

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 Distributor 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) (TT\$268.65).
- 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	TT\$325.10
Distributor price <i>(with initial discount before Shipping and tax)</i>	TT\$247.77
Potential profit	TT\$77.33

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make TT\$773.30 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 1,568 Distributors who had been Distributors for at least 1 (one) full year. In addition to any retail profit, 12% or 190 of them received earnings from Herbalife Nutrition on sales of Distributors they sponsored, typically ranging between TT\$319 and TT\$5,869 before expenses. Some earned more and some earned less.

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 (IBP).
 - 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) 203-0005 (Toll-Free) for more information.