

# Key Information About Being an Herbalife Distributor

## How to join?

You join by buying the Herbalife Distributor Pack (617.50 ZAR). 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.



Retail Price	785.79 ZAR
Distributor Price (with initial discount before shipping and taxes)	-624.84 ZAR
<b>Potential profit</b>	<b>160.95 ZAR</b>

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 2,471 ZAR in a month**

**Top 10% earned more than 22,516 ZAR in a month**

**Top 1%\* earned more than 184,830 ZAR 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 +27 21 100 4940 for more information.

## WW TYPICAL DISTRIBUTOR EARNINGS 2024