

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

## How can I participate?

As an Herbalife Nutrition Distributor, you may:

- 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.

The majority of Distributors join only to receive a discount on Herbalife Nutrition products and do not participate in the business. In 2021, as a result, the typical Distributors did not receive earnings from Herbalife Nutrition.

## What should I know about the business opportunity?

- There are no required purchases other than the initial Distributorship kit also known as the International Business Pack (IBP) (US\$43.45).
- 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%. The more you sell, the higher your discount, up to a maximum of approximately 50%. For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:



Suggested Retail price	US\$47.05
Distributor price <i>(with initial discount before Shipping and tax)</i>	US\$35.85
<b>Potential profit</b>	<b>US\$11.20</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 \$112 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 1,763 Distributors who had been Distributors for at least 1 (one) full year. In addition to any retail profit, 17% or 304 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 + (304)</b>
<b>50% (about 152) earned more than US\$223</b>
<b>Top 10% (about 31) earned more than US\$3,495</b>

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

- You can cancel your Distributorship at any time. If you are in your first year, you can cancel and receive a full refund of your International Business 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.
- Please contact 1(800) 203-0046 (Toll-Free) for more information.