

# What should I know about being an Herbalife Distributor?

## How can I participate?

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

- You can buy Herbalife® products at a discount for your own or household use.
- You can sell Herbalife® products to make a retail profit.
- You can recruit others who want to consume or sell Herbalife® products.

Most people join only to receive a discount on Herbalife® products and do not participate in the business. In 2016, as a result, 86% of U.S. Distributors (466,926) did not receive earnings from Herbalife.

## 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 (\$94.10) or International Business Pack - Super Starter (\$124.10).
- Distributors enjoy setting their own schedule and choosing how and when to work.
- Most people start their Herbalife 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 business takes skill, hard work, and time.

## How can I earn money?

You can earn money by selling Herbalife® 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's best-selling product is shown on the right:



Suggested Retail price	\$39.90
Distributor price <i>(with initial discount and before shipping and tax)</i>	– \$30.40
Potential profit	<b>\$ 9.50</b>

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make \$95 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.

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

In a typical month from June to September 2017, about 45,000 U.S. Distributors ordered products for resale from Herbalife and about 40,000 of them earned money from their sales and the sales of those they sponsored. Here is what they earned in a typical month, before expenses.

First year Distributors (10,000)	All other Distributors (30,000)
<b>50%</b> (5,000) earned more than <b>\$95</b>	<b>50%</b> (15,000) earned more than <b>\$305</b>
<b>Top 10%</b> (1,000) earned more than <b>\$740</b>	<b>Top 10%</b> (3,000) earned more than <b>\$3,450</b>
<b>Top 1%</b> (100) earned more than <b>\$2,690</b>	<b>Top 1%</b> (300) earned more than <b>\$14,175</b>
	<i>The Top 1% of Distributors are typically President's Team members who have spent <b>3-35 years</b> on their business, averaging 13 years.</i>

## 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.