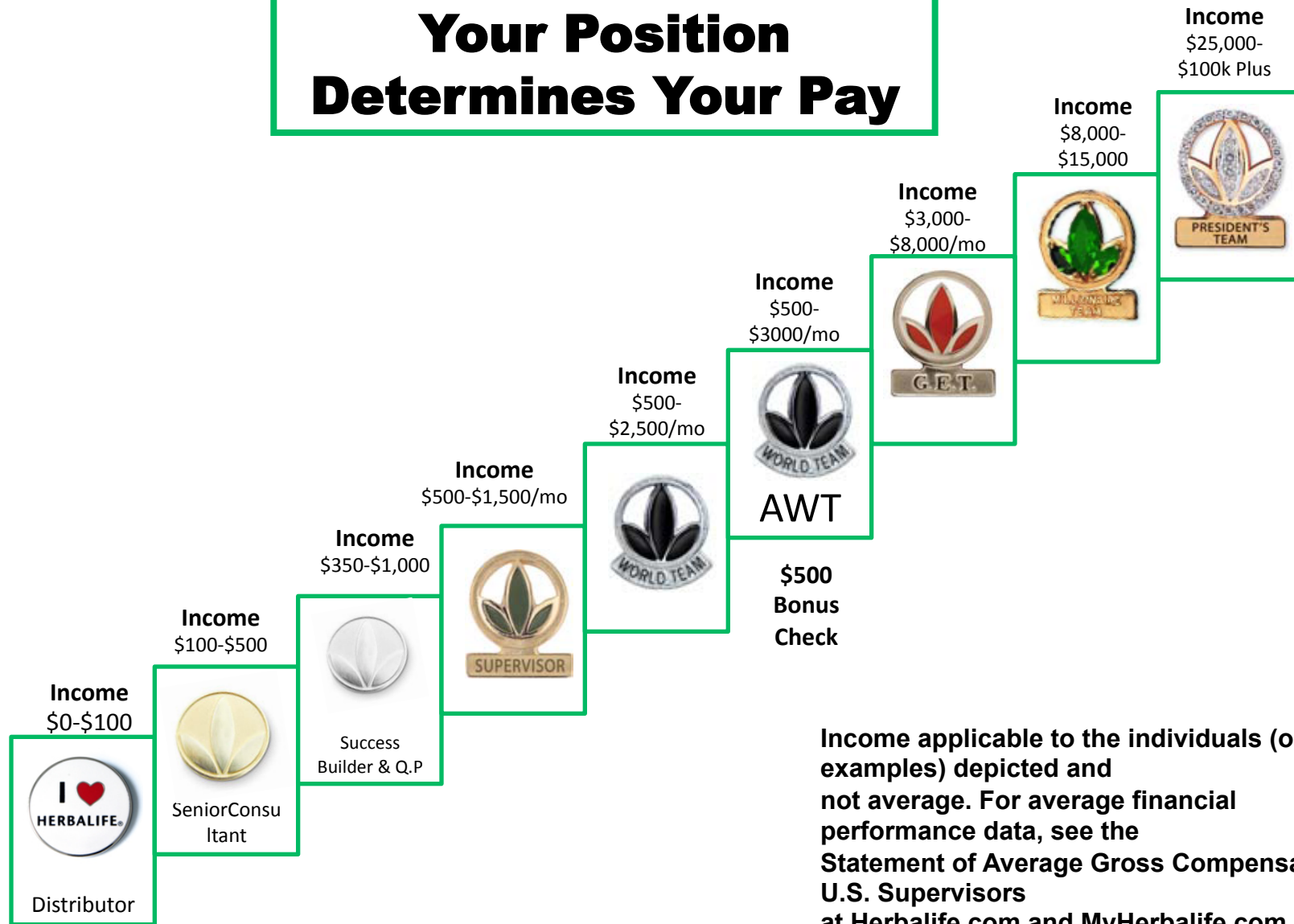


# Marketing & Compensation Plan

# Income Disclaimer:

**Income 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 [Herbalife.com](http://Herbalife.com) and [MyHerbalife.com](http://MyHerbalife.com).**

# Your Position Determines Your Pay



Income 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 [Herbalife.com](http://Herbalife.com) and [MyHerbalife.com](http://MyHerbalife.com).

# Getting Started: Distributor

*Everyone Begins at the same place: Distributor*

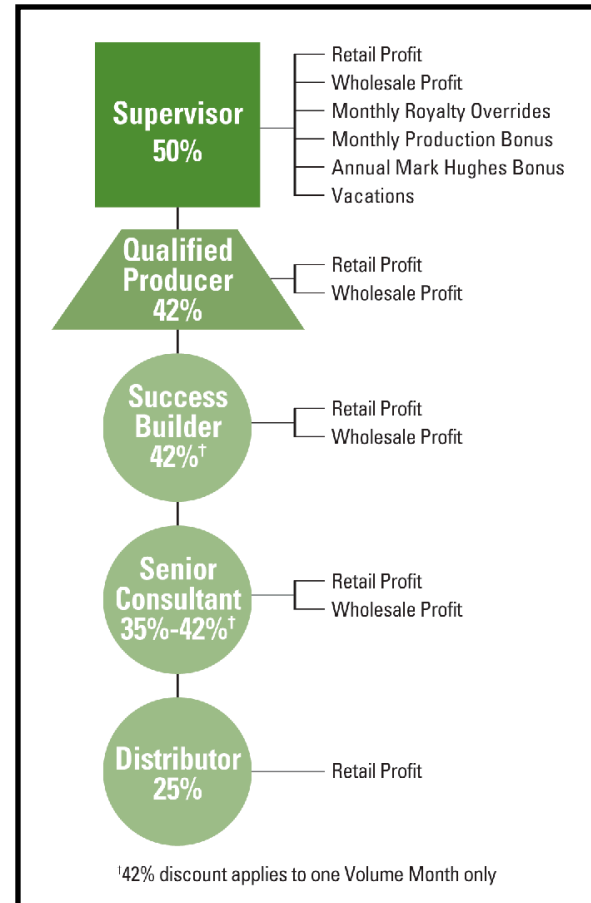
## Benefits:

- ✓ 25% Retail Profit

## How to Achieve Distributor:

- ✓ Purchase your IBP

Congratulations!



# Senior Consultant

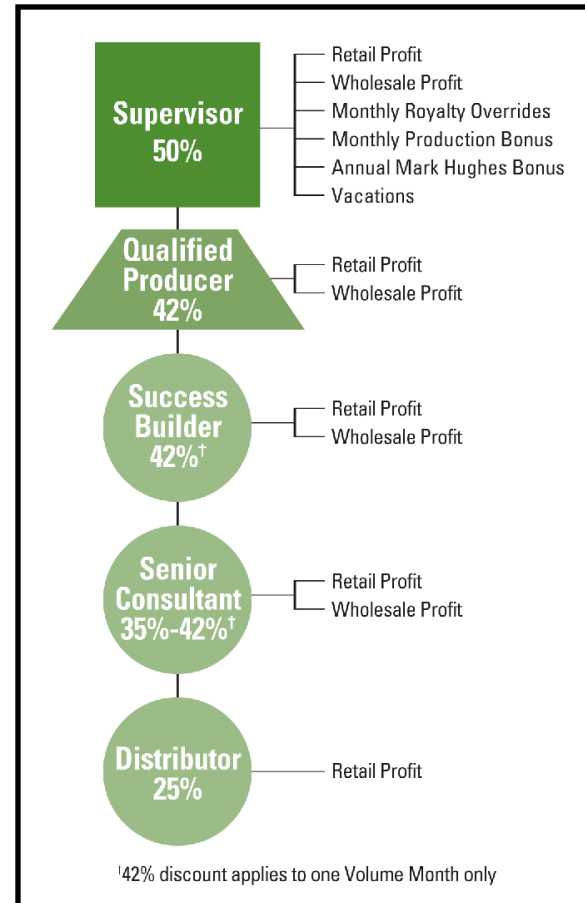
## Benefits:

- ✓ 35% Retail Profit
- ✓ 10% Wholesale Profit

## How to Achieve Senior Consultant:

- ✓ Purchase 500vp at one time
- ✓ Accumulate 500vp in 1 month

Recognize ALL Senior Consultants  
Qualifiers – please Come to the Stage



# Success Builder

## Benefits:

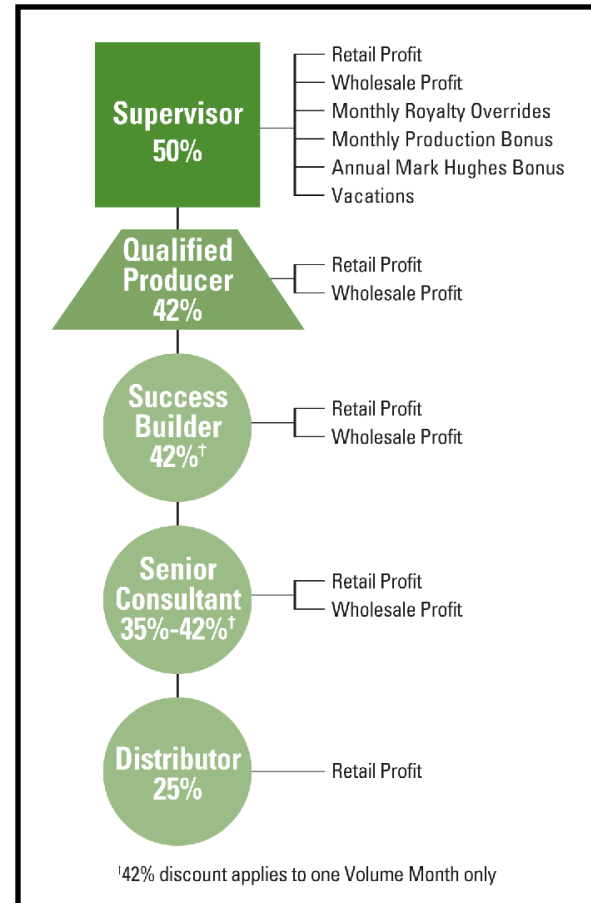
- ✓ **42% Retail Profit**
- ✓ **7-17% Wholesale Profit**

## How to Achieve **Success Builder**:

- ✓ **Purchase a 1,000vp at one time**  
Receive this order at 42% and stay at 42% for the entire calendar month.

*\*If you do not advance to the next level by end of calendar month – your discount will go back to 35% the next month.*

Congratulations!



# Qualified Producer

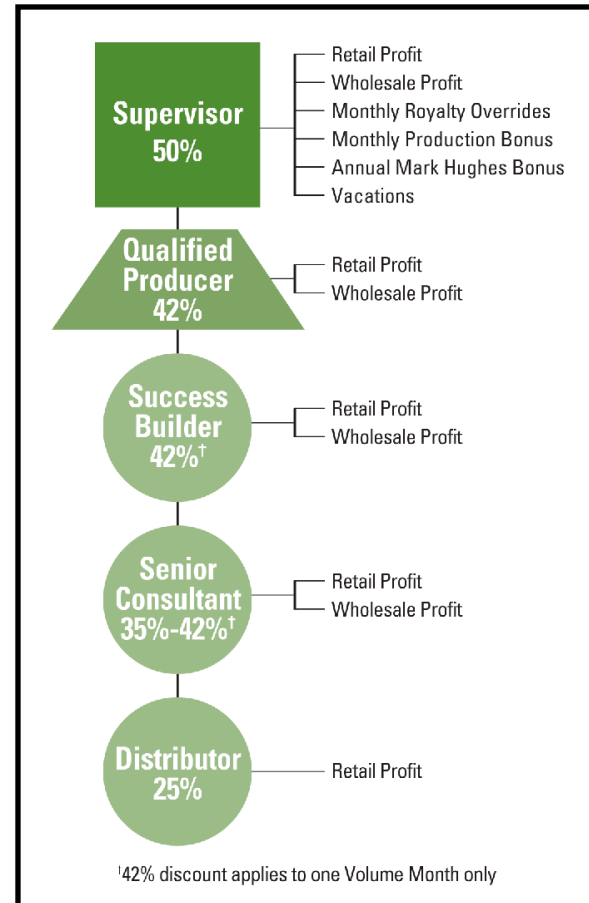
## Benefits:

- ✓ 42% Retail Profit
- ✓ 7-17%% Wholesale Profit

## How to Achieve Qualified Producer:

- ✓ Accumulate 2,500vp in 1-3 consecutive months

*1,000 of this can be Downline Volume*



Congratulations! All Qualified Producers Please Stand and Come to the Stage!

# SUPERVISOR

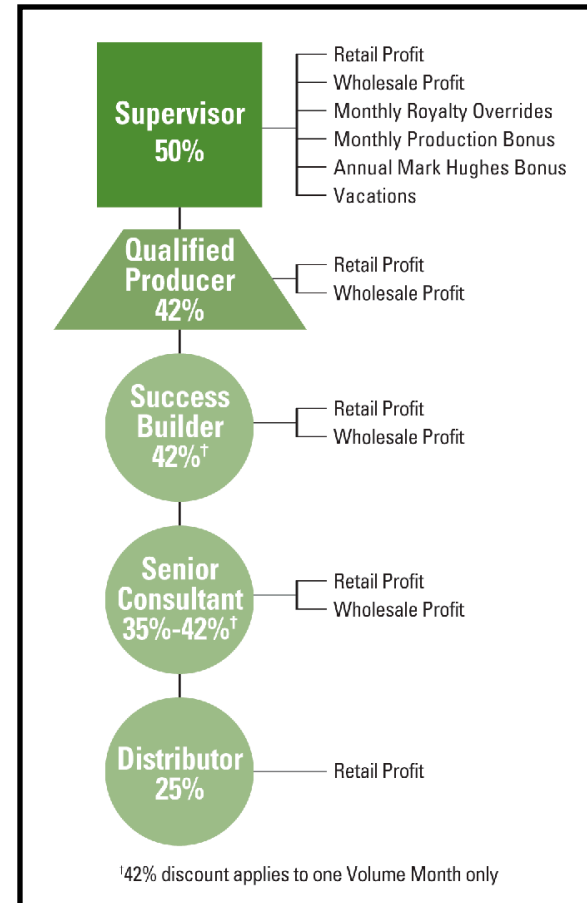
## Benefits:

- ✓ 50% Retail Profit
- ✓ 8-25% Wholesale Profit
- ✓ 5% Royalty Income
- ✓ Production Bonus
- ✓ Vacations
- ✓ Additional Bonuses

## How to Achieve Supervisor:

- ✓ 4,000vp in ONE Month
- ✓ 2,500vp in 2 Consecutive Mos
- ✓ 5,000vp in 3 – 12 Months\*

*\*1,000 of this can be from Downline Volume*



Congratulations! All Supervisors Please Stand -- those that qualified!

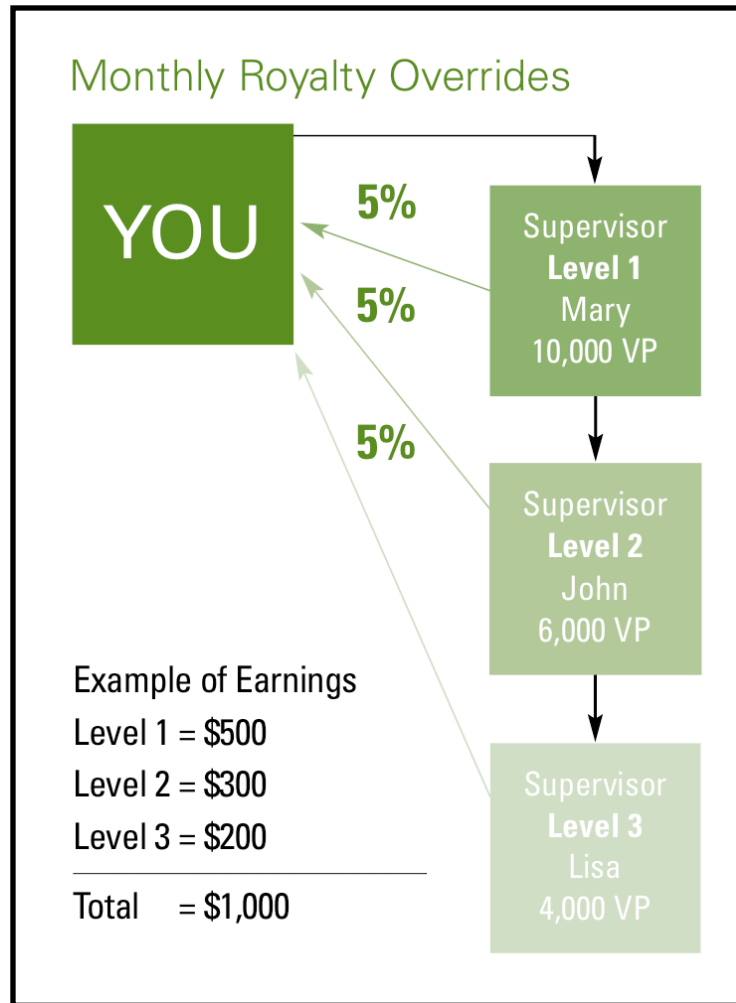
Please Come to the Stage



*Nutrition for a better life.*



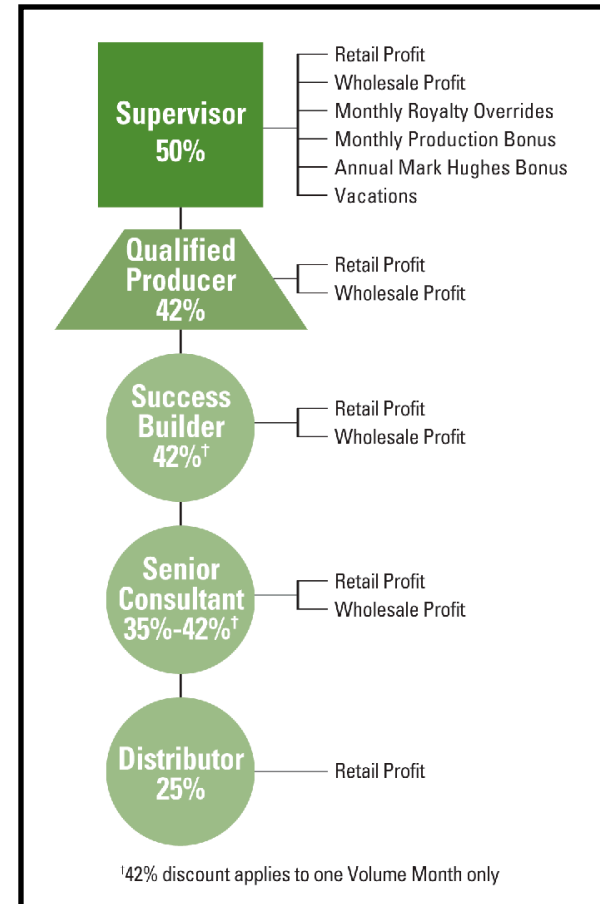
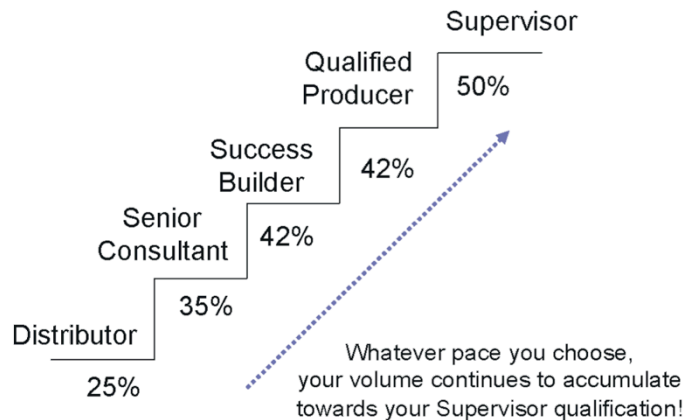
# Earning Royalties



# Supervisor: How to Get There

## Ways to Reach the Supervisor Position:

- ✓ Retail Your Way There
- ✓ Recruit Your Way There
- ✓ Have a little Inventory on Hand
- ✓ Combo of all of the above



# Active Supervisors

How to Achieve **ACTIVE SUPERVISOR** Status:

2,500+ vp 3 consecutive mos as a  
Fully Qualified Supervisor.



Congratulations!

# World Team

How to Achieve World Team:

✓ 2,500vp 4 consecutive mos as a Fully Qualified Supervisor

OR

✓ 10,000vp in 1 month as a Fully Qualified Supervisor

OR

✓ 500 Royalty Override Points in 1 month



Congratulations! Qualifiers -- Come to the Stage!

How to Achieve **Active World Team**:

- ✓ As a Fully Qualified Supervisor, Help a small group of other people become Supervisors and order consistently!



**AWT**

Congratulations Qualifiers!– Come to Stage!

**How to Achieve Global Expansion Team:**

- ✓ **As a Fully Qualified Supervisor, Help a small to medium group of other people become Supervisors and order consistently!**



**Congratulations! All Global Expansion Team (GET) ... Please Stand!!!**

**How to Achieve Millionaire Team:**

- ✓ **As a Fully Qualified Supervisor, Help a medium to large group of other people become Supervisors and order consistently!**



**Congratulations! All Millionaire Team please stand!**

**How to Achieve President's Team:**

- ✓ **As a Fully Qualified Supervisor, Help a large group of other people become Supervisors and order consistently!**



Congratulations!

All Presidents Team Please Stand!



# **Marketing Plan Next Steps**

- ✓ **Remember: Position Determines Your Pay!**
- ✓ **Decide the Level You Need to Reach Your Goals!**
- ✓ **Focus on Getting to the NEXT Level – Set a Deadline (Goal Date)**
- ✓ **Work with your Mentor to Ensure You Have a Plan to Get You There!**
- ✓ **Follow Through on Your Plan – Consistency is Key!**

