

What should I know about being an Herbalife Nutrition Independent Associate?

How can I participate?

As an Herbalife Nutrition Independent Associate, 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 Associateship kit also known as the Herbalife Nutrition Independent Associates Pack (RUB 2,078.00).
- Independent Associates 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 Independent Associates 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	RUB 2,681.00
	Independent Associate Price <i>(with initial discount before shipping and taxes)</i>	RUB 2,077.25
	Potential profit	RUB 603.75

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make RUB 6,037.50 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 Independent Associates I sponsor?

In 2021, there were 106,931 Independent Associates who had been Independent Associates for at least 1 (one) full year. In addition to any retail profit, 21% or 22,983 of them earned commissions or bonuses from the sales of Independent Associates that they sponsored. Here is what they earned, before expenses:

Independent Associates 1 Year + (22,983)
50% (about 11,492) earned more than 13,122
Top 10% (about 2,299) earned more than 202,666
Top 1% (about 230) earned more than 3,051,056

In 2021, the tenure of the top 1% Independent Associates ranged from 3 to 31 years.

What if it doesn't work for me?

- You can cancel your Associateship at any time. If you are within the first 90 days, you can cancel and
- receive a full refund of your Herbalife Nutrition Independent Associate Pack.
- If you cancel your Associateship, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.

Please contact 8 800 200 74 74 for more information.

RUSSIA 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.