


# 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 discount for your household use.</li> <li>• Participate in the business opportunity by selling Herbalife Nutrition products to make a retail profit.</li> <li>• Participate in the business opportunity by recruiting others who want to consume or sell Herbalife Nutrition products.</li> </ul> <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/Member) and build a business at any time by following the conversion process and purchasing a Conversion Pack.</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 - (TWD 2,294.00)</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 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:</p> <div data-bbox="1143 886 1581 1037" 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;">TWD \$1475</td> </tr> <tr> <td style="padding: 2px;">Member price <small>(with initial discount before shipping and taxes)</small></td> <td style="text-align: right; padding: 2px;">TWD \$1135</td> </tr> <tr> <td style="padding: 2px;"><b>Potential profit</b></td> <td style="text-align: right; padding: 2px;"><b>TWD \$340</b></td> </tr> </table> </div> <ul style="list-style-type: none"> <li>• If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make TWD 3,400.00 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	TWD \$1475	Member price <small>(with initial discount before shipping and taxes)</small>	TWD \$1135	<b>Potential profit</b>	<b>TWD \$340</b>		
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<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 33,487 Members who had been Members for at least 1 (one) full year. In addition to any retail profit, 20% or 6,697 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" style="margin-left: auto; margin-right: auto; border-collapse: collapse; text-align: center;"> <tr> <td colspan="2"><b>Members 1 Year + (6,697)</b></td> </tr> <tr> <td><b>50% (about 3,349) earned more than</b></td> <td><b>TWD 18,356</b></td> </tr> <tr> <td><b>Top 10% (about 670) earned more than</b></td> <td><b>TWD 341,472</b></td> </tr> <tr> <td><b>Top 1% (about 67) earned more than</b></td> <td><b>TWD 4,731,234</b></td> </tr> </table> <p>In 2021, the tenure of the top 1% Members ranged from 6 to 27 years.</p>	<b>Members 1 Year + (6,697)</b>		<b>50% (about 3,349) earned more than</b>	<b>TWD 18,356</b>	<b>Top 10% (about 670) earned more than</b>	<b>TWD 341,472</b>	<b>Top 1% (about 67) earned more than</b>	<b>TWD 4,731,234</b>
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<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 within the last year for a full refund. We even pay for shipping.</li> </ul> <p>Please contact (02) 8170-5268 for more information.</p>								

TAIWAN STATEMENT OF AVERAGE GROSS COMPENSATION 2021