

Key Information About Being an Herbalife Member


How to join?

You join by buying the Herbalife Member Pack (119,426.00 MNT). There is no other required purchase.

As a Member, 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:

| | | |
|---|--|----------------------|
|  | Suggested Retail Price | 104,425.00 MNT |
| | Member Price <i>(with initial discount before shipping and taxes)</i> | - 80,691.00 MNT |
| Potential profit | | 23,734.00 MNT |

- 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.

Many Members 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 Member did not receive any commissions or bonuses from Herbalife on the sales of other Members.

How much can a Member earn in a typical month?

In 2022, there were 1,986,217 Members who had been Members for at least one full year. In a typical month, 388,518 Members received commissions or bonuses from Herbalife and Members typically earned in 9 out of 12 months. Here is what those Members 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 454,257 MNT in a month

Top 10% earned more than 4,211,674 MNT in a month

Top 1%* earned more than 32,348,866 MNT in a month

There are no guarantees. Some Members 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 Membership at any time. If you are in your first 90 days, you can cancel and receive a full refund of your Herbalife Member Pack.
- If you cancel your Membership, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.
- Please contact 1800 1101 for more information.

WW TYPICAL MEMBER EARNINGS 2022