1,203,552</b></td> </tr> <tr> <td><b>Top 1% (about 44) earned more than KZT 16,298,275</b></td> </tr> </table> <p>In 2020, the tenure of the top 1% Independent Associates ranged from 6 to 27 years.</p>	<b>Independent Associates 1 Year + (4,429)</b>	<b>50% (about 2,215) earned more than KZT 60,979</b>	<b>Top 10% (about 443) earned more than KZT 1,203,552</b>	<b>Top 1% (about 44) earned more than KZT 16,298,275</b>		
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<p><b>What if it doesn't work for me?</b></p>	<ul style="list-style-type: none"> <li>• You can cancel your Associateship at any time. If you are within the first 90 days, you can cancel and</li> <li>• receive a full refund of your Herbalife Nutrition Independent Associate Pack.</li> <li>• If you cancel your Associateship, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.</li> </ul> <p>Please contact 8 800 080 50 30 for more information.</p>						