Herbalife Nutrition Independent Distributor

**How can I participate?**

As an Herbalife Nutrition Independent Distributor, you can participate in three ways:

- You can buy Herbalife Nutrition products at a discount for your own or household use.
- You can sell Herbalife Nutrition products to make a Retail Profit.
- You can recruit 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 have the option to join as a Preferred Member. Most people join Herbalife Nutrition as Preferred Members at a cost of $34.95 and do not participate in the business. A Preferred Member may convert to Distributor and build a business at any time by buying a Conversion Pack for $59.95 and completing the Required Distributor Training.

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

**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 50%. For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:

- Suggested Retail price $42.00
- Distributor price $32.03 (with initial discount and before shipping and tax)
- Potential profit $9.97

  If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make $99.70 before expenses.

- You can also earn money from the sales of people you sponsor.
- You cannot earn money by only recruiting or only sponsoring other Distributors.

**How much can I earn in a typical month?**

In 2019, about 146,000 U.S. Distributors ordered products for resale from Herbalife Nutrition and about 136,000 of them earned money from their sales and the sales of those they sponsored. In a typical month, about 68,000 earned money, including those making supplemental income. Here is what they earned in a typical month, before expenses.

<table>
<thead>
<tr>
<th>First-year Distributors (about 22,000) (about half earned in 6 or more months in 2019.)</th>
<th>All other Distributors (about 46,000) (about half earned in 7 months or more in 2019.)</th>
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<tbody>
<tr>
<td>50% (about 11,000) earned more than $175 in a month</td>
<td>50% (about 23,000) earned more than $265 in a month</td>
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<tr>
<td>Top 10% (about 2,200) earned more than $1,930 in a month</td>
<td>Top 10% (about 4,600) earned more than $3,335 in a month</td>
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<tr>
<td>Top 1% (about 220) earned more than $4,740 in a month</td>
<td>Top 1% (about 460) earned more than $14,755 in a month</td>
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The Top 1% of Distributors are typically President’s Team members. The time it took them to reach President’s Team typically ranges between 5 and 11 years. Requires skills, consistent work and dedication.

**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 866-866-4744 for more information.

**U.S. STATEMENT OF AVERAGE GROSS COMPENSATION 2019**