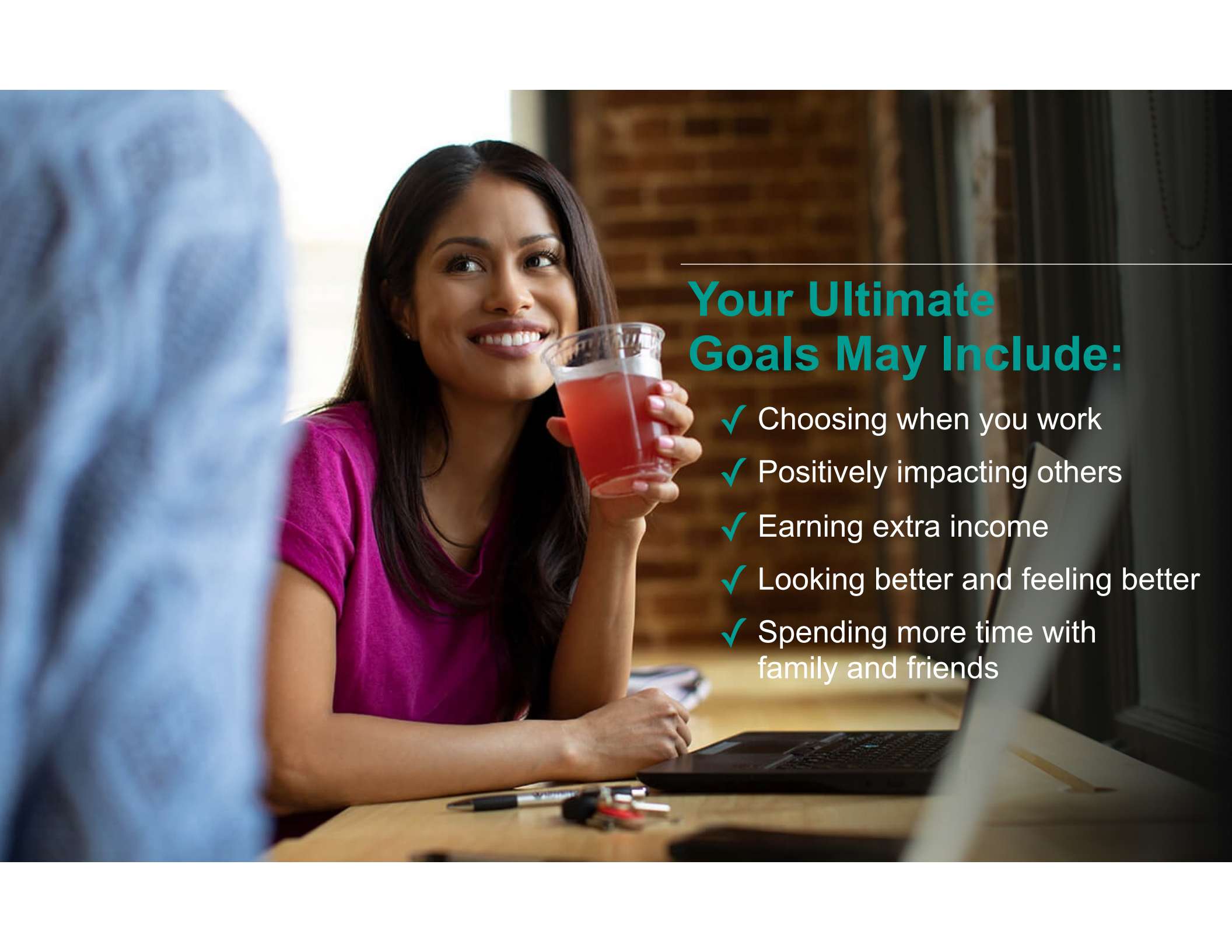


**Great Products!  
Great Opportunity!**





## Your Ultimate Goals May Include:

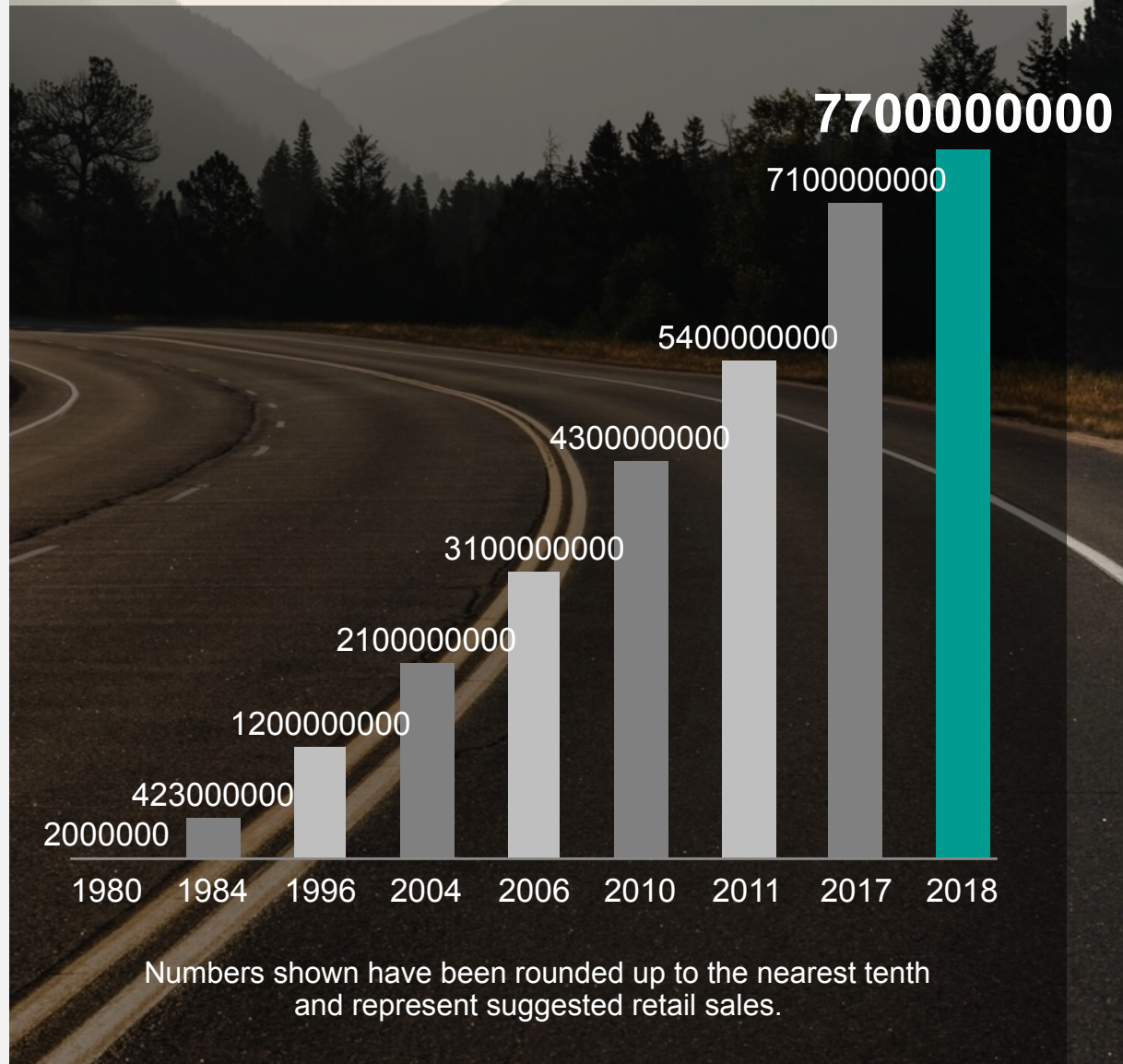
- ✓ Choosing when you work
- ✓ Positively impacting others
- ✓ Earning extra income
- ✓ Looking better and feeling better
- ✓ Spending more time with family and friends



# Your Past Doesn't Determine Your Future!

Utilize Our Strengths for  
YOUR BENEFIT

- ✓ Our amazing products
- ✓ In business for over 3 decades
- ✓ Open in over 90 countries
- ✓ A support system for training and personal growth
- ✓ \$7.7 billion in suggested retail sales in 2018



Herbalife Nutrition is worldwide in  
over 90 countries and continues to expand

# Who do you know?

Expand your business worldwide

USA  
CANADA  
AUSTRALIA  
UNITED KINGDOM  
NEW ZEALAND  
ISRAEL  
SPAIN  
MEXICO  
FRANCE  
GERMANY  
PORTUGAL  
CZECH REPUBLIC  
HONG KONG

ITALY  
NETHERLANDS  
JAPAN  
VENEZUELA  
DOMINICAN REPUBLIC  
ARGENTINA  
BELGIUM  
POLAND  
DENMARK  
SWEDEN  
PHILIPPINES  
RUSSIA  
TAIWAN

AUSTRIA  
SWITZERLAND  
BRAZIL  
SOUTH AFRICA  
FINLAND  
NORWAY  
GREECE  
KOREA  
CHILE  
THAILAND  
TURKEY  
INDONESIA  
BOTSWANA


LESOTHO  
NAMIBIA  
SWAZILAND  
JAMAICA  
ICELAND  
INDIA  
SLOVAK REPUBLIC  
CYPRUS  
PANAMA  
IRELAND  
COLOMBIA  
CHINA  
CROATIA  
LATVIA

UKRAINE  
MACAU  
ESTONIA  
SINGAPORE  
LITHUANIA  
BOLIVIA  
HUNGARY  
MALAYSIA  
COSTA RICA  
PERU  
EL SALVADOR  
ZAMBIA  
ROMANIA  
HONDURAS

NICARAGUA  
GUATEMALA  
ECUADOR  
VIETNAM  
PARAGUAY  
ARUBA  
BULGARIA  
GEORGIA  
BELARUS  
LEBANON  
MONGOLIA  
GHANA  
SLOVENIA  
URUGUAY

SERBIA  
MACEDONIA  
ARMENIA  
KAZAKHSTAN  
BOSNIA AND  
HERZEGOVINA  
MOLDOVA  
TRINIDAD AND TOBAGO  
CAMBODIA  
KYRGYZSTAN  
AZERBAIJAN  
PUERTO RICO  
FRENCH POLYNESIA  
MALTA



A woman with long dark hair, wearing a pink zip-up hoodie over a dark green t-shirt, is smiling and holding a large white canister of Herbalife Formula 1. She is in a brightly lit setting, possibly a store or a health fair, with other people and products visible in the background.

## We Offer Nutrition for a Healthy, Active Life!

Globally, over 1.6 billion servings of Herbalife Nutrition Formula 1 were sold in 2018!\*

\*Formula 1 Healthy Meal Nutritional Shake Mix is available in different sizes. For example, in some markets, it comes in 750 gram (30 servings) canisters. The total number of servings sold in 2018 includes all servings from all package sizes.

### Cellular Nutrition

- ✓ Healthy Weight
- ✓ Specialized Nutrition
  - Digestive Health
  - Heart Health
  - Sleep and Relaxation
  - Immune Support
  - Men's Health
  - Women's Health
  - Children's Health
  - Healthy Aging
- ✓ Energy & Fitness
- ✓ Skin and Hair Care

Changing people's lives since 1980 using Total Nutrition

# Product Success

People who replace two meals a day with Herbalife Nutrition Formula 1 as part of a healthy lifestyle (such as lowering caloric intake, eating a healthy, balanced diet or engaging in regular physical activity), can generally expect to lose around half a pound to 1 pound per week.





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# Product Success

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Francy,  
gained  
**13 lbs.**



Anil, gained  
**7 lbs.**



Karen,  
**73 years old**



Before



After

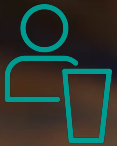
For weight gain, you need to consume more calories than you burn. Herbalife Nutrition Formula 1 products can be added between meals to augment your calorie intake.



# Grow Your Business



Customers



Preferred Members (PM)



Herbalife Nutrition  
Independent Distributors  
& Supervisors

- ✓ Increase customers/PMs to increase profit and potential new Distributors
- ✓ Increase Distributors to increase profit and potential new Supervisors





# Daily Activities to Find New Customers

- ✓ Social Media
- ✓ Invitations, Flyers, Ads
- ✓ Shake, Spa Events
- ✓ Business In-Service
- ✓ People You Know and Care About
- ✓ Grand Openings
- ✓ Fitness Camps







## Your Ultimate Goals May Include:

- ✓ Make Potential Retail and Wholesale Profit
- ✓ Make a Difference

# 1.

Areas of Potential Income

## Retail Profits

**EXAMPLE:** \$200 Earn Base Order

1 Customer \$200 Order @ 25% = **\$50 Profit**

1 Customer \$200 Order @ 50% = **\$100 Profit**

10 Customers \$2,000 Orders @ 25% = **\$500 Profit**

10 Customers \$2,000 Orders @ 50% = **\$1,000 Profit**

Royalties and Production Bonuses are received by those at the higher levels of the Sales & Marketing Plan and are not typical. Refer to SAGC for typical earnings at [HerbalifeNutrition.com/SAGC](http://HerbalifeNutrition.com/SAGC).



## 2. Your Ultimate Goals May Include: **Wholesale Profits**

Earn Up to 25% Profit from New & Existing Distributors

Earn Up to 25% Profit from New & Existing Preferred Members

**YOU Supervisor 50%**

**EXAMPLE: \$200 Earn Base Order**

**10 Preferred Members Order \$200 @ 25% = \$2,000 Sales**

**10 Distributors Sell \$200 @ 25% = \$2,000 Sales**

Royalties and Production Bonuses are received by those at the higher levels of the Sales & Marketing Plan and are not typical. Refer to SAGC for typical earnings at [HerbalifeNutrition.com/SAGC](http://HerbalifeNutrition.com/SAGC).

# 3.

Areas of Potential Income

## Royalties

**Supervisor  
50%**

1<sup>st</sup> Level Supervisor\*

2<sup>nd</sup> Level Supervisor\*

3<sup>rd</sup> Level Supervisor\*

**Distributor  
25%**

Up to 5% monthly Royalty

Achieve 2,500 Documented Volume (DV) or more from your and your downline's Distributors' sales to customers and PMs

### Example:

1 <sup>st</sup> Level – 5,000 DV	<b>R.O. \$250</b>
2 <sup>nd</sup> Level – 10,000 DV	<b>R.O. \$500</b>
3 <sup>rd</sup> Level – 5,000 DV	<b>R.O. \$250</b>
<b>Total Royalty Override</b>	<b>\$1,000</b>

Hypothetical Example. Royalties and Production Bonuses are received by those at the higher levels of the Sales & Marketing Plan and are not typical. Refer to SAGC for typical earnings at [HerbalifeNutrition.com/SAGC](http://HerbalifeNutrition.com/SAGC).

\*Not every Supervisor will average 2,500 DVP, so you probably will need more Supervisors to achieve these results. Earning Royalties requires building a large team of business builders consistently selling products to customers.







## Build a Team of Supervisors

- ✓ In order to earn Royalties, you need to build a team of Supervisors under you
- ✓ To find your key people who do the work, you may need to sponsor 10, 20, 30... and you must replace the people who left the business with new people
- ✓ Takes time, consistent work, skill and dedication

Hypothetical Example. Royalties and Production Bonuses are received by those at the higher levels of the Sales & Marketing Plan and are not typical. Refer to SAGC for typical earnings at [HerbalifeNutrition.com/SAGC](https://HerbalifeNutrition.com/SAGC).



4.

Areas of Potential Income

## Production Bonus

As you reach higher levels in the Sales & Marketing Plan you become eligible to Earn a Monthly Bonus from 2% up to 7% on your Entire Organization

Royalties and Production Bonuses are received by those at the higher levels of the Sales & Marketing Plan and are not typical. Refer to SAGC for typical earnings at [HerbalifeNutrition.com/SAGC](https://www.HerbalifeNutrition.com/SAGC).



# Your Ultimate Goals May Include:

1.

Retail Profits

2.

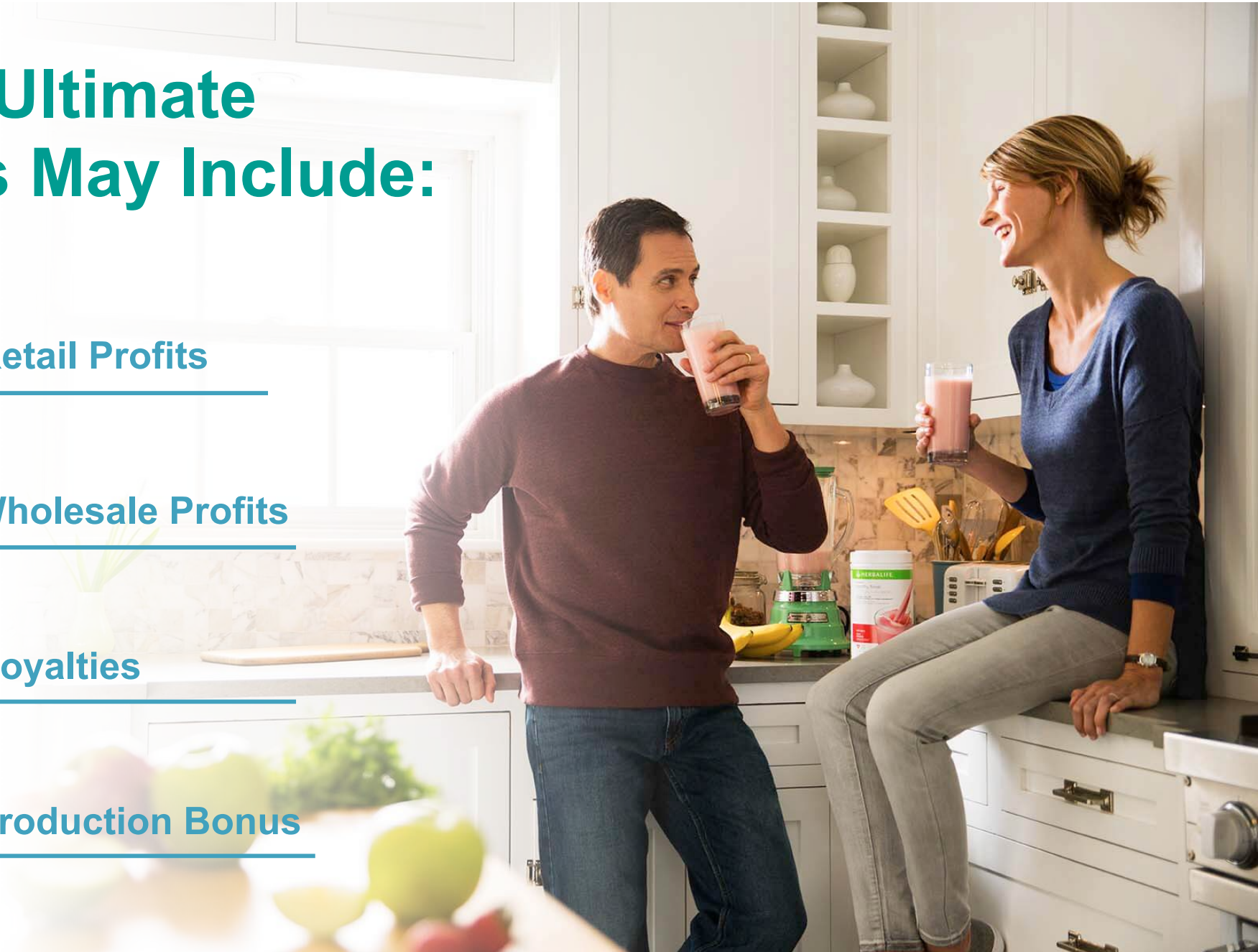
Wholesale Profits

3.

Royalties

4.

Production Bonus



# Business Success Results & SAGC

In 2018, about 136,000 U.S. Distributors ordered products for resale from Herbalife Nutrition in one or more months and about 125,000 of them earned money from their sales and the sales of those they sponsored.

In a typical month, about 62,000 earned money, including those making supplemental income.

Here is what they earned in a typical month, before expenses.

## First year Distributors (about 20,000)

(about half earned in 6 or more months in 2018)

**50%** (about 10,000)  
earned more than **\$170**

**Top 10%** (about 2,000)  
earned more than **\$900**

**Top 1%** (about 195)  
earned more than **\$2,940**

## All other Distributors (42,000)

(about half earned in 8 months or more in 2018)

**50%** (about 21,000)  
earned more than **\$265**

**Top 10%** (about 4,200)  
earned more than **\$3,200**

**Top 1%** (about 420) earned more than **\$14,270**  
The Top 1% of Distributors are typically President's Team members. The time it took them to reach President's Team typically ranges between 5 and 11 years. Requires skill, consistent work and dedication.

Refer to SAGC for typical earnings at [HerbalifeNutrition.com/SAGC](https://HerbalifeNutrition.com/SAGC).



## On Our Team You Have Access to:

- ✓ Potentially Create Daily & Monthly Cash Flow
- ✓ Personal Product Results
- ✓ Acquire New Skills & Grow Personally
- ✓ Free Customer Website
- ✓ Information & Inspiration
- ✓ Our Training & Support System
- ✓ New Friends
- ✓ Fun!



# Your Next Step







**Get started on the products as a Customer or Preferred Member to look better and feel better**

**Sign up as a Preferred Member \$34.95**







**Get started as a Distributor  
to earn extra income**

**Sign up as a Distributor \$94.10**

DISTRIBUTOR REFUND POLICY: If Distributorship is canceled for any reason, you may return all unopened products that were purchased in the previous 12 months for a full refund. To obtain a refund, Distributors may call Member Services at 866-866-4744 (select language, then select option 1 for Distributor) or submit the refund form available at [MyHerbalife.com](http://MyHerbalife.com).

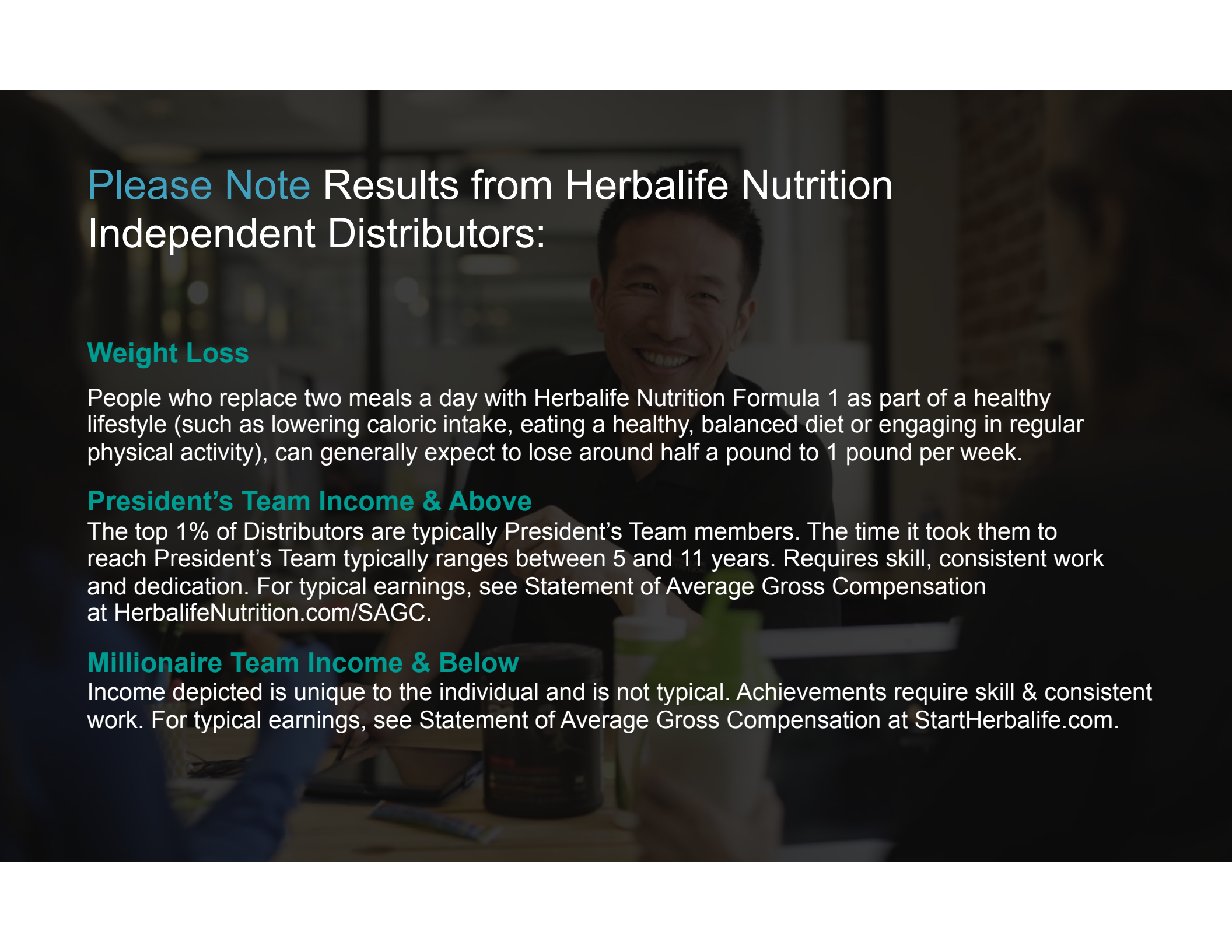






 **HERBALIFE**  
**NUTRITION**  
EST. 1980

**Great Products!**  
**Great Opportunity!**



## Please Note Results from Herbalife Nutrition Independent Distributors:

### **Weight Loss**

People who replace two meals a day with Herbalife Nutrition Formula 1 as part of a healthy lifestyle (such as lowering caloric intake, eating a healthy, balanced diet or engaging in regular physical activity), can generally expect to lose around half a pound to 1 pound per week.

### **President's Team Income & Above**

The top 1% of Distributors are typically President's Team members. The time it took them to reach President's Team typically ranges between 5 and 11 years. Requires skill, consistent work and dedication. For typical earnings, see Statement of Average Gross Compensation at [HerbalifeNutrition.com/SAGC](https://HerbalifeNutrition.com/SAGC).

### **Millionaire Team Income & Below**

Income depicted is unique to the individual and is not typical. Achievements require skill & consistent work. For typical earnings, see Statement of Average Gross Compensation at [StartHerbalife.com](https://StartHerbalife.com).



# What should I know about being an Herbalife Nutrition Independent Distributor?

## How can I participate?

As an Herbalife Nutrition Independent Distributor, you can participate in three ways:

- ✓ You can buy Herbalife Nutrition products at a discount for your own or household use
- ✓ You can sell Herbalife Nutrition products to make a Retail Profit
- ✓ You can recruit others who want to consume or sell Herbalife Nutrition products

If your only purpose in joining Herbalife Nutrition is to receive a discount on the products, you have the option to join as a Preferred Member. Most people join Herbalife Nutrition as Preferred Members at a cost of \$34.95 and do not participate in the business. A Preferred Member may convert to Distributor and build a business at any time by buying a Conversion Pack for \$59.95 and completing the Required Distributor Training.

A man and a woman are smiling and looking at a document together. The man is on the right, wearing a grey shirt, and the woman is on the left, wearing a pink top. They appear to be in a professional or business setting.

## What should I know about being an Herbalife Nutrition Independent Distributor?

### What should I know about the Herbalife Nutrition opportunity?

- ✓ There are no required purchases other than the initial Distributorship kit also known as the International Business Pack (\$94.10) or International Business Pack - Super Starter (\$124.10)
- ✓ Distributors enjoy setting their own schedule and choosing how and when to work
- ✓ Most people start their Herbalife Nutrition business by working part time and selling to people they know or people they meet as a way to make a little extra money
- ✓ There are no guarantees that you will earn money. Like all business people, some Distributors will succeed, while some will not.
- ✓ Building a successful Herbalife Nutrition business takes skill, hard work, and time



# What should I know about being an Herbalife Nutrition Independent Distributor?

## How can I earn money?

You can earn money by selling Herbalife Nutrition products that you buy at a discount. Your initial discount is approximately 25%. The more you sell, the higher your discount, up to a maximum of 50%. For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown to the right:

- ✓ If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make \$97.80 before expenses
- ✓ You can also earn money from the sales of people you sponsor
- ✓ You cannot earn money by only recruiting or only sponsoring other Distributors

## Formula 1 Healthy Meal



Suggested Retail Price	\$41.20
Distributor Price (with initial discount and before shipping and tax)	- \$31.42
Potential Profit	\$9.78

# What should I know about being an Herbalife Nutrition Independent Distributor?

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## What if it doesn't work for me?

- ✓ You can cancel your Distributorship at any time. If you are in your first year, you can cancel and receive a full refund of your International Business 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 866-866-4744 for more information

