

SUPERVISOR - TO BE OR NOT TO BE

When you [or your new distributor] has started to receive product results it's now time to look at the options within the marketing plan. The Herbalife marketing is set up so that there are advantages built into it.

Here is where you learn [or teach] when your serious (part-time or full-time) how to take "Advantage of the Advantages"!

The Marketing Plan

Types of Income	Distributor	Success Builder	Supervisor
Retail Profit	25%	42%	50%
Wholesale Profit	0	8 - 17 %	8 - 25%
Royalty Income	0	0	5%
Production Bonus	0	0	2% 4% 6%
Annual Pres Team Bonus	0	0	1%*
Vacations	0	0	Yes
Supervisor Is The Position To Strive For!			
*1% of Annual Sales for eligible President Team members			

**"MAXIMIZE YOUR PROFITS!"
BECOME A SUPERVISOR ASAP!!!**

**Position Determines Income!
Which starting/position is best for you?**

Level/Position	# of Customers	Investment	Profit/Discount	Profit/Return
4000 Vol. Pts = Supervisor	20 - 23	\$2320+Tax & Ship	42% / 50%	\$1680
2500 Vol. Pts 2 Month = Supervisor	10 - 13	\$1450+Tax & Ship	42%	\$1050
1000 Vol. Pts = Success Builder	5 - 7	\$580+Tax & Ship	42%	\$420
Distributor (Your present position)	0	\$99+Tax & Ship	25%	0

There are only two positions – Distributor or Supervisor. If you are serious about your business, you will want to become a Supervisor as soon as possible. It is **impossible to make "Monthly Recurring Income" unless you are a Supervisor.** You make twice the retail profit, larger wholesale profit, the chance to start earning monthly royalty override checks and the monthly infinite bonus program.

Success builder was designed as a "temporary" step between Distributor and Supervisor . At this position you receive a great return (42%) for a minimum investment. Most people who start at this level make their \$420 profit within a matter of days. It is only 5 - 7 customers.

"Gateway to the Marketing Plan" is Supervisor

A Supervisor Earns More For Same Work.

Supervisor Benefits:

Retail Profit:	Permanent 50% (no monthly purchase/inventory requirement)
Wholesale Profit:	8% to 25%
Royalty Overrides:	5% on all 3 levels
Production Bonus:	2% to 6% on infinite levels
Expense Paid Vacation:	Yes
Advanced Trainings:	Supervisor Schools, Leadership Development Weekends, etc.
Privileges:	Infinite payout, check writing, Automatic Payment Service

Definitions:

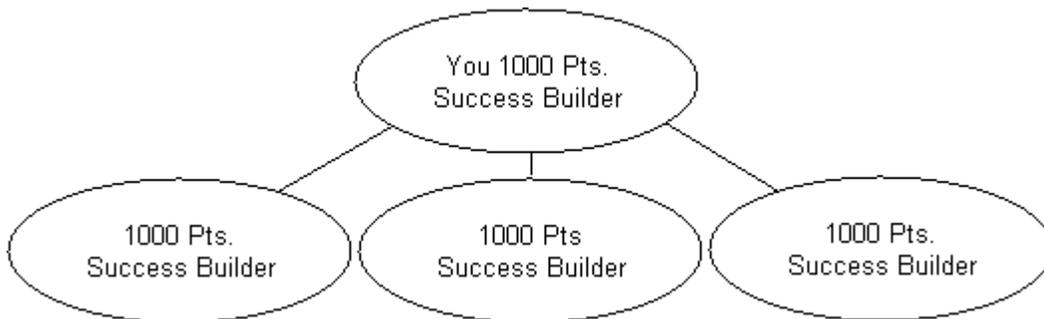
1. **Retail Profit** – The dollar difference between your cost for a product, and the price a customer pays you.
2. **Wholesale Profit** – The dollar difference between your cost for a product, and the price a distributor you signed up pays.
3. **Volume Point** (Vol. Pts.)– in the USA, usually the retail dollar value of a product before taxes, shipping and handling.
4. **Royalty Override Check** – A check mailed to you from Herbalife every month representing 5% of the volume points purchased from Herbalife by your supervisors, infinitely wide, 3 levels deep.
5. **Production Bonus Check** – A check mailed to you every month from Herbalife, The check represents from 2% to 6% of volume points purchased from Herbalife by all of your supervisors in your worldwide organization. This is paid no matter how wide, or how deep these supervisors are world wide. This is the **INFINITE PAYOUT! Between the Royalty Override Check and the Infinite Production Bonus there are no limits to the amount of money you can earn!!**

There are 3 easy ways to become a Supervisor. You have seen the reasons why you want to be at this position. You will need to look carefully at the 3 methods below and choose the one that is best

for you to.

1. **Sell Your Way to Supervisor** - This method is what most people do who are working their business from a retail perspective. You can either purchase 4,000 volume points (approximately 20 to 23 customer programs) during one calendar month, or you can purchase 2,500 volume points (approximately 10 to 13 customer programs) two months in a row. This second method will actually total 5,000 volume points. Most people use the first way, as it is 1,000 volume points less.
2. **Get Some Help - Build a Team!** - Getting help makes it faster and easier. As you start your business, you will not only retail to customers, but will also get started sponsoring people, which is recruiting and building your organization. During your qualifying month, the volume of each distributor that you sponsor is counted and added to your volume to help you accumulate volume points towards the 4,000 required for Supervisor. Here is an example using Success Builders to qualify

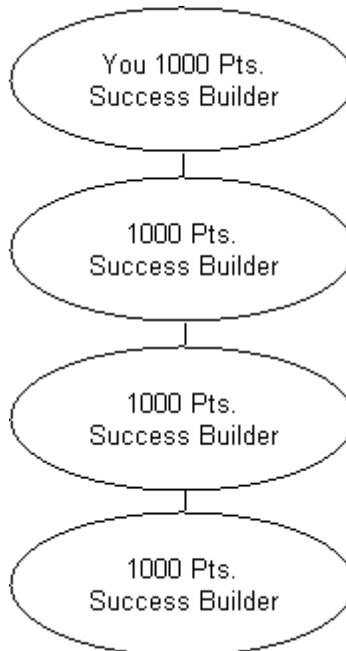
You recruit 3 first level distributors



***All volume counts as yours while you are qualifying for Supervisor.**

OR

You recruit 1 first level distributor and your people recruit the rest.



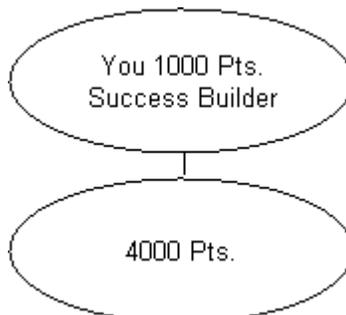
*Again all volume counts as yours while you are qualifying for Supervisor.

3. **The Buddy System "Split"** - Attention! Most people do not know how to take full advantage of the marketing plan. So many newly qualifying Supervisors miss out on the advantage that happens during their qualifying month. **The advantage is to bring as many people along with you to the Supervisor position in the same month that you qualify.** The marketing plan is set up so that it will allow 2 or more people to qualify together for less volume points total. This is why we call it the **"Buddy System"**.

Here is one example of how you would start as a Success Builder and have another person that you sponsor become a Supervisor at 4,000 volume. Whatever way you decide to split up the volume and the cost will be up to all of you. Remember, you can only receive a Royalty Override Check if you are a Supervisor and you only receive royalties from the production of your Supervisors. This will make you and your "Buddy" a Supervisor and allow you to have a Supervisor in your pay-line from which you can receive a royalty check!!!

THE GOOD NEWS IS:

THERE ARE NO LIMITS TO HOW MANY SUPERVISORS YOU CAN HAVE IN YOUR PAY LINE!



Total Volume = 5000 Pts. - You both become Supervisors

- Add an unlimited number of distributors that EACH purchase 1000 Volume Points and split the combined volume amongst all participants. In this scenario ALL would become Supervisors.

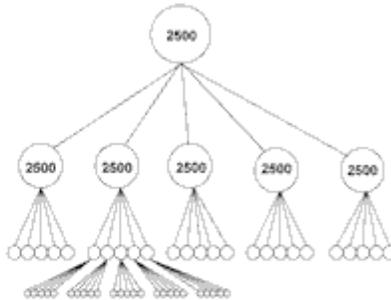
This is absolutely the best way to become a Supervisor because as you become a Supervisor, so do your people allowing all of you to start collecting royalties (recurring income) every month. **WIN WIN FOR ALL!**

In Herbalife we play the "what if" game > Let's play shall we? WHAT IF:

You sign up 5 first level distributors who become Supervisors and each of those five get five and each of those five get five and all do 2500 volume points [or approx. \$2500] in one month.

1st level = 5 Supv
 2nd level = 25 Supv
 3rd Level = 125 Supv
 155 Supv

Each has 2500 PV =
 TOT. 390,000 Org. Vol.



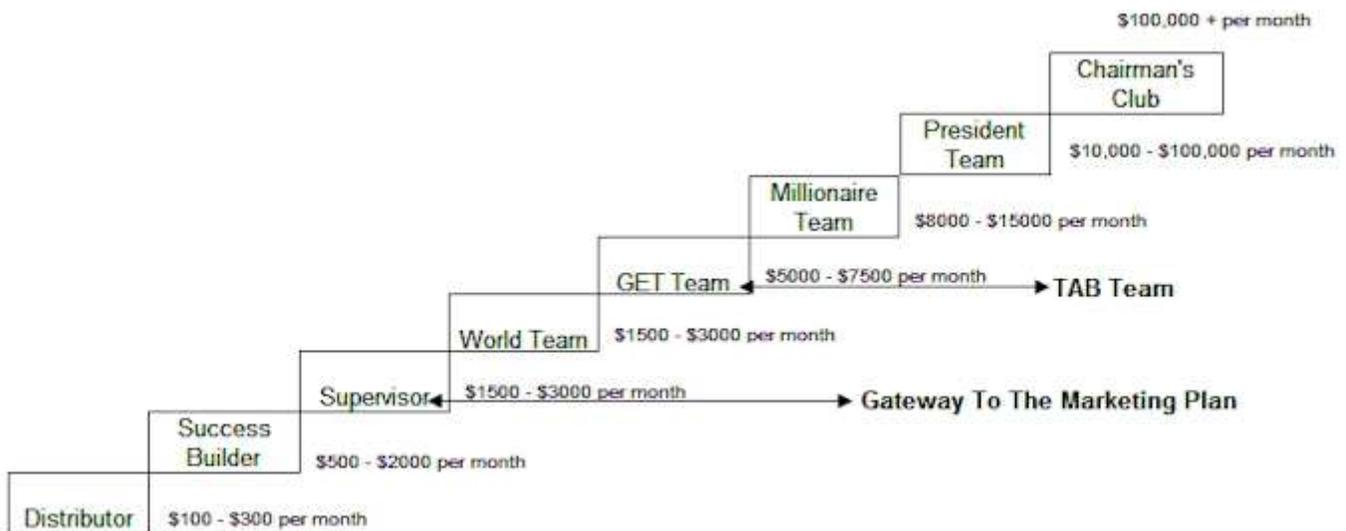
**\$1250 Retail + \$19,500 Royalties + \$23,400 Prod Bonus =
 \$44,150/mo**

How to calculate:

**\$2500 each x 155 Supv =
 390,000**
**[Royalties] x 5%
 = \$19,500**
**+ 6 % Production Bonus =
 390,000**
**[Infinite] x 6%
 = \$23,400**
\$2500 x 50% = \$1250
[Profit]
Total Monthly Income
\$19,500.00
+ \$23,400.00
+ \$1250.00
= \$44,150

Herbalife's Marketing Plan pays 30% higher than any other business. 73% of revenues are paid back to its Distributors. [you & me]

The Herbalife Marketing Plan STEP BY STEP!
 [Position Determines Income]



Cannot earn Royalties and Bonuses until you become Supervisor

TAB = Top Achievers Team – This is where financial freedom begins

More millionaires & people earning in excess of \$100,000 per year than any other business.

In addition as a President Team member you are eligible to receive an Annual Bonus of Herbalife's Gross annual sales. 2004 Herbalife sales were \$2 Billion x 1% = \$20 Million Bonus Split this year for eligible President Team members.

Also each year as part of the Marketing Plan, Herbalife has vacations to exotic places all over the world - Caribbean, Hawaii, Europe, Ocean Cruises, First Class Top Rate accommodations and services. Qualifications must be met in order to be eligible, however, you have a full year to qualify.

Once you understand this you will also realize that there on **no limits** on your income potential. Why? because you can sign as many as you want and they can sign as many as they want and you get paid infinitely on everybody that becomes a Supervisor. **NOW YOU KNOW!! ANY TAKERS FOR SUPERVISOR!**

OK! Let get back to business. GO BACK UP AND READ THE THREE WAYS TO BECOME A SUPERVISOR RIGHT NOW!!! THEN ASK YOUR SPONSOR TO HELP YOU FORMULATE A PLAN SO YOU TAKE ADVANTAGES OF THE ADVANTAGES BUILT INTO THE MARKETING PLAN AND IN THE PROCESS CHANGE YOUR LIFE FOREVER!!!!

