

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

## How can I participate?

As an Herbalife Nutrition Distributor, you may:

- Buy Herbalife Nutrition products at a discount for your 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.


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.

## What should I know about the business opportunity?

- There are no required purchases other than the initial Membership kit also known as the Herbalife Nutrition Member Pack (EUR 51.10).
- 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% 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:

	Suggested Retail Price	EUR 58.96
	Member Price <i>(with initial discount before shipping and taxes)</i>	EUR 45.61
	<b>Potential profit</b>	<b>EUR 13.35</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 EUR 133.50 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 2021, there were 55,424 Distributors who had been Distributors for at least 1 (one) full year. In addition to any retail profit, 28% or 15,727 of them earned commissions or bonuses from the sales of Distributors that they sponsored. Here is what they earned, before expenses:

<b>Distributors 1 Year + (15,727)</b>
<b>50% (about 7,864) earned more than EUR 358</b>
<b>Top 10% (about 1,573) earned more than EUR 4,763</b>
<b>Top 1% (about 158) earned more than EUR 54,704</b>

In 2021, the tenure of the top 1% Distributors ranged from 5 to 31 years.

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

- 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 Member Pack.
- If you cancel your Distributorship, you can return unopened products you purchased for a full refund. We even pay for shipping.

Please contact Member Services for more information.

## ITALY 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.