# Key Information About Being an Herbalife Member

#### How to join?

You join by buying the Herbalife Member Pack (81.10 BAM). 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:
- 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 270 BAM in a month

Top 10% earned more than 2,503 BAM in a month

Top 1%\* earned more than 19,225 BAM 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 +385 1 3309 238 for more information.

#### **WW TYPICAL MEMBER EARNINGS 2022**

