


# What should I know about being an Herbalife Nutrition Member?

<p><b>How can I participate?</b></p>	<p>As an Herbalife Nutrition Member, you may:</p> <ul style="list-style-type: none"> <li>• Buy Herbalife Nutrition products at a saving for your own or household use.</li> <li>• Participate in the business opportunity by selling Herbalife Nutrition products to make earnings.</li> <li>• Participate in the business opportunity by recruiting others who want to consume or sell Herbalife Nutrition products.</li> </ul> <p>The majority of Members join only to receive a saving on Herbalife Nutrition products and do not participate in the business. In 2021, as a result, the typical Member did not receive earnings from Herbalife Nutrition.</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 membership kit also known as the Herbalife Nutrition Member Pack - (Rp. 587,000.00)</li> <li>• Members 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 Members 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 saving. Your initial saving is approximately 25%. The more you sell, the higher your saving, up to a maximum of approximately 50%. For example, the initial saving on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:</p> <div data-bbox="1047 856 1578 1033" 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;">Rp 421,000.00</td> </tr> <tr> <td style="padding: 2px;">Member price <i>(with initial saving before shipping and taxes)</i></td> <td style="text-align: right; padding: 2px;">Rp 322,750.00</td> </tr> <tr> <td style="padding: 2px;"><b>Potential profit</b></td> <td style="text-align: right; padding: 2px;"><b>Rp 98,250.00</b></td> </tr> </table> </div> <ul style="list-style-type: none"> <li>• If you buy at this initial saving and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make Rp. 982,500.00 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	Rp 421,000.00	Member price <i>(with initial saving before shipping and taxes)</i>	Rp 322,750.00	<b>Potential profit</b>	<b>Rp 98,250.00</b>
Suggested Retail price	Rp 421,000.00						
Member price <i>(with initial saving before shipping and taxes)</i>	Rp 322,750.00						
<b>Potential profit</b>	<b>Rp 98,250.00</b>						
<p><b>In addition to retail earnings, how much could I earn from sales by Members I sponsor?</b></p>	<p>In 2021, there were 67,795 Members who had been Members for at least 1 (one) full year. In addition to any earnings from personal sales, 23% or 15,749 of them earned commissions or bonuses from the sales of Members that they sponsored. Here is what they earned, before expenses:</p> <table border="1" data-bbox="402 1344 1019 1554" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr> <td><b>Members 1 Year + (15,749)</b></td> </tr> <tr> <td><b>50% (about 7,875) earned more than Rp. 4,063,523</b></td> </tr> <tr> <td><b>Top 10% (about 1,575) earned more than Rp. 67,463,161</b></td> </tr> <tr> <td><b>Top 1% (about 158) earned more than Rp. 964,659,488</b></td> </tr> </table> <p>In 2021, the tenure of the top 1% Members ranged from 4 to 23 years.</p>	<b>Members 1 Year + (15,749)</b>	<b>50% (about 7,875) earned more than Rp. 4,063,523</b>	<b>Top 10% (about 1,575) earned more than Rp. 67,463,161</b>	<b>Top 1% (about 158) earned more than Rp. 964,659,488</b>		
<b>Members 1 Year + (15,749)</b>							
<b>50% (about 7,875) earned more than Rp. 4,063,523</b>							
<b>Top 10% (about 1,575) earned more than Rp. 67,463,161</b>							
<b>Top 1% (about 158) earned more than Rp. 964,659,488</b>							
<p><b>What if it doesn't work for me?</b></p>	<ul style="list-style-type: none"> <li>• You can cancel your Membership at any time. If you are in your first 90 days, you can cancel and receive a full refund of your Herbalife Nutrition Member Pack.</li> <li>• If you cancel your Membership, you can return unopened products you purchased for a full refund. We even pay for shipping.</li> </ul> <p>Please contact (021) 8068 2700 for more information.</p>						