


What should I know about being a Herbalife Nutrition Associate?

<p>How can I participate?</p>	<p>As a Herbalife Nutrition Associate, you may:</p> <ul style="list-style-type: none"> • 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. <p>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 Associate and build a business at any time by following the conversion process.</p>						
<p>What should I know about the business opportunity?</p>	<ul style="list-style-type: none"> • 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 Associates will succeed, while some will not. • Building a successful Herbalife Nutrition business takes skill, hard work, and time. 						
<p>How can I earn Money?</p>	<p>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:</p> <div data-bbox="831 808 1520 1041" style="border: 1px solid black; padding: 5px;">  <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Maximum Retail Price</td> <td style="text-align: right;">INR 2,276.00</td> </tr> <tr> <td>Associate Price <i>(with initial discount including taxes – for Pickup Orders)</i></td> <td style="text-align: right;">INR 1,783.00</td> </tr> <tr> <td style="border-top: 1px solid black;">Potential profit**</td> <td style="text-align: right; border-top: 1px solid black;">INR 493.00</td> </tr> </table> </div> <p>For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:</p> <ul style="list-style-type: none"> • If you buy at this initial discount and sell 10 canisters at the Maximum Retail Price, you would make INR 4,930.00 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. 	Maximum Retail Price	INR 2,276.00	Associate Price <i>(with initial discount including taxes – for Pickup Orders)</i>	INR 1,783.00	Potential profit**	INR 493.00
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Associate Price <i>(with initial discount including taxes – for Pickup Orders)</i>	INR 1,783.00						
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<p>In addition to retail earnings, how much could I earn from sales by Associates I sponsor?</p>	<p>In 2021, there were 231,284 Associates who had been Associates for at least 1 (one) full year. In addition to any retail profit, 37% or 85,633 of them earned commissions or bonuses from the sales of Associates that they sponsored. Here is what they earned, before expenses:</p> <table border="1" style="margin-left: auto; margin-right: auto; border-collapse: collapse; text-align: center;"> <tr> <td>Associates 1 Year + (85,633)</td> </tr> <tr> <td>50% (about 42,817) earned more than INR 13,903 in a year</td> </tr> <tr> <td>Top 10% (about 8,564) earned more than INR 203,881 in a year</td> </tr> <tr> <td>Top 1% (about 857) earned more than INR 2,793,561 in a year</td> </tr> </table> <p>In 2021, the tenure of the top 1% Associates ranged from 1 to 23 years.</p>	Associates 1 Year + (85,633)	50% (about 42,817) earned more than INR 13,903 in a year	Top 10% (about 8,564) earned more than INR 203,881 in a year	Top 1% (about 857) earned more than INR 2,793,561 in a year		
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<p>What if it doesn't work for me?</p>	<ul style="list-style-type: none"> • You can cancel your Associateship at any time. • If you cancel your Associateship, you can return unopened products you purchased within the last 12 months for a full refund. We even pay for shipping cost for the return of all the products. <p>Please contact +91-8040311444 for more information.</p>						

INDIA STATEMENT OF AVERAGE GROSS COMPENSATION 2021



* Earn Base: The value assigned to a product, in local currency, on which discounts and earnings are calculated.

**Potential Profit: Varies based on Associate's Tax status and product price. Price is valid at the time of publication and subject to change.