


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

<h2>How can I participate?</h2>	<p>As an Herbalife Nutrition Distributor, you can participate in three ways:</p> <ul style="list-style-type: none"> <li>You can buy Herbalife Nutrition products at a discount for your own or household use.</li> <li>You can sell Herbalife Nutrition products to make a retail profit.</li> <li>You can recruit others who want to consume or sell Herbalife Nutrition products.</li> </ul> <p>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.</p>								
<h2>What should I know about the business opportunity?</h2>	<ul style="list-style-type: none"> <li>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).</li> <li>Distributors enjoy setting their own schedule and choosing how and when to work.</li> <li>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.</li> <li>There are no guarantees that you will earn money. Like all business people, some Distributors will succeed, while some will not.</li> <li>Building a successful Herbalife Nutrition business takes skill, hard work, and time.</li> </ul>								
<h2>How can I earn money?</h2>	<p>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 on the right:</p> <div data-bbox="915 751 1479 989" style="border: 1px solid black; padding: 5px;">  <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;">Suggested Retail price</td> <td style="text-align: right; padding: 2px;">\$41.20</td> </tr> <tr> <td style="padding: 2px;">Distributor price</td> <td style="text-align: right; padding: 2px;">- \$31.42</td> </tr> <tr> <td style="padding: 2px;"><i>(with initial discount and before shipping and tax)</i></td> <td style="border-top: 1px solid black; text-align: right; padding: 2px;"><b>\$9.78</b></td> </tr> </table> </div> <ul style="list-style-type: none"> <li>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.</li> <li>You can also earn money from the sales of people you sponsor.</li> <li>You <b>cannot</b> earn money by only recruiting or only sponsoring other Distributors.</li> </ul>	Suggested Retail price	\$41.20	Distributor price	- \$31.42	<i>(with initial discount and before shipping and tax)</i>	<b>\$9.78</b>		
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<h2>How much can I earn in a typical month?</h2>	<p>In a typical month between July 2017 to June 2018, about 51,500 U.S. Distributors ordered products for resale from Herbalife Nutrition and about 46,500 of them earned money from their sales and the sales of those they sponsored. Here is what they earned in a typical month, before expenses.</p> <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th style="width: 50%; padding: 5px;">First year Distributors (14,000)</th> <th style="width: 50%; padding: 5px;">All other Distributors (32,500)</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;"><b>50% (7,000) earned more than \$140</b></td> <td style="padding: 5px;"><b>50% (16,000) earned more than \$315</b></td> </tr> <tr> <td style="padding: 5px;"><b>Top 10% (1,400) earned more than \$840</b></td> <td style="padding: 5px;"><b>Top 10% (3,250) earned more than \$3,400</b></td> </tr> <tr> <td style="padding: 5px;"><b>Top 1% (140) earned more than \$2,800</b></td> <td style="padding: 5px;"> <b>Top 1% (325) earned more than \$14,100</b>  <i>Top 1% of Distributors. If achieved, our top 1% earners (typically President's Team members) take between 5 and 11 years to reach that level through skill and consistent work. For typical earnings, see Statement of Average Gross Compensation at HerbalifeNutrition.com/SAGC</i> </td> </tr> </tbody> </table>	First year Distributors (14,000)	All other Distributors (32,500)	<b>50% (7,000) earned more than \$140</b>	<b>50% (16,000) earned more than \$315</b>	<b>Top 10% (1,400) earned more than \$840</b>	<b>Top 10% (3,250) earned more than \$3,400</b>	<b>Top 1% (140) earned more than \$2,800</b>	<b>Top 1% (325) earned more than \$14,100</b> <i>Top 1% of Distributors. If achieved, our top 1% earners (typically President's Team members) take between 5 and 11 years to reach that level through skill and consistent work. For typical earnings, see Statement of Average Gross Compensation at HerbalifeNutrition.com/SAGC</i>
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<h2>What if it doesn't work for me?</h2>	<ul style="list-style-type: none"> <li>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.</li> <li>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.</li> <li>Please contact <b>866-866-4744</b> for more information.</li> </ul>								