


What should I know about being an Herbalife Nutrition Distributor?

<p>How can I participate?</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 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. <p>If your only purpose in joining Herbalife Nutrition is to receive a discount on the products, you should discuss with your sponsor whether the Preferred Customer program is right for you. A Preferred Customer cannot sell products, recruit others or earn multi-level compensation, but does receive a discount on the products. A Preferred Customer may convert to Distributor and build a business at any time by following the conversion process and purchasing a Conversion Pack.</p>						
<p>What should I know about the business opportunity?</p>	<ul style="list-style-type: none"> • There are no required purchases other than the initial Herbalife Nutrition Distributor Pack (EUR 47.96). • 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. 						
<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% 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:</p> <div data-bbox="917 766 1542 997" 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;">EUR 62.88</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;">EUR 48.67</td> </tr> <tr style="border-top: 1px solid black;"> <td style="padding: 2px;">Potential profit</td> <td style="text-align: right; padding: 2px;">EUR 14.22</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 EUR 142.20 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	EUR 62.88	Distributor Price <i>(with initial discount before shipping and taxes)</i>	EUR 48.67	Potential profit	EUR 14.22
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<p>In addition to retail earnings, how much could I earn from sales by Distributors I sponsor?</p>	<p>In 2021, there were 20,100 Distributors who had been Distributors for at least 1 (one) full year. In addition to any retail profit, 21% or 4,221 of them earned commissions or bonuses from the sales of Distributors 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>Distributors 1 Year + (4,221)</td> </tr> <tr> <td>50% (about 2,111) earned more than EUR 399</td> </tr> <tr> <td>Top 10% (about 423) earned more than EUR 5,108</td> </tr> <tr> <td>Top 1% (about 43) earned more than EUR 83,360</td> </tr> </table> <p>In 2021, the tenure of the top 1% Distributors ranged from 3 to 29 years.</p>	Distributors 1 Year + (4,221)	50% (about 2,111) earned more than EUR 399	Top 10% (about 423) earned more than EUR 5,108	Top 1% (about 43) earned more than EUR 83,360		
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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 within the first 90 days, you can cancel and receive a full refund of your Herbalife Nutrition Distributor 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. <p>Please contact 0800 58 075 for more information.</p>						

BELGIUM STATEMENT OF AVERAGE GROSS COMPENSATION 2021

*Earn Base: This is the monetary value assigned to each product on which all discount and earning calculations are based.