


Key Information About Being an Herbalife Independent Distributor

How to join?

You join by buying an initial Distributorship kit – the Mini Herbalife Distributor Pack (USD 36.62). There is no other required purchase.

As a Distributor, you can

- Buy Herbalife products at a discount for your own or household use.
- Sell Herbalife products to customers to make a retail profit. An example is shown on the right:
- Recruit others who want to consume or sell 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 | USD 40.28 |
| Distributor price <i>(with initial discount before shipping and taxes)</i> | USD 31.27 |
| Potential profit | USD 9.01 |

Many Distributors in 2022 only benefitted from the discount on Herbalife products, either for their own use or to sell for a retail profit. As a result, the typical Distributor did not receive any commissions or bonuses from Herbalife on the sales of other Distributors.

How much can a Distributor earn in a typical month?

In 2022, there were 1,986,217 Distributors who had been Distributors for at least one full year. In a typical month, 388,518 Distributors received commissions or bonuses from Herbalife and Distributors typically earned in 9 out of 12 months. Here is what those Distributors 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:

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| 50% earned more than \$146 USD in a month |
| Top 10% earned more than \$1,353 USD in a month |
| Top 1%* earned more than \$10,394 USD in a month |

There are no guarantees. Some Distributors 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 Distributorship at any time. If you are in your first 90 days, you can cancel and receive a full refund of your Herbalife Distributor 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 (855) 23-999-268 for more information.