


Key Information About Being an Herbalife Independent Associate

How to join?

You join by buying the Herbalife Associate Pack (82.12 BYN). There is no other required purchase.

As an Independent Associate, you can

- Buy Herbalife® products at a discount for your own or household use.
- Promote sales of Herbalife® products to customers to make a retail profit. An example is shown on the right:
- Recruit others who want to consume or promote sales of Herbalife® products and earn commissions and bonuses from Herbalife based on their activity.
- You **cannot** earn any money by only recruiting or only sponsoring someone.

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|  | Suggested Retail Price | 77.82 BYN |
| | Independent Associate Price <i>(with initial discount before shipping and taxes)</i> | - 60.37 BYN |
| | Potential profit | 17.46 BYN |

Many Independent Associates in 2022 only benefitted from the discount on Herbalife® products, either for their own use or to promote sales for a retail product. As a result, the typical Independent Associate did not receive any commissions or bonuses from Herbalife on the sales of other Independent Associates.

How much can an Independent Associate earn in a typical month?

In 2022, there were 1,986,217 Independent Associates who had been Independent Associates for at least one full year. In a typical month, 388,518 Independent Associates received commissions or bonuses from Herbalife and Independent Associates typically earned in 9 out of 12 months. Here is what those Independent Associates made in a typical month before expenses, including what they were paid by Herbalife and an estimate of retail profit modeled on actual sales data from the United States:

50% earned more than 397 BYN in a month

Top 10% earned more than 3,683 BYN in a month

Top 1%* earned more than 28,285 BYN in a month

There are no guarantees. Some Independent Associates will succeed, while some will not. As with all business, success requires hard work, skill and dedication.

*In 2022, the tenure of the top 1% typically ranged from 5 to 10 years.

What if it doesn't work?

- You can cancel your Associateship at any time. If you are in your first 90 days, you can cancel and receive a full refund of your Herbalife 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 8-801-100-73-73 for more information.

WW TYPICAL INDEPENDENT ASSOCIATE EARNINGS 2022