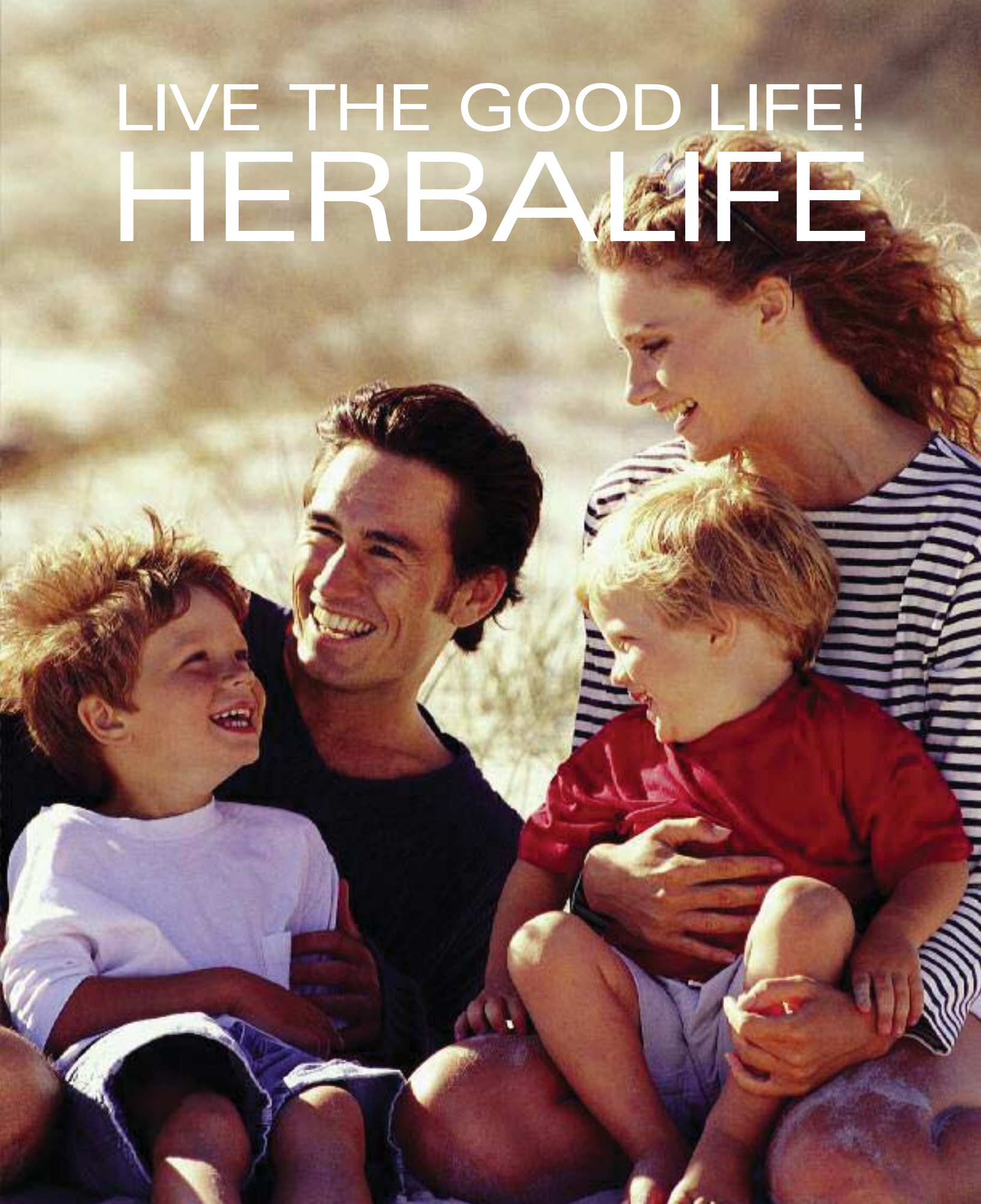


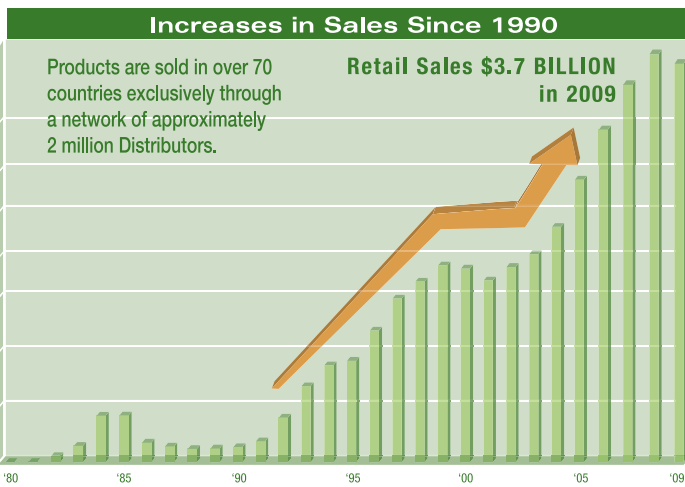
# LIVE THE GOOD LIFE! HERBALIFE





Mark Hughes devoted his life to making the dream of Herbalife come true

MARK HUGHES (1956–2000), Herbalife's Founder and First Distributor



- In 1980, Mark Hughes founded Herbalife, selling products out of the trunk of his car
- Thanks to positive product results, Herbalife is now a global company
- We combine the best of science and nature

Numbers represented in this graph are approximations. They are not the actual sales numbers.

# Herbalife around the world



Germany Distribution Center



L.A. Live – Our Newest Corporate Office



Herbalife Plaza, Los Angeles



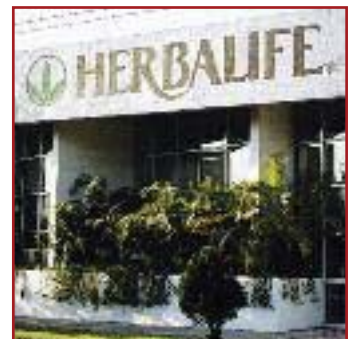
Brazil Distribution Center



Japan Distribution Center



U.K. Distribution Center



Mexico Distribution Center

- A global nutrition and direct-selling company
- Millions of satisfied customers worldwide
- Listed on the New York Stock Exchange

# The science behind the products



Mark Hughes Cellular and Molecular Nutrition Laboratory at the University of California, Los Angeles (UCLA)\*



Nobel<sup>†</sup> Laureate in Medicine  
Dr. Lou Ignarro



Herbalife Product and Science Center, Los Angeles

# The research behind the science

## Scientific Leadership

Bringing great minds together, our internal science team and Nutrition Advisory Board, made up of distinguished doctors and leading experts in the fields of health and nutrition, are the guiding force behind our innovative products.



**Steve Henig, Ph.D.**  
Chief Scientific Officer, Herbalife

- In charge of all scientific research efforts on behalf of Herbalife
- Spearheaded the establishment of the Herbalife Product and Science Center
- Oversees Herbalife product research and development, leading to new product launches
- Prior board member of the International Life Sciences Institute (ILSI)



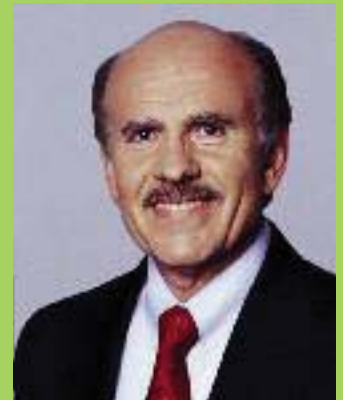
**David Heber, M.D., Ph.D., F.A.C.P., F.A.C.N.**  
Chairman, Herbalife Nutrition Institute; Chairman, Nutrition Advisory Board, Herbalife

- Professor, UCLA Department of Medicine\*
- Director, UCLA Center for Human Nutrition\*
- Director, UCLA Clinical Nutrition Research Unit\*



**Luigi Gratton, M.D., M.P.H.**  
Vice President, Nutrition Education, Herbalife

- Awarded Diplomate of the American Board of Family Practice and the American Board of Physician Nutrition Specialists
- Physician Specialist in Family Medicine; Clinical Physician at the UCLA Center for Human Nutrition in the Risk Factor Obesity Program\*



**Lou Ignarro, Ph.D.**  
Nobel' Laureate in Medicine  
Member of the Nutrition Advisory Board, Herbalife

- Distinguished Professor of Pharmacology at the UCLA School of Medicine\*
- Recipient of the 1998 Basic Research Prize of the American Heart Association

\*Titles are for identification purposes only. The University of California does not endorse specific products or services as a matter of policy.  
†The Nobel Foundation has no affiliation with Herbalife and does not review, approve or endorse Herbalife® products.

# Many doctors use and recommend our products

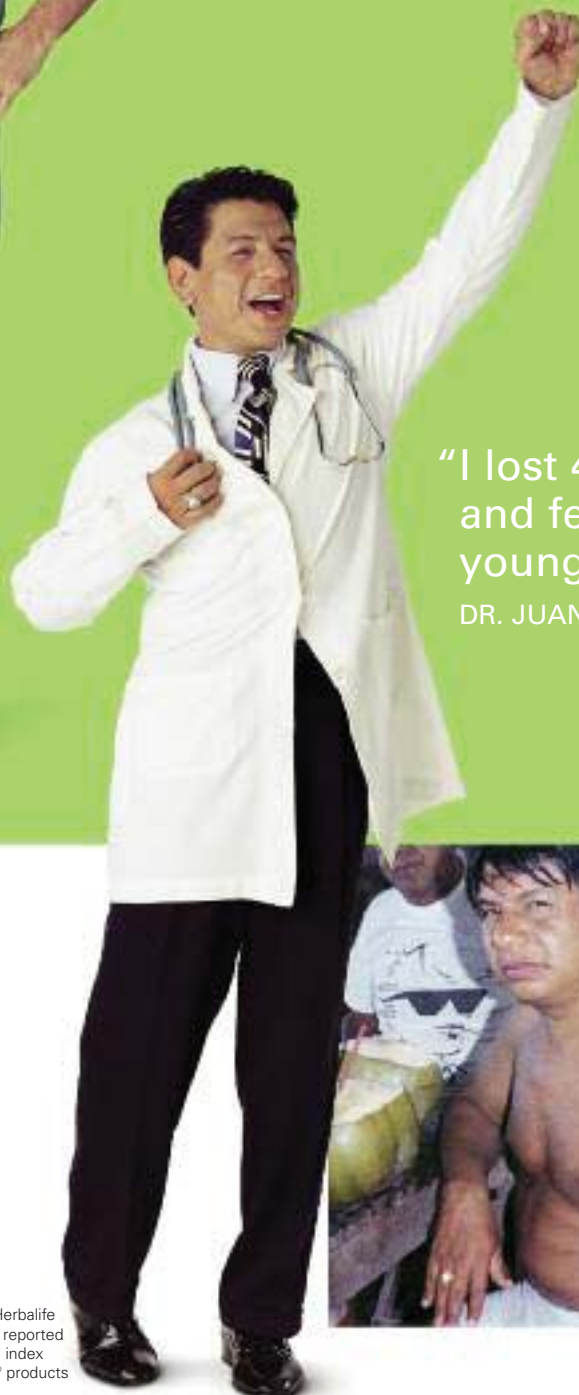
"I constantly recommend the products because they are proven formulas that work!"\*

DR. STEVEN K.



"I lost 42 pounds and feel 10 years younger!"\*

DR. JUAN C.



\*An extensive questionnaire generated responses from more than 200 U.S. Herbalife Independent Distributors about their weight-loss programs and results. They reported weight loss ranging from 4 pounds to 167 pounds and a reduced body mass index (BMI) of 1.5 points to 24.1 points, suggesting that consumption of Herbalife® products is associated with weight loss and improvement in BMI in those ranges.

# Obesity and its complications are a worldwide epidemic



Over **two-thirds** of U.S. adults are overweight or obese.

– *Journal of the American Medical Association*, 2010

People who are considered obese tend to pay **42%** more in health-care costs.

– *Health Affairs*, 2009

From 1960 to 2006, the prevalence of obesity in the U.S. increased from **13.4%** to **35.1%** among adults age 20 to 74.

– *National Center for Health Statistics E-Stats*, 2008

The prevalence of obesity in the U.S. was **32.2%** among adult men and **35%** among adult women.

– *Journal of the American Medical Association*, 2007–2008

**16%** of U.S. children are obese, and **11%** are extremely obese.

– *Centers for Disease Control and Prevention*, 2008

Fast foods are excessively high in calories and deficient in the nutrients your body needs. They make you gain weight, and your health can suffer.

**Hamburger, fries and soda\***

- 1,270 calories
- 49 g fat
- 30 g protein
- 70 mg cholesterol

**\$7.17**



**\$4.74**

**Two deluxe tacos\***

- 586 calories
- 22 g fat
- 20 g protein
- 70 mg cholesterol



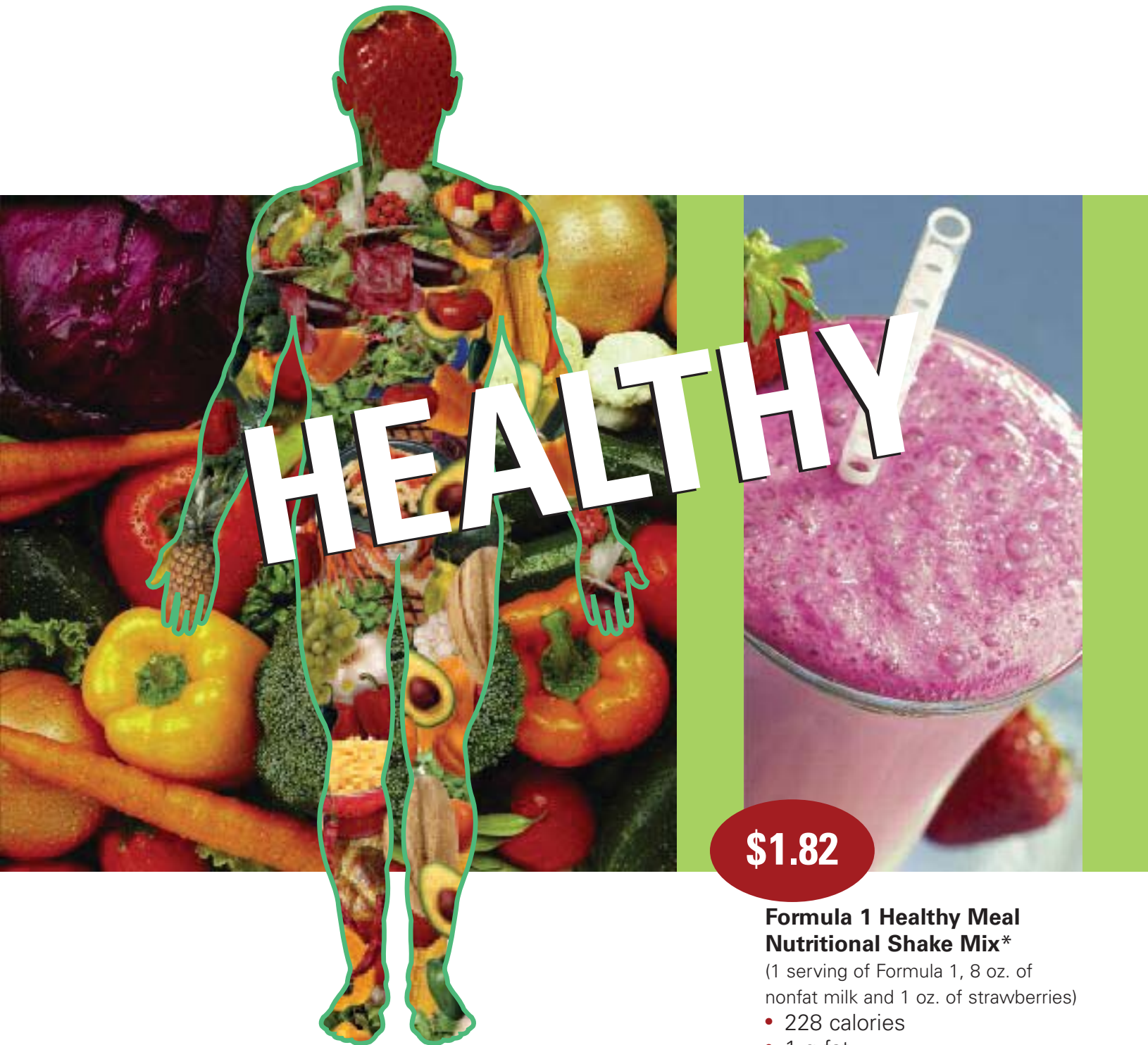
**UNHEALTHY**

**FAT, SUGAR, WHITE FLOUR,  
SALT, PRESERVATIVES,  
FOOD COLORING**

\*Sources: Big Mac Value Meal  
Taco Bell's Tacos Supreme



Well-balanced, healthy meals provide a variety of essential nutrients. Good nutrition helps you maintain a healthy weight and overall wellness.



**\$1.82**

**Formula 1 Healthy Meal  
Nutritional Shake Mix\***

(1 serving of Formula 1, 8 oz. of nonfat milk and 1 oz. of strawberries)

- 228 calories
- 1 g fat
- 18 g protein
- 5 mg cholesterol

**VITAMINS, MINERALS, FIBER,  
PROTEIN, AMINO ACIDS,  
PHYTONUTRIENTS, ANTIOXIDANTS**

\*Nutrition information for milk obtained from [calorieking.com](http://calorieking.com).

# Good health through Herbalife Cellular Nutrition

## Cellular Nutrition through Herbalife

Our body is made up of over  
100 trillion cells

•  
Cells form tissues

•  
Tissues form organs

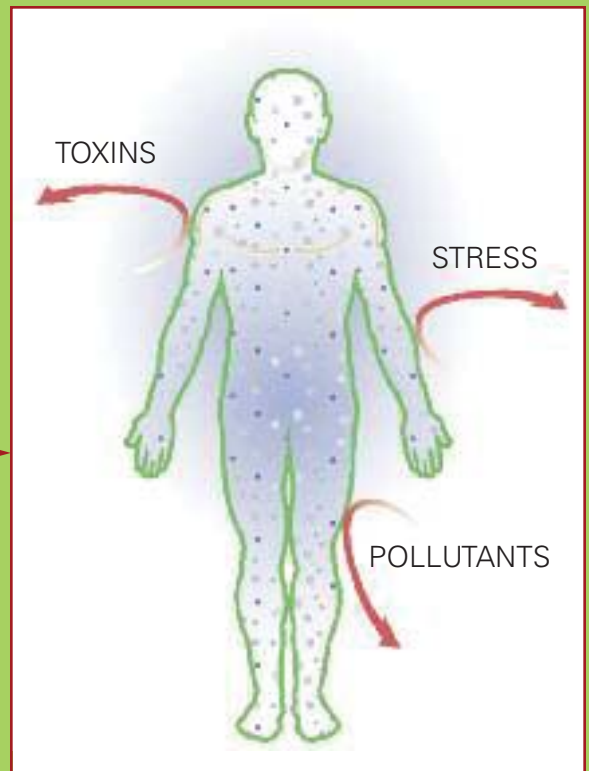
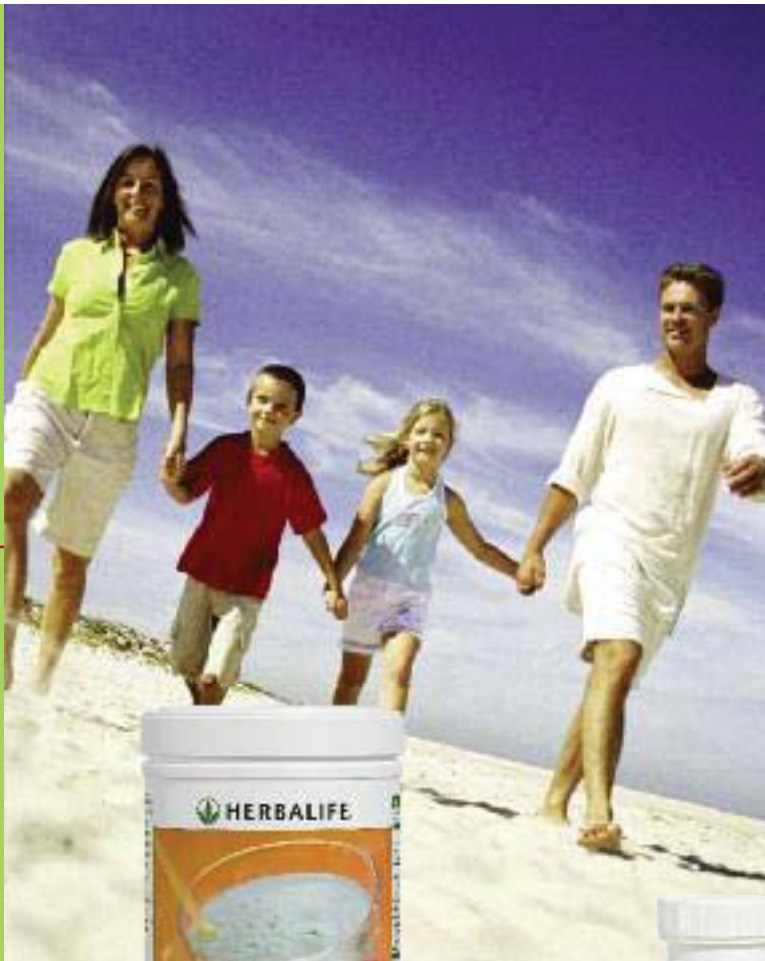
•  
Organs form body systems

•  
The systems working together  
make up a human being



# Achieving your health goal is as easy as...1-2-3

This diagram shows how Cellular Nutrition works on your body. Cellular Nutrition (green) helps to protect cells (blue) against stress, pollutants and toxins (red).



# 1



## Formula 1 Healthy Meal Nutritional Shake Mix

- Packed with protein and nutrients

# 2



## Formula 2 Multivitamin Complex

- Over 20 essential nutrients and antioxidants

# 3



## Formula 3 Cell Activator®

- Supports the body's absorption of micronutrients and promotes cellular energy production\*

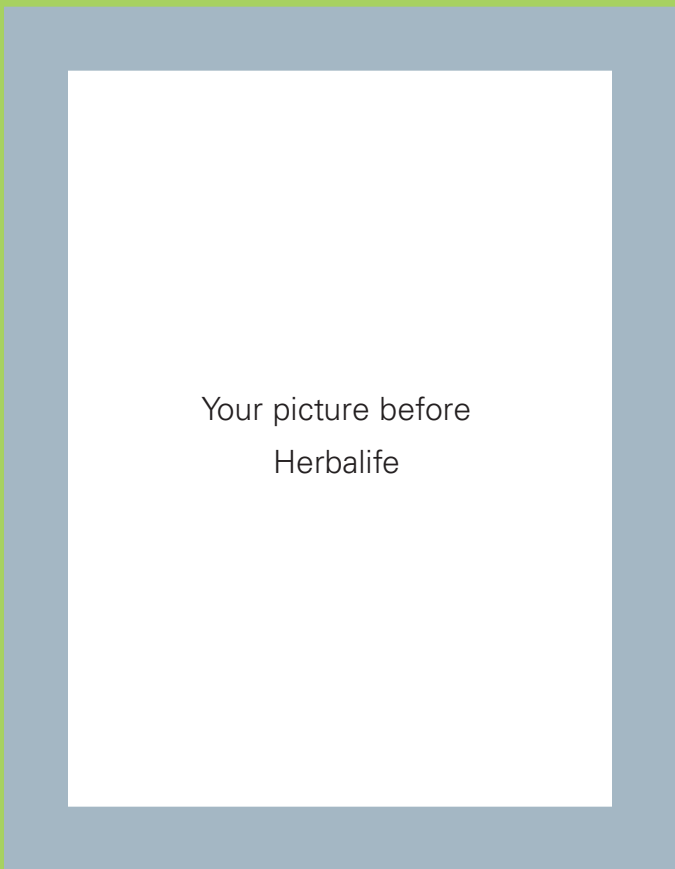
\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

The products really do work

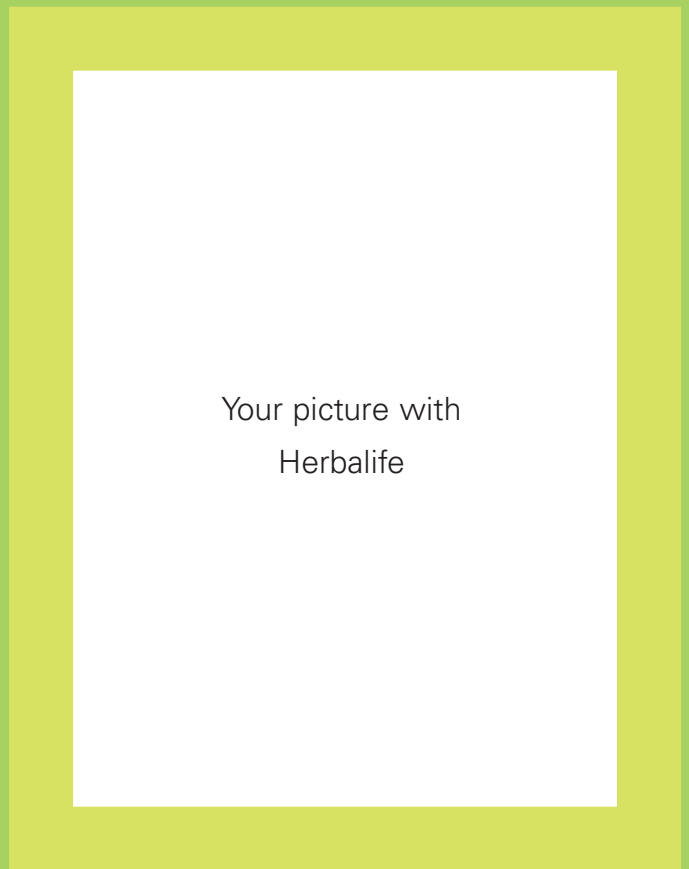
*Look at my personal results!*

BEFORE

AFTER



Your picture before  
Herbalife



Your picture with  
Herbalife

Weight \_\_\_\_\_ lbs.

Size \_\_\_\_\_

Weight \_\_\_\_\_ lbs.

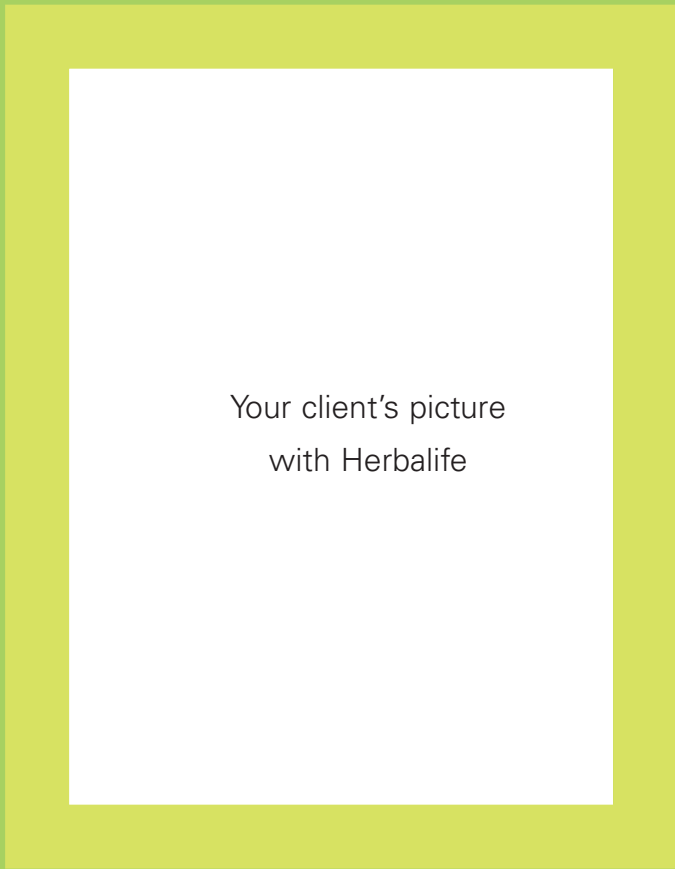
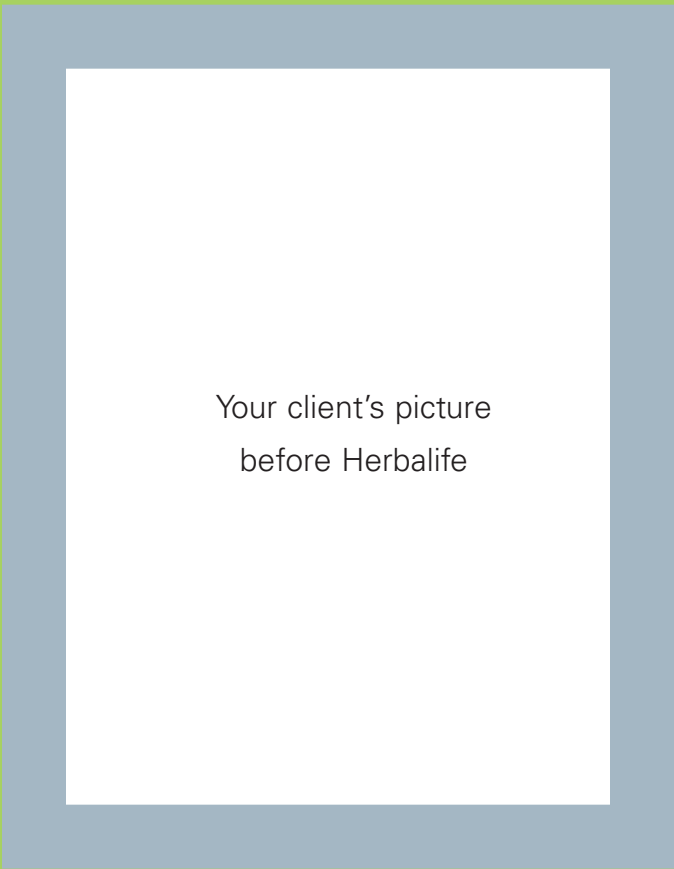
Size \_\_\_\_\_

Thanks to Herbalife: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Success Story \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## BEFORE

## AFTER



Weight \_\_\_\_\_ lbs.

Weight \_\_\_\_\_ lbs.

Size \_\_\_\_\_

Size \_\_\_\_\_

Thanks to Herbalife: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*Make copies of this page (before you fill it out), and enter information about your own clients' success stories.*



**lost 25 lbs.**

**FAY J.**

before: 155 lbs.

after: 130 lbs.



**lost 10 lbs.**

**GABI K.**

before: 135 lbs.

after: 125 lbs.

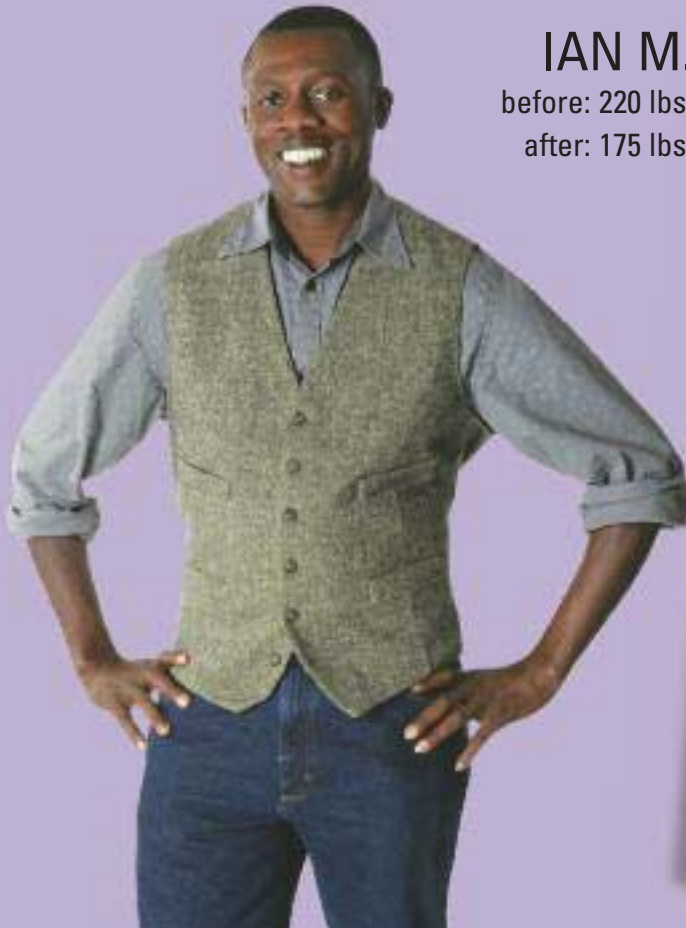




**ELI A.**  
before: 219 lbs.  
after: 189 lbs.



**lost 30 lbs.**



**IAN M.**  
before: 220 lbs.  
after: 175 lbs.



**lost 45 lbs.**

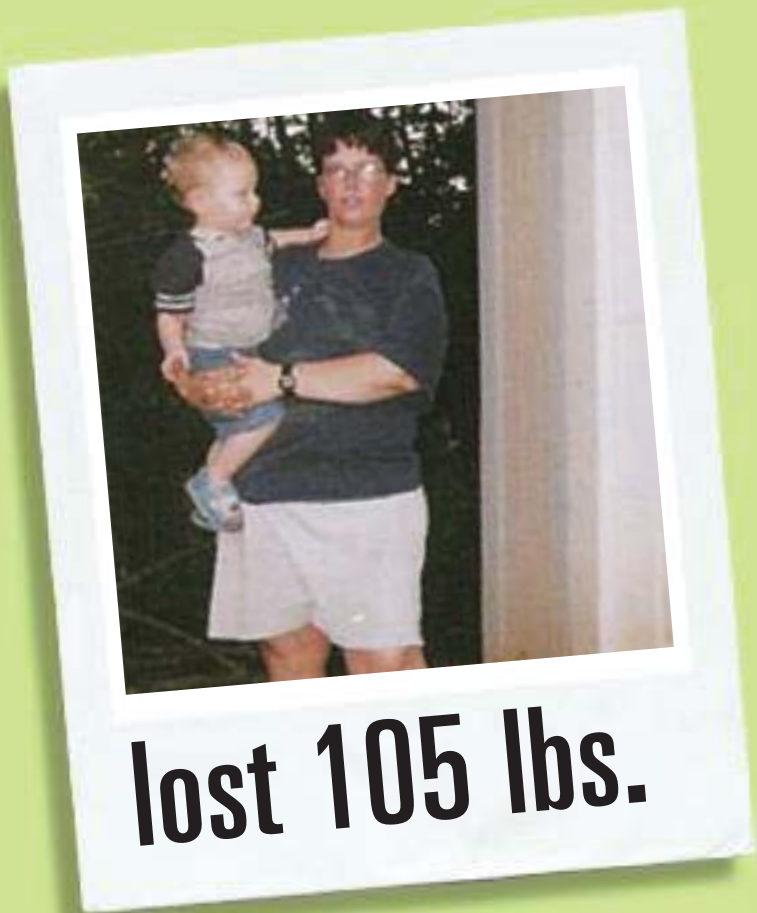
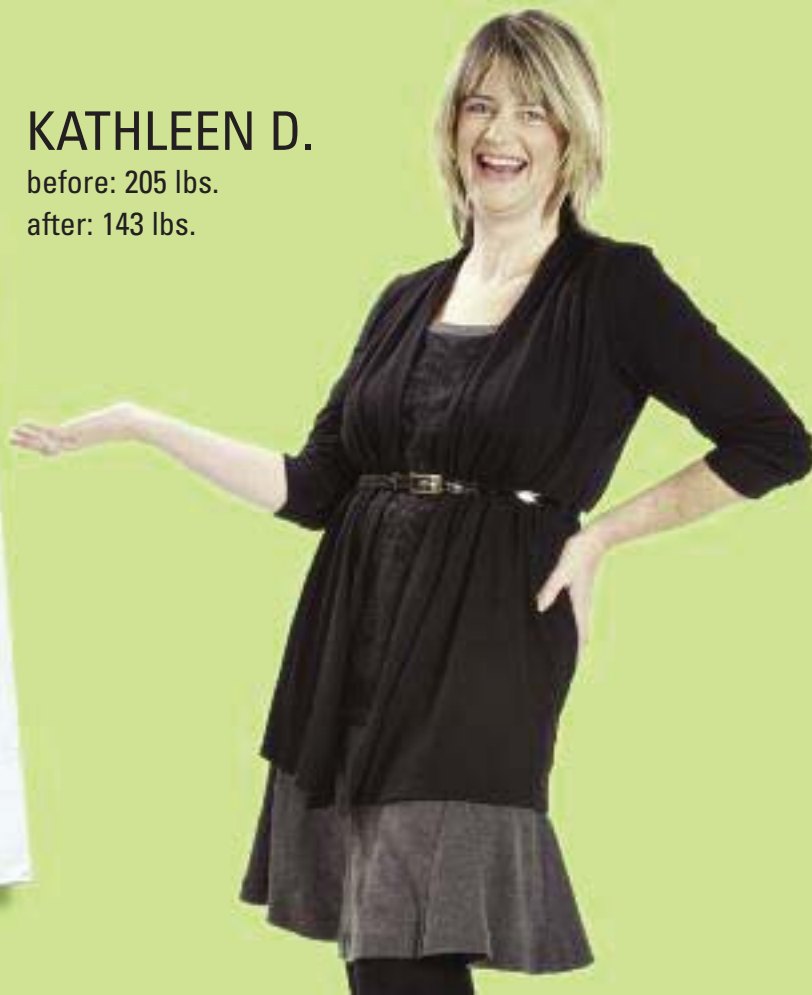


**lost 62 lbs.**

**KATHLEEN D.**

before: 205 lbs.

after: 143 lbs.



**lost 105 lbs.**

**KRIS R.**

before: 238 lbs.

after: 133 lbs.







**TRAVIS M.**

before: 265 lbs.

after: 200 lbs.



**lost 65 lbs.**



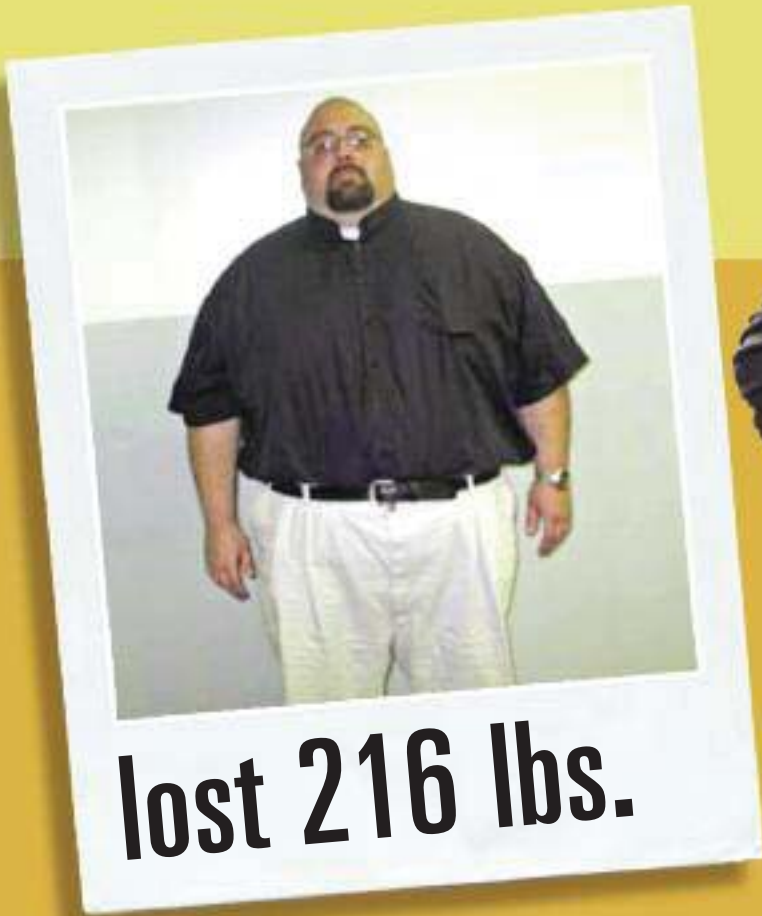
**RHONDA R.**

before: 208 lbs.

after: 135 lbs.

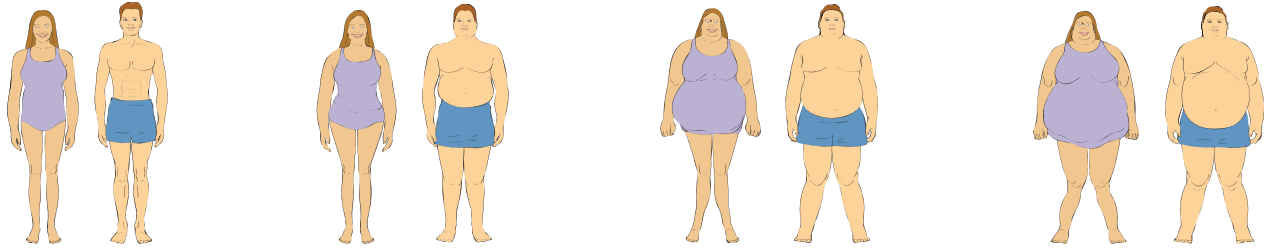


**lost 73 lbs.**



**RON A.**  
before: 435 lbs.  
after: 219 lbs.

# Which is your body shape?



## Are you at a healthy weight?

Height	Weight in Pounds																	
4'10"	91	96	100	105	110	115	119	124	129	134	138	143	148	153	158	162	167	
4'11"	94	99	104	109	114	119	124	128	133	138	143	148	153	158	163	168	173	
5'	97	102	107	112	118	123	128	133	138	143	148	153	158	163	168	174	179	
5'1"	100	106	111	116	122	127	132	137	143	148	153	158	164	169	174	180	185	
5'2"	104	109	115	120	126	131	136	142	147	153	158	164	169	175	180	186	191	
5'3"	107	113	118	124	130	135	141	146	152	158	163	169	175	180	186	191	197	
5'4"	110	116	122	128	134	140	145	151	157	163	169	174	180	186	192	197	204	
5'5"	114	120	126	132	138	144	150	156	162	168	174	180	186	192	198	204	210	
5'6"	118	124	130	136	142	148	155	161	167	173	179	186	192	198	204	210	216	
5'7"	121	127	134	140	146	153	159	166	172	178	185	191	198	204	211	217	223	
5'8"	125	131	138	144	151	158	164	171	177	184	190	197	203	210	216	223	230	
5'9"	128	135	142	149	155	162	169	176	182	189	196	203	209	216	223	230	236	
5'10"	132	139	146	153	160	167	174	181	188	195	202	209	216	222	229	236	243	
5'11"	136	143	150	157	165	172	179	186	193	200	208	215	222	229	236	243	250	
6'	140	147	154	162	169	177	184	191	199	206	213	221	228	235	242	250	258	
6'1"	144	151	159	166	174	182	189	197	204	212	219	227	235	242	250	257	265	
6'2"	148	155	163	171	179	186	194	202	210	218	225	233	241	249	256	264	272	
6'3"	152	160	168	176	184	192	200	208	216	224	232	240	248	256	264	272	279	
	Healthy Weight						Overweight						Obese					

Source: Evidence Report of Clinical Guidelines on the Identification, Evaluation and Treatment of Overweight and Obesity in Adults (1998) by the National Institutes of Health (NIH) and the National Heart, Lung and Blood Institute (NHLBI).

## Why would YOU like to use our products?

Lose weight • Improve your health • Improve your self-esteem

Boost your energy levels • Look better

# Want to lose weight?

Losing weight is as simple as 3-2-1!

- 3** 2 1
- Tablets **3** times a day
  - Shakes **2** times a day
  - Colorful meal **1** a day



## What's Your Goal?

Available Plans	Tablets	Personalized Shake	Balanced Meal
Weight Loss	3 times a day	2 times a day	1 time a day
Weight Maintenance	3 times a day	1 time a day	2 times a day
Weight Gain	3 times a day	3 times a day	3 times a day

# Personalize your program



#3106



#3115



#3123



#0105



#0076



#0077



#0111



#0079



#0103



#0101



#0194



## Formula 1 Healthy Meal Nutritional Shake Mix

- Up to 20 vitamins, minerals and essential nutrients

## Formula 2 Multivitamin Complex

- Over 20 essential nutrients and antioxidants
- Promotes healthy bones, skin and hair\*

**CELLULAR  
NUTRITION**

Price: \_\_\_\_\_

## Formula 3 Cell Activator®

- Supports the body's absorption of micronutrients and promotes cellular energy production\*

## Herbal Tea Concentrate

- Refreshing tea that provides an energy boost and weight-management support\*

**QUICKSTART**

Price: \_\_\_\_\_

## Total Control®

- Boosts metabolism, and builds energy and alertness\*

**ADVANCED**

Price: \_\_\_\_\_

## Cell-U-Loss®

- Supports the appearance of healthy skin\*

## Snack Defense®

- Helps support blood sugar level already within normal range\*

**ULTIMATE**

Price: \_\_\_\_\_

## Thermo-Bond®

- Reduces fat absorption and supports weight management\*

## Aminogen®†

- Helps break down proteins into amino acids\*

## Personalized Protein Powder

- A fat-free protein supplement for hunger control that helps build and maintain lean muscle mass

## Snacks

- Ideal for satisfying your appetite between meals

†Aminogen® is a registered trademark of Triarco Industries and is protected by U.S. Patent No. 5,387,422.

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

# Personalized Nutrition



Healthy solutions  
for the entire family

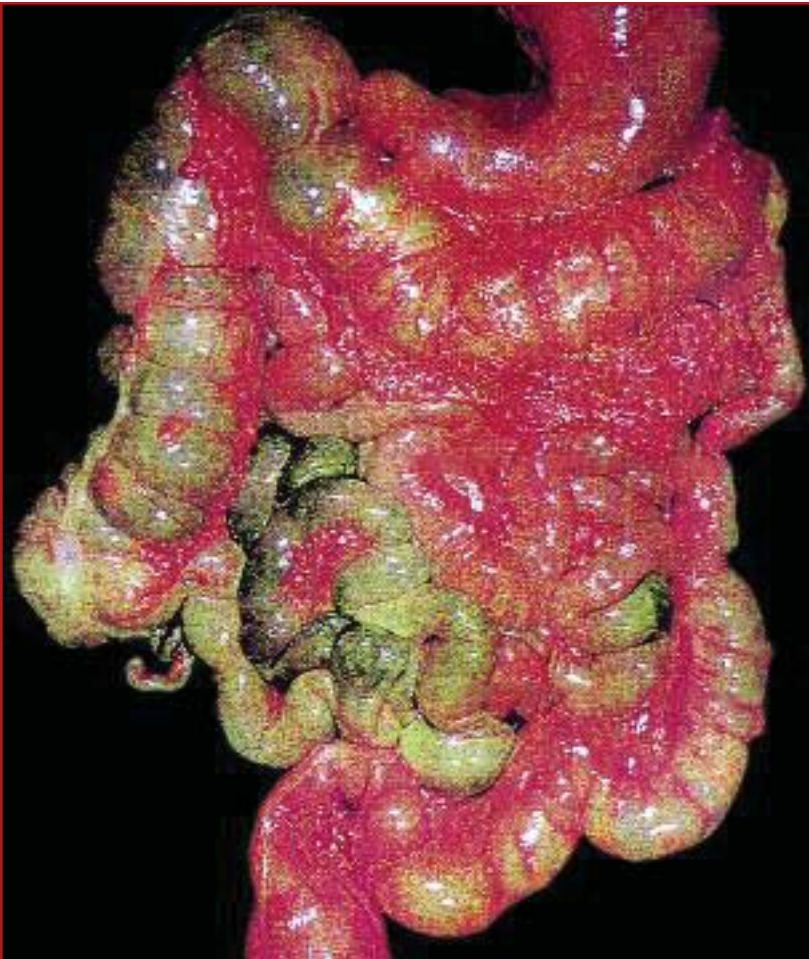
- Digestive Health
- Healthy Aging
- Women's Health
- Men's Health
- Heart Health
- Children's Health
- Stress Management
- Immune Solutions
- Nutrition for 7 Vital Organs
- Energy & Fitness
- Personal Care | Outer Nutrition



# Digestive Health

Low energy, indigestion and difficulty losing weight could all be symptoms of a digestive system in poor health.

## Digestive System Unhealthy



“A poorly functioning digestive tract prevents the absorption of nutrients we need to maintain good health and to avoid increased risks of chronic conditions.”

– Dr. Luigi Gratton

# Digestive Health

A healthy digestive system can help increase your metabolism, making it easier to lose weight or maintain a healthy weight. It can also improve the absorption of nutrients and help to prevent many diseases.

## Digestive System Healthy



### 21-Day Herbal Cleansing Program

- Helps cleanse the digestive tract\*
- Promotes digestive balance\*
- Contains healthy antioxidants
- AM/PM companion formulas

### Florafiber

- Helps promote intestinal health with fiber and friendly bacteria\*
- Enhances overall digestive health\*
- Lactobacillus helps promote healthy colon function\*

### Active Fiber Complex

- Promotes regularity and healthy bowel movement\*
- Supports growth of friendly intestinal bacteria\*
- 5 g of balanced soluble and insoluble fiber
- Add to Formula 1 for a thicker, smoother shake

### Herbal Aloe Liquid and Powder

- Soothes the stomach\*
- Relieves occasional indigestion\*
- Improves nutrient absorption\*



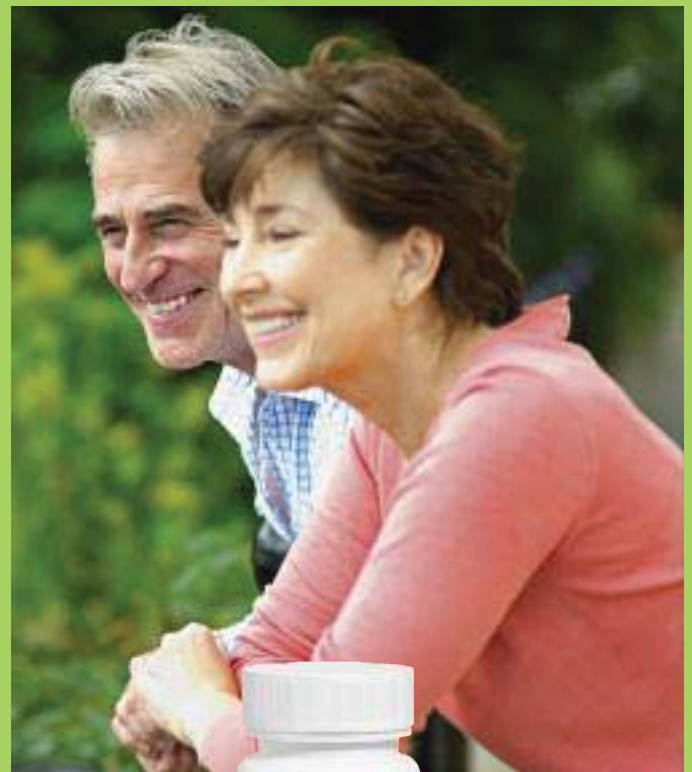
# Healthy Aging

Vital nutrients that help you stay active, whether you're in your 20s, 40s, 60s or beyond.



## Joint Support Advanced

- Contains glucosamine to support healthy joint function and comfort\*
- Contains the herb scutellaria for antioxidant and healthy-aging benefits\*
- Excellent source of manganese, selenium and copper to support the body's natural antioxidant activities\*



## Ocular Defense Formula

- Supports eye health and vision\*
- Promotes visual acuity and protects eyes from the effects of aging\*
- Unique, plant-based complex provides nutrition for your eyes

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

# Women's Health

Herbalife has products for every stage of a woman's life.



## Tang Kuei Plus

- Helps ease PMS discomfort\*
- Helps relax smooth muscle\*
- Supports the female reproductive system\*



## Triple Berry Complex

- Provides an antioxidant boost and dietary support for urinary tract health\*
- Contains concentrated cranberries, blueberries and bilberries



## Xtra-Cal® Advanced

- Helps build strong bones and maintain bone density and healthy teeth\*
- Three easy-to-swallow tablets supply 100% of the Daily Value (100%DV) for calcium and Vitamin D intake
- Contains rose hips as a natural source of Vitamin C, and turmeric for antioxidant support

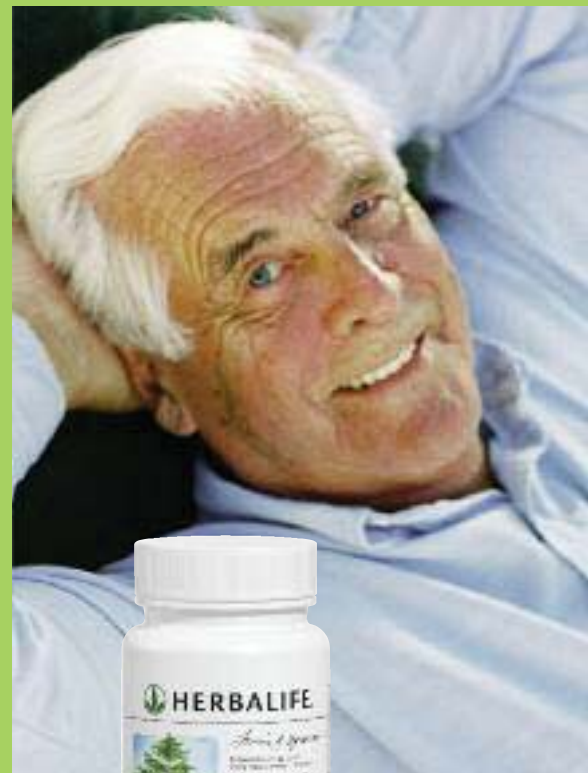


## Woman's Choice

- Supports hormone balance\*
- Helps reduce the severity of menopausal and perimenopausal systems, such as hot flashes, moodiness, irritability and sleepless nights\*

# Men's Health

Scientifically advanced formulas to maintain good health and vitality.



## Male Factor 1000®

- Proprietary blend of nettle, ginseng, calcium and Vitamin C

## Ultimate Prostate Formula

- Promotes healthy prostate and urinary function\*
- Contains saw palmetto and lycopene
- Boosts antioxidant protection\*

## Prelox®+ Blue

- Help promote sexual intimacy and pleasure\*
- Protects blood vessel and circulatory health\*
- Nutritional support for male sexual health\*
- Patented nutritional formula helps increase blood flow for sexual performance\*

\*Prelox® is a registered trademark of Horphag Research Ltd.

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

# Heart Health

Cardiovascular problems are the principal cause of death in the United States.



## Core Complex

- Convenient daily packettes contain six softgels, including Herbalifeline® and Tri-Shield®
- Target the four key indicators of heart health – cholesterol, triglycerides, homocysteine and oxidative stress



## Niteworks®

- Supports energy, circulatory and vascular health\*
- Enhances blood flow, supporting healthy function of the heart, brain and other organs\*
- Keeps blood vessels toned, flexible and youthful for improved circulation\*
- Supports healthy blood pressure levels already within a normal range\*



## Herbalifeline®

- Helps maintain cholesterol and triglyceride levels already within a normal range\*
- Omega-3 fatty acids may reduce the risk of heart disease and support joint health\*



## Tri-Shield®

- Helps protect your heart with a proprietary formula containing 100% pure Neptune Krill Oil (NKO®†)
- Helps maintain healthy cholesterol levels already with a normal range with three heart-healthy compounds\*
- Provides powerful antioxidant protection for the heart\*



## Mega Garlic Plus

- Supports healthy circulation and a healthy heart\*
- Each tablet supplies the powerful benefits of one whole garlic clove\*



## CoQ10 Plus

- CoQ10 helps strengthen heart cells by converting fats and carbs into energy and serves as a powerful antioxidant and free-radical scavenger\*
- Non-fish essential fatty acid DHA – from algae – offers a range of heart-related health benefits, according to the National Institutes of Health.\*\*
- Vitamin D supports general health benefits\*

†NKO® is a registered trademark of Neptune Technologies and Bioresources, Inc.

\*\*Source: <http://www.ncbi.nlm.nih.gov/pubmed/10479465>, "Health benefits of docosahexaenoic acid (DHA)";

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# Children's Health

Good nutrition is essential for children's physical and intellectual development.



No artificial colors, flavors or sweeteners.



## Kids Shakes

- Great-tasting shakes with 17 essential vitamins and minerals, plus protein and fiber
- Excellent source of calcium, B-complex vitamins and antioxidant Vitamins A, C and E
- 15 g of protein (6 g from powder + 9 g from milk)
- Good source of fiber



## MultiVites

- Fruit-flavored chewable multivitamin
- Provides 100% of the Daily Value of 11 essential vitamins children ages 4+ need daily
- Excellent source of B-complex vitamins, iron, zinc and antioxidant Vitamins A, C and E

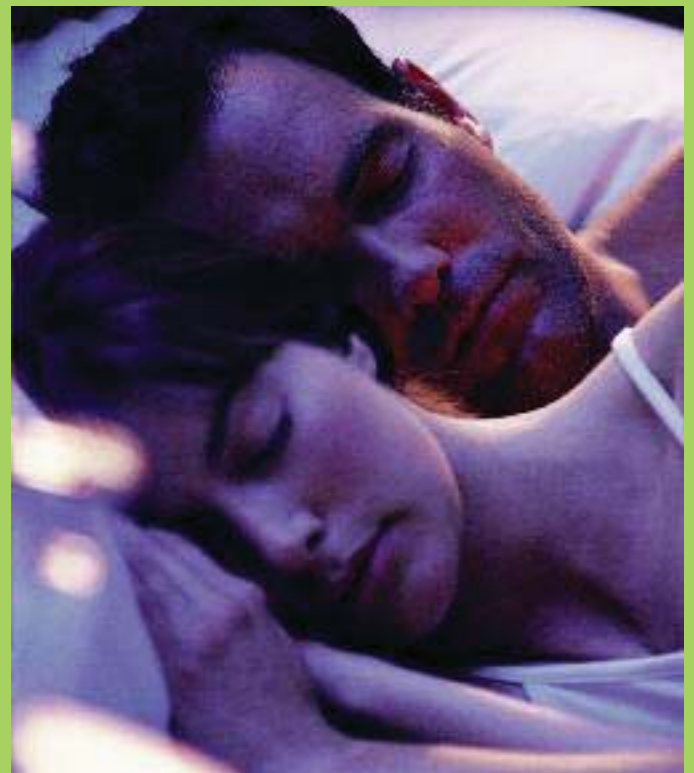


## Kindermins®

- 11 essential vitamins infants and toddlers need every day
- Easy to serve – just one dropperful daily dispensed directly or mixed in milk, juice or water

# Stress Management

A mixture of herbs to relax, inspire and rejuvenate you.



## Relax Now

- Calms stressed nerves naturally\*
- Powerful herbal formula promotes a sense of well-being\*



## Sleep Now

- Promotes relaxation for better sleep without drowsiness, so you can rest easy\*
- Helps regulate the sleep-wake cycle\*
- Contains passionflower, hops, melatonin, valerian and lavender

# Immune Solutions

Our products help you strengthen your body's own immune system.



## Hand Sanitizer

- Alcohol-free spray
- Kills 99.99% of most common germs
- Fits in your pocket, purse or travel bag
- Gentle botanical blend won't strip away the healthy oils in your skin



## Schizandra Plus

- Supports immunity and cellular health\*
- Provides general antioxidant support against free radicals\*
- Supports your body's natural defense against oxidative stress\*



## RoseGuard

- Supports your body's natural defense against environmental toxins\*
- Provides antioxidant support throughout the day\*



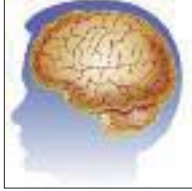
## Best Defense®

- Contains a robust source of echinacea and 1,000 mg Vitamin C
- Helps boost your immunity when you're feeling under the weather\*

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

# Nutrition for 7 Vital Organs

BRAIN



Get the nutritional benefits of 7 servings of fruits and vegetables.

SKIN



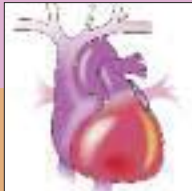
Orange-Yellow      Oranges, tangerines, peaches, papayas, nectarines

COLON



Orange      Carrots, mangos, apricots, acorn squash, cantaloupes, pumpkin, winter squash, sweet potatoes

HEART



Red-Purple      Red grapes, fresh or dried plums, cranberries, raspberries, blackberries, blueberries, strawberries

Red      Tomatoes, pink grapefruit, watermelon

EYES



Yellow-Green      Spinach, avocado, honeydew melon, collard greens, mustard greens, yellow corn, green peas

LIVER



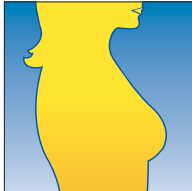
Green      Broccoli, brussels sprouts, cabbage, Chinese cabbage, bok choy

White-Green      Garlic, chives, onions, celery, leeks, asparagus

PROSTATE (men)



BREAST (women)



## Garden 7®

- Supplies the nutritional benefits of 7 servings of fruits and vegetables
- Contains powerful antioxidants
- Provides key phytonutrients to support your vital organs
- Helps fill the gaps in your diet





# Energy & Fitness

“My favorite product is Liftoff®. It has a hold on me. Herbalife® products provide my body with what matters most – nutrition. They make me feel extremely energetic and allow me to be mentally sharp. I’ve received so many compliments on my lean physique, and it makes me confident to share the products with everyone I meet.”  
– Mario B.



## H<sup>3</sup>O® Fitness Drink mix

- Essential electrolytes support cellular rehydration
- Energizing carbs for immediate and sustained energy
- Powerful antioxidants neutralize free radicals that cause fatigue and soreness



## Liftoff®

- Increases energy and improves mental clarity for better performance throughout the day\*
- Contains an exclusive blend of taurine, guarana, caffeine, panax ginseng, ginkgo biloba and Vitamins C, B6 and B12



## Muscle Strength & Recovery Protein Drink Mix

- Provides 30 grams of protein to support lean muscle mass
- Helps support recovery of muscle protein synthesis
- Includes Aminogen®†, which helps the breakdown of protein into smaller peptides



## N-R-G Nature's Raw Guarana Tea Mix and Tablets

- Hot or cold, this zesty yet gentle tea is a natural pick-me-up
- Infused with guarana, which can increase mental alertness and help maintain energy\*

†Aminogen® is a registered trademark of Triarco Industries and is protected by U.S. Patent No. 5,387,422.

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

# Personal Care

## NOURIFUSION® MULTIVITAMIN SKINCARE

Complete skincare products with the benefits of antioxidant Vitamins A, C and E



### NORMAL TO DRY SKIN



### NORMAL TO OILY SKIN



### ALL TYPES OF SKIN



## RADIANT C®

Provides your skin with the benefits of Vitamin C



## SKIN ACTIVATOR®

Helps reduce the appearance of fine lines and wrinkles



## HERBAL ALOE

Enjoy the benefits of aloe vera



# Great Products Mean Great Business Opportunities!



Dream it.  
Do it.



# Just take a look at your options



## A part-time opportunity

- Would you like to earn extra income during your free time?
- Do you like the idea of extra income without it interfering with your current job responsibilities?



## A full-time opportunity

- Are you tired of your current job and looking for a change?
- Are you looking for more free time with your family?
- Are you looking for financial freedom?



The opportunity to earn more than you ever thought possible and make your dreams come true!

- Would you like to take the first step?

# A business opportunity for everyone that's Fun, Simple and Magical!



- 1 Use the products**
- Start achieving your results.
  - You look healthy and feel great.
  - People will notice and ask you how you did it.
  - Share your story and others' stories, and offer the products.
  - Teach others to use the products.

- 2 Wear the button**
- You will become a walking advertisement.
  - Wear, use or show any Herbalife item that might get people's attention – this will facilitate the conversation.

- 3 Talk to people**
- Tell your weight-loss or business story.
  - Explain the product and the business success opportunity.
  - Explain how people can improve their health and earn extra income right away.
  - Talk to people you know.
  - Talk to the entire world.

# How does the business work?



You just have to talk to:

- Family
- Friends
- Neighbors
- People you know...

We even have plans on how to reach out to people you don't know.

# Your Marketing Plan



**FOUNDER'S CIRCLE:** 10 first line, Fully Qualified President's Team members in 10 separate lines of your downline organization



**CHAIRMAN'S CLUB:** 5 first line, Fully Qualified President's Team members in 5 separate lines of your downline organization



**PRESIDENT'S TEAM:** 10,000 Royalty Override points in 3 consecutive months, All of the benefits of a Supervisor PLUS 2%-6% Organizational Production Bonus Qualify for special Vacation and Training Events



**MILLIONAIRE TEAM:** 4,000 Royalty Override points in 3 consecutive months, All the benefits of a Supervisor PLUS 4% or 2% Organizational Production Bonus Qualify for special Vacation and Training Events



**GLOBAL EXPANSION TEAM:** 1,000 Royalty Override points in 3 consecutive months, All the benefits of a Supervisor PLUS 2% Organizational Production Bonus Qualify for special Vacation and Training Events

## TAB Team

Top Achievers Business Team



**WORLD TEAM:** 2,500 Volume Points in each 4 consecutive months or 10,000 Volume Points at 50% in 1 month or 500 Royalty Override points in 1 month



**SUPERVISOR:** 4,000 Volume Points in 1 month or 2,500 in 2 consecutive months, or 5,000 accumulated Volume Points within 12 months, with a minimum of 3 months required, 50% Retail Profit, Up to 25% Wholesale Profit, Earn up to 5% Royalty Override on three levels

**QUALIFIED PRODUCER:** 2,500 accumulated Volume Points in 1 to 3 months, All orders must be purchased directly through Herbalife, 42% Retail Profit, 7% or 17% Wholesale Profit

**SUCCESS BUILDER:** Receive a 42% discount on a 1,000 Volume Point order and on additional orders during the same Volume Month, Special Success Builder recognition

**SENIOR CONSULTANT:** Minimum 500 Volume Points in 1 month, 35% or 42% Retail Profit, 7% or 17% Wholesale Profit

**DISTRIBUTOR:** 25% Retail Profit, DISTRIBUTOR HAP—35%-42% Retail Profit



# Earn an income several different ways



## Direct sales retail profit\*

- As a Distributor, \$25 of every \$100 sold
- As a Success Builder, \$42 of every \$100 sold
- As a Supervisor, \$50 of every \$100 sold

## Downline organization

- Commission checks
- Royalty checks
- Bonus checks

## Plus:

- Recognition
- Promotions
- Training

# How to earn even more income

### Example 1

You = Supervisor (2,500 Volume Points)

You recruit and retain 2 Supervisors

- 2 Supervisors each produce 2,500 Organizational Volume Points
- = 5,000 Volume Points Royalty Overrides (R.O.) = \$250/month

They each recruit and retain 2 Supervisors

- 4 Supervisors each produce 2,500 Organizational Volume Points
- = 10,000 Volume Points R.O. = \$500/month

They each recruit and retain 2 Supervisors

- 8 Supervisors each produce 2,500 Organizational Volume Points
- = 20,000 Volume Points R.O. = \$1,000/month

Total of 35,000 Volume Points, Your R.O. = \$1,750 Plus Production Bonus of 2% = \$700

**Total of Checks \$2,450/month**

### Example 2

You = Supervisor (2,500 Volume Points)

You recruit and retain 3 Supervisors

- 3 Supervisors each produce 2,500 Organizational Volume Points
- = 7,500 Volume Points R.O. = \$375/month

They each recruit and retain 3 Supervisors

- 9 Supervisors each produce 2,500 Organizational Volume Points
- = 22,500 Volume Points R.O. = \$1,125/month

They each recruit and retain 3 Supervisors

- 27 Supervisors each produce 2,500 Organizational Volume Points
- = 67,500 Volume Points R.O. = \$3,375/month

Total of 97,500 Volume Points, Your R.O. = \$4,875 Plus Production Bonus of 4% = \$3,900

**Total of Checks \$8,775/month**

# Imagine your income if you recruited and retained 4 or 5 new Supervisors!

Incomes applicable to the individuals (or examples) depicted and not average. For average financial performance data, see the Statement of Average Gross Compensation for U.S. Supervisors at [www.herbalife.com](http://www.herbalife.com) and [www.myherbalife.com](http://www.myherbalife.com).

\*Product sold at full retail

## Michael & Rosemary B.

"Having limited options for our retirement prompted us to search for a better business opportunity. We were working extremely long hours, and Herbalife was the perfect opportunity at the perfect time. Our business has given us the ability to live our dreams, and we love having the freedom to travel. We moved into a brand new home, and we're able to spend quality time with family. Herbalife has allowed us the luxury of a solid business model with unsurpassed products. In this magical business, you can be successful at any age."\*



## Amber & Jason Wick

Amber and Jason Wick used to work 70 hours a week as engineers, and rarely saw each other. They wanted more quality time – and the freedom to travel. Then a friend introduced them to Herbalife. They got such great results with the products that they decided to become Independent Distributors. To move up the Marketing Plan, they attended every event and qualified for every promotion. Now they've replaced two engineering salaries with Herbalife income. "We work this business full time together," Amber says. "Thanks so much, Herbalife!"\*



## Joe & Traci H.

"We were working around the clock and never had time to spend with each other or our family. Now we can take vacations, are able to be stay-at-home parents and work our business around our four young children. Thanks to Herbalife, we've even been able to give back to our church and community. Herbalife has given us financial freedom, and we are so thankful to have found this opportunity."\*





## Melissa M.

"I had always wanted to be a stay-at-home mom, so I started my Herbalife business with the goal of quitting my job as a collection specialist within a year. Just 13 months later, I realized that dream! No more long hours away from my husband and two children. Thanks to Herbalife, I'm there for my kids whenever they need me. And with my added income, we were able to move into a new house and renovate. I'm even traveling now, which is amazing, considering that before Herbalife I'd never even been on an airplane!"\*



## Joseph M., III

"When I was introduced to Herbalife, I was skeptical. Then, years later, I realized that even though I had a great career as a UCLA professor, peak-performance coach and author, I had no residual income or retirement savings. What if I lost my job or got hurt? Terrified, I gave the opportunity a look and was intrigued. Ordinary people could run this business. Putting in just part-time hours at first, I grew my business consistently. Now, the monthly income I earn as a Distributor allows me to do all the things I love: play music and ride my motorcycle!"\*



## Surjit & Satwant T.

"In February 1999, we were introduced to Herbalife® products. We attended a Success Training Seminar and learned about the business opportunity. Five months later, we went to our first Extravaganza. We attended all of the events and qualified for all of the promotions. We qualified for Global Expansion Team (GET) one year into the business. Now we're able to go on an annual vacation with our family. Our elder son Harkirat and daughter Amanjit achieved Millionaire Team, and our younger son Dayaveer is a World Team member."\*

\*Incomes applicable to the individuals (or examples) depicted and not average. For average financial performance data, see the Statement of Average Gross Compensation for U.S. Supervisors at [www.herbalife.com](http://www.herbalife.com) and [www.myherbalife.com](http://www.myherbalife.com).

## Caroline & Craig T.

“We went from bankruptcy to being set for life!”



“When we found Herbalife, we were in financial ruin. Due to our wholesale jewelry business, our total debt was over \$500,000 and we were forced into bankruptcy. We were seven months behind on our mortgage and finally evicted from our home. We needed a chance, so we really embraced this opportunity when our friend told us about it. Caroline earned money in our first week. That was amazing! She went to a training and learned how to build a successful business. And thanks to the excellent step-by-step training and mentors, we are currently earning a comfortable income. We are living in our dream home, driving an H2 Hummer and traveling the world. We are more excited about this business than ever because of the huge growth in the industry and in the incredible opportunity for new people getting started today!”\*

## Trey & Mamie H.

“We travel the world overseeing our business.”



“Ever since I was a kid, watching my parents become wealthy as Herbalife Distributors, I knew that someday I’d be a part of this wonderful company. After finishing college, I turned my full attention to growing my Herbalife business and was soon fortunate enough to find a great partner, my wife Mamie. When we met, Mamie was working as a nurse. She was so impressed with the products that she left her job to work Herbalife full time with me. Our hard work has paid off. Today, we travel the world overseeing our thriving international business, meeting wonderful people and earning an incredible income along the way!”\*

## Alan & Dava B.

“It’s the power of Use, Wear, Talk that’s kept us going.”



“You need to get on the products. When you look good, you feel good, and when you talk to people about the products and the business, it makes it easier to show people that you can help them look and feel better too. We’re in better health than we were in our 40s. We are more excited about this business potential now than we have been in the whole 20-plus years we’ve been in the business. This company is going to surpass even what Herbalife founder Mark Hughes dreamed possible, and we’re thrilled to be a part of it.”\*

# Make your dreams a reality. It's easy to start!

- 1 Start using the products and experience their benefits.
- 2 Buy an International Business Pack, and complete the Distributor application.
- 3 Define your personal goals.



Contents subject to change.

*Get in contact with your Sponsor, and take advantage of all the support we offer:*

- Local and regional training events
- Valuable information and tools on [MyHerbalife.com](http://MyHerbalife.com)
- Training and information conference calls

## WELCOME!

“It’s all here at Herbalife: exciting, science-based products, experienced worldwide leadership, extensive training and an unbelievable Marketing Plan that rewards your efforts.”

John T., Chairman’s Club

