


# What Should I Know About Being an Herbalife Nutrition Independent Distributor?

<p><b>How can I participate?</b></p>	<p>As an Herbalife Nutrition Distributor, you can participate in three ways:</p> <ul style="list-style-type: none"> <li>• You can buy Herbalife Nutrition products at a discount for your own or household use</li> <li>• You can sell Herbalife Nutrition products to make a Retail Profit</li> <li>• You can recruit 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 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</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 Distributorship kit also known as the International Business Pack (\$94.10) or International Business Pack – Super Starter (\$124.10)</li> <li>• Distributors 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 Distributors 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 50%. For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:</p> <div data-bbox="984 716 1544 919" 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;">\$42.85</td> </tr> <tr> <td style="padding: 2px;">Distributor price (with initial discount and before shipping and tax)</td> <td style="text-align: right; padding: 2px;">- \$32.67</td> </tr> <tr> <td style="border-top: 1px solid black; padding: 2px;">Potential profit</td> <td style="text-align: right; border-top: 1px solid black; padding: 2px;"><b>\$10.18</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 \$101.80 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 other Distributors</li> </ul>	Suggested Retail price	\$42.85	Distributor price (with initial discount and before shipping and tax)	- \$32.67	Potential profit	<b>\$10.18</b>		
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<p><b>How much can I earn in a typical month?</b></p>	<p>In 2020, about 191,000 U.S. Distributors ordered products for resale from Herbalife Nutrition and about 180,000 of them earned money from their sales and the sales of those they sponsored. In a typical month, about 90,000 earned money, including those making supplemental income. Here is what they earned in a typical month, before expenses.</p> <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th style="width: 50%; padding: 5px;"><b>First year Distributors</b> (about 30,000) (about half earned in 7 months or more in 2020)</th> <th style="width: 50%; padding: 5px;"><b>All other Distributors</b> (about 60,000) (about half earned in 7 months or more in 2020)</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;"><b>50%</b> (about 15,000) earned more than <b>\$201 in a month</b></td> <td style="padding: 5px;"><b>50%</b> (about 30,000) earned more than <b>\$264 in a month</b></td> </tr> <tr> <td style="padding: 5px;"><b>Top 10%</b> (about 3,000) earned more than <b>\$1,246 in a month</b></td> <td style="padding: 5px;"><b>Top 10%</b> (about 6,000) earned more than <b>\$3,305 in a month</b></td> </tr> <tr> <td style="padding: 5px;"><b>Top 1%</b> (about 300) earned more than <b>\$5,913 in a month</b></td> <td style="padding: 5px;"><b>Top 1%</b> (about 600) earned more than <b>\$16,213 in a month</b> <i>The Top 1% of Distributors are typically President's Team members. The time it took them to reach President's Team typically between 5 and 11 years. Requires skills, consistent work and dedication.</i></td> </tr> </tbody> </table>	<b>First year Distributors</b> (about 30,000) (about half earned in 7 months or more in 2020)	<b>All other Distributors</b> (about 60,000) (about half earned in 7 months or more in 2020)	<b>50%</b> (about 15,000) earned more than <b>\$201 in a month</b>	<b>50%</b> (about 30,000) earned more than <b>\$264 in a month</b>	<b>Top 10%</b> (about 3,000) earned more than <b>\$1,246 in a month</b>	<b>Top 10%</b> (about 6,000) earned more than <b>\$3,305 in a month</b>	<b>Top 1%</b> (about 300) earned more than <b>\$5,913 in a month</b>	<b>Top 1%</b> (about 600) earned more than <b>\$16,213 in a month</b> <i>The Top 1% of Distributors are typically President's Team members. The time it took them to reach President's Team typically between 5 and 11 years. Requires skills, consistent work and dedication.</i>
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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 Distributorship at any time. If you are in your first year, you can cancel and receive a full refund of your International Business Pack.</li> <li>• 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.</li> <li>• Please contact 866-866-4744 for more information.</li> </ul>								

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