

Key Information About Being an Herbalife Independent Distributor

How to join?

You join by buying an initial Distributorship kit – the Herbalife Distributor Pack (NZD 84.03) or the Herbalife24 Distributor Pack (NZD 102.77). 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.



Suggested Retail price	NZD \$93.37
Distributor price <i>(with initial discount before shipping and taxes)</i>	NZD \$71.77
Potential profit	NZD \$21.60

Many Distributors in 2024 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 2024, there were 1,945,797 Distributors who had been Distributors for at least one full year. In a typical month, 410,626 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:

50% earned more than NZD 234 (\$132 USD) in a month
Top 10% earned more than NZD 2,129 (\$1,199 USD) in a month
Top 1%* earned more than NZD 17,475 (\$9,842 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 2024, the tenure of the top 1% typically ranged from 5 to 12 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 0800 437 225 for more information.