Meet the Professors of Success University –
The Chairman's Club (and higher)
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Herbalife's most celebrated Latino distributor, Eduardo Salazar was murdered in Mexico by a double-crossing hit man whom Salazar had hired to kill a rival bar owner.

Salazar was an early user of the "Universidad del Exito" concept, which is now used across the U.S. and Latin America, and requires distributors to undergo "training" in order to participate in the Herbalife business opportunity.
Meet the Professors of Success University – The Chairman's Club (and higher)

Salazar's distributorship is run through a corporation, Corporativo S. de r.l. de c.v., and according to a former employee is still one of the most profitable distributorships within Herbalife.
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*Universidad del Exito* is used to describe various training programs that promise "trainees" they can reach the President's Team by undergoing an educational program that includes "graduation."

To graduate, distributors frequently are required to buy set amounts of Herbalife products, either through Nutrition Clubs or from Herbalife directly and to recruit others into the "University."
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The use of the term “University” for an unlicensed and unchartered business purporting to provide training services likely violates a range of state education laws, as well as consumer protection laws. For example, California Education Code § 94050(b): “No person shall designate a business, social, political, religious, or other organization operating in this state, including, but not limited to, any firm, association, partnership, or corporation, as a ‘college’ or ‘university.’”
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We found more than 2,500 people on LinkedIn who listed "Universidad del Exito" on the education section of their resumes.
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Enrique Varela & Graciela Mier
Meet the Professors of Success University –
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Enrique Varela & Graciela Mier

Guillermo Luna
Eduardo Cuellar and Silvia Anzola

2nd ex-wife
1st ex-wife

Carola Lichtman
Paulina Riveros

Juan Miguel Mendoza

Recruited

Recruited

Uses

Same System

Pablo Cardoso

Doran Andry

David Bevan and Jane Clark

Guillermo Luna
Eduardo Cuellar and Silvia Anzola

Enrique Varela & Graciela Mier
Meet the Professors of Success University – The Chairman's Club (and higher)

The couple is credited with creating the entire Nutrition Club concept in Mexico. They are in Eduardo Salazar's first line and their downline organizations attend *Universidad del Exito* trainings.
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Meet the Professors of Success University – The Chairman's Club (and higher)

She is also frequently associated with *Universidad del Exito* trainings.
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Gabriel & Emma Sandoval

Eduardo Salazar (deceased)
Leon Walkbelin
Gabriel & Emma Sandoval
Raquel Cortes
Enrique Valero & Graciela Mier

Humberto Jaimes

Pedro Cardoso
David Bevan and Jane Clark

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Recruited
Spin-Off
Recruited
Same System

Juan Miguel Mendoza
Esther Espinosa and Jorge Ruiz
Art Wesley and Lourdes Montero
Edgar Belbso

Doran Andry

Success University

Guillermo Luna
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Gabriel & Emma Sandoval
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The Sandovals oversee a large organization that operates Latin Nutrition Clubs in the U.S. Downline members identify themselves with *Universidad del Exito*.

See this example from a hopeful "graduate" who expects to be a President's Team member in 2015:
Meet the Professors of Success University –
The Chairman's Club (and higher)

The Sandovals oversee a large organization that operates Latin Nutrition Clubs in the U.S. Downline members identify themselves with Universidad del Exito.

"graduate" who expects to be a President's Team member in 2015:
LA UNIVERSIDAD DEL ÉXITO

Los maestros más reconocidos le enseñarán, lección a lección, a conseguir logros excepcionales

Translation: “With the most renowned teachers, lesson after lesson, you get outstanding achievements.”

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Leon Waisbein is a Founder's Circle member, a group of fewer than 10 members, and the highest designation in the Herbalife marketing plan. He is associated with Universidad del Exito trainings and is a leader in Russia where new marketing ideas are tested.

Waisbein served on Herbalife Ltd.'s Board of Directors from 2005 to 2009.
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The Chairman's Club (and higher)
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Humberto Jaimes
Meet the Professors of Success University – The Chairman's Club (and higher)
Meet the Professors of Success University – The Chairman's Club (and higher)

Humberto Jaimes runs Centro Apoyo Tecamac (CAT) and is referred to by members of his group as Professor Jaimes. The group holds formal ceremonies with "graduates" receiving their certificates in caps and gowns. Jaimes reached the Chairman's Club in 2013.
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Meet the Professors of Success University –
The Chairman's Club (and higher)

OPS, a Latin American certification program run by four Venezuelan Chairman's Club members, stands for Online President's System. The group's members attend Universidad del Exito trainings.
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Two more Chairman’s Club members’ successes are tied to training programs. Luna’s two ex-wives are Chairman's Club members as well.
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meet the professors of success university –
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club 100

club 100 is a certification and training program widely used in nutrition clubs in the u.s., latin america and elsewhere.
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Meet the Professors of Success University –
The Chairman's Club (and higher)

The couple created Club 100, expanding it from Mexico to the U.S. and across Latin America.

Jorge Ruiz owns the registered trademark for Plan Club 100 in Mexico.
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Meet the Professors of Success University – The Chairman's Club (and higher)

The couple is credited with bringing the Nutrition Club concept from Mexico to the U.S. where it spread rapidly in Hispanic communities. Lourdes has been photographed attending Club 100 events.
Meet the Professors of Success University – The Chairman's Club (and higher)
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Venezuelan distributor Edgar Balbas appears in online training videos for Club 100, explaining and promoting the system. Balbas became a Chairman's Club member in 2013.
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Recruited

Esther Espinoza and Jorge Ruiz

Art Wesley and Lourdes Monzor

Edgar Bolbba

Same System

ESPAÇO 100 SJC

Pedro Cardoso

Doran Andry

David Bavan and Jane Clark
Meet the Professors of Success University – The Chairman's Club (and higher)

Juan Mendoza is a Venezuelan Chairman's Club member who uses Universidad del Exito trainings. He is the brother-in-law of Chairman’s Club Member Nani Rancel who also uses Universidad del Exito.

Mendoza reached the Chairman's Club in 2013. He relocated to the U.S. and trains distributors in Arizona using the system.
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Eduardo Cuellar and Silvia Anzola
Pedro Cardoso

Created Spin-Off Recruited 2nd ex-wife

Success University

Juan Miguel Mendoza

Uses

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Doran Andry
Carola Lichtman
David Bivan and Jane Clark

Created Spin-Off Recruited 2nd ex-wife
Same System Spin-Off Recruited 1st ex-wife
Uses Spin-Off

Pedro Cardoso
Meet the Professors of Success University – The Chairman's Club (and higher)

Brazilian Chairman's Club member Pedro Cardoso oversees Espaço 100, a spin-off of Club 100. Distributors in Brazil report that all clubs in the country are being converted to Espaço 100 clubs. Cardoso currently is a member of Herbalife's Board of Directors.
Meet the Professors of Success University – The Chairman's Club (and higher)

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Created Spin-Off Recruited Same System Spin-Off Spin-Off Recruited Pedro Cardoso
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Andry developed an English language version of *Universidad del Exito* called "Success University." Among the "graduation" requirements, a distributor must become a Supervisor, spending thousands of dollars on inventory.
Andry was among a group of distributors who formed Newest Way to Wealth, an Herbalife lead generation business, which was accused in a class action lawsuit of committing fraud and securities fraud by making deceptive earnings claims. The lawsuit was settled for $6 million in 2004.
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Success University
Meet the Professors of Success University –
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David Bevan and Jane Clark
Bevan and Clark joined the Chairman's Club in 2014.

Like Andry, they use an English-language version of *Universidad del Exito* to train their organization.
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Herbalife President Des Walsh responded to an analyst's question about Club 100 and training systems by saying that the company didn't track the retention rate of trainees but added: "What we do see is that the systemized training approaches have a higher level of duplication earlier and the greatest example of that is Korea. So when the Koreans recognized the potential that the nutrition model had for Korea, they instituted a systemized training approach rapidly."