

# THE HERBALIFE NUTRITION PREFERRED MEMBER PROGRAM



As an Herbalife Nutrition **Preferred Member (PM)**, you have access to our full range of Healthy Weight, Specialized Nutrition, Energy & Fitness, and Skin and Hair Care products.

As a new **PM**, you are immediately eligible to receive a discount of over 20% from the manufacturer's suggested retail price (MSRP) on most Herbalife Nutrition products.\* For every product order you place, you will receive Points,<sup>†</sup> which can help you enjoy even higher discounts.

You also have access to MyHerbalife.com, an exclusive "members only" website with helpful training materials and tools to help you achieve your goals, as well as workout videos, new product previews, and special promotions.

## PREFERRED MEMBER (PM) BENEFITS INCLUDE:

### 1. The opportunity to achieve higher discount levels based on your purchases. There are three discount levels at Herbalife Nutrition.

As an Herbalife Nutrition Independent Distributor, your discount is calculated from the Earn Base for each Herbalife Nutrition product. In our effort to continue to Build It Better, we've simplified how we communicate discount levels for Preferred Members. Moving forward, we will provide the price you will pay at each discount level instead of having you calculate the discount from the Earn Base.

**Bronze:** Start at the Bronze level where you're instantly eligible for discounts of over 20% from MSRP on most Herbalife Nutrition products.\*

**Silver:** After accumulating personal product purchases of 500 Points in a consecutive 12-month period, you can move to Silver Level. Silver PMs are eligible for discounts of over 30% from MSRP on most Herbalife Nutrition products.\*

**Gold:** Achieve Gold level status when you accumulate personal product purchases of 2,500 Points in a consecutive 12-month period. Gold PMs are eligible for discounts of approximately 40% from MSRP on most Herbalife Nutrition products.\* (In order to maintain Gold PM status, a PM must requalify by accumulating 2,500 Points in a consecutive 12-month period during the Herbalife Nutrition annual qualification period: February 1 through January 31.)

### 2. Product purchases are subject to sales tax on your actual purchase price after discount instead of the product's MSRP!

### 3. Take advantage of special events, promotions, and rewards available exclusively to PMs.

### 4. Get "The Scoop": the biweekly, Preferred Members-only newsletter with specialized recipes, helpful meal plans, fitness tips, and much more!

### 5. Hassle-free: Order directly from MyHerbalife.com anytime, anywhere with 24/7 access.

### 6. No required training or meetings.

### 7. Switch to Distributor status at any time with a low cost. If you switch to Distributor status, you will be able to earn income on your documented retail sales as well as sponsor others. If you moved up to a higher discount as a PM, you will maintain that discount only for Personal Consumption purchases, not for purchases for retail sale. Purchases for retail sales start at the 25% level. (Remember, you must be a Distributor to be able to sell Herbalife Nutrition products or have a downline.)

### 8. Low Annual Fee!

## JOIN THE PREFERRED MEMBER COMMUNITY AND START ENJOYING AMAZING BENEFITS!

\*Discount applies to most Herbalife Nutrition Fitness and Skin and Hair Care products and must be for Personal Consumption. Excludes apparel, brochures, cases, tablet dispensers and boxes, containers, starter kits, cups, bottles, mugs, tablet crushers, and mixers.

<sup>†</sup>Every product is assigned a Point amount. By accumulating Points through your purchases, you can become eligible for Silver and Gold levels – which allow you to enjoy even higher discounts.

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