

What should I know about being an Herbalife Nutrition Member?

How can I participate?

As an Herbalife Nutrition Member, 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/Member) 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 - (JPY 6,372.00)
- Members 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 Members 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	¥5390
	Member price <i>(with initial discount before shipping and taxes)</i>	¥4143
	Potential profit	¥1247

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make JPY 12,470 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 Members I sponsor?

In 2021, there were 12,289 Members who had been Members for at least 1 (one) full year. In addition to any retail profit, 15% or 1,862 of them earned commissions or bonuses from the sales of Members that they sponsored. Here is what they earned, before expenses:

Members 1 Year + (1,862)
50% (about 931) earned more than JPY 63,861
Top 10% (about 187) earned more than JPY 1,042,688
Top 1% (about 19) earned more than JPY 14,645,733

In 2021, the tenure of the top 1% Members ranged from 4 to 28 years.

What if it doesn't work for me?

- 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.
- If you cancel your Membership, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.

Please contact 0120-956-253 for more information.

JAPAN STATEMENT OF AVERAGE GROSS COMPENSATION 2021