

# Steps to Success

**President's Team**  
 \$0 – 266,843+/yr  
 TOP 1% Distributor  
 If Achieved, takes  
 between 3-35 yrs.  
 Average is 13 years

**Millionaire Team**  
 \$0 - \$98,111/yr

**GET Team**  
 \$0- \$72,059/yr

**Supervisor**  
 \$0 - \$6,540/yr

**Distributor**  
 \$0-500/Mo

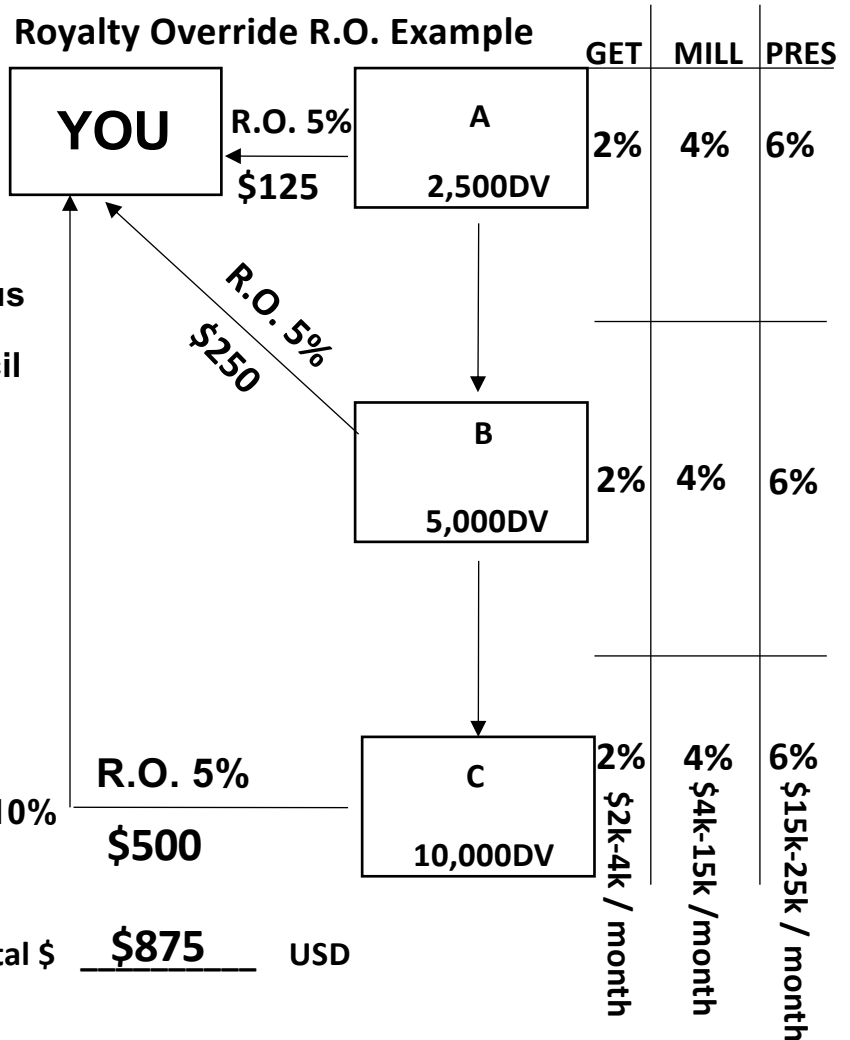
*Our Business is Customer Driven*  
**GOAL: 5 - 7 + 2 NEW PER MONTH**  
*Let's talk about DV*

1. Retail 50%
2. Wholesale 8-25%
3. Royalty Overrides
4. Production Bonus
5. Vacations
6. Mark Hughes Bonus
7. President's Council Bonus

1. Retail profit 42%
2. Wholesale profit 7-17%
1. Retail profit 35%
2. Wholesale Profit 10%

- Business Pack**
1. 25% retail profit

### Royalty Override R.O. Example



**SUPERVISOR**  
2000 DVP

Qualified Producer  
1000 DVP

Senior Consultant  
500 DVP

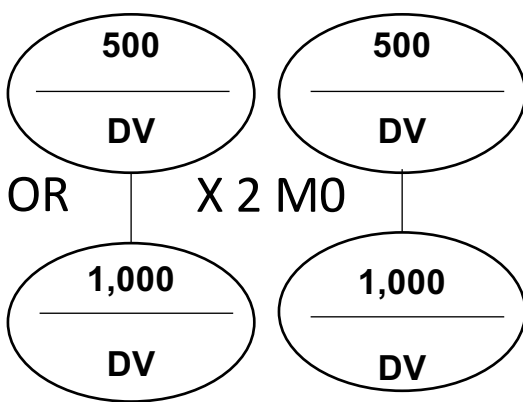
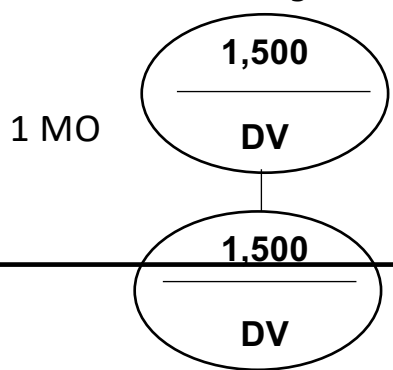
**Distributor**

# How to Become a Supervisor

**REMEMBER, OUR BUSINESS IS DRIVEN BY CUSTOMER RESULTS**

**Option 1 – Build Customer & Preferred Member Groups**  
 2,000DVP in 1 – 2 Months  
 10 – 20 customers Avg.

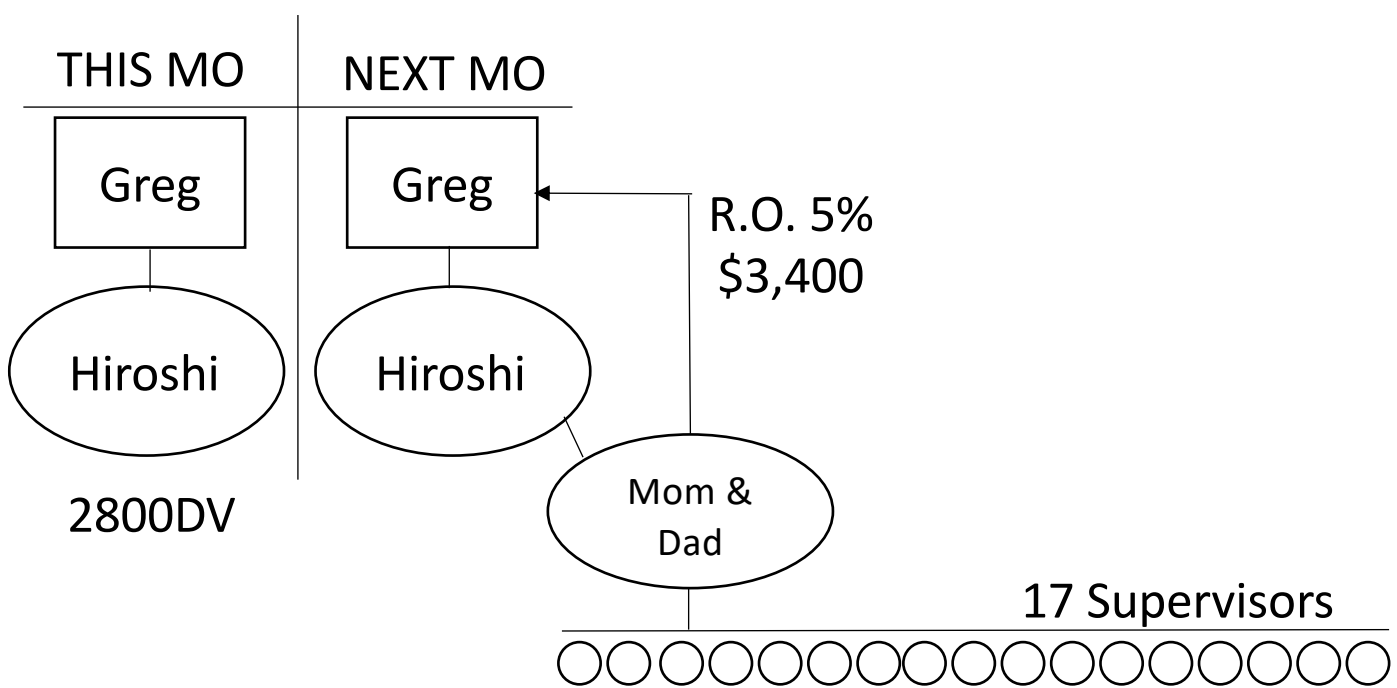
**Option 2: Start with a Buddy**  
 1,000DV = 6 – 10 Customers Avg.



**Option 3 – Build Customer & Preferred Member Groups**  
 4,000DVP in 3 –12 Months

**Start with 500DVP = 35% Profit / Discount = 3 – 5 customers Avg.**

Each DS Must have at least 100DVP Unencumbered in 1-2 MO  
 Results may vary Numbers are examples only



# WHAT IS ORDER PURPOSE

RETAIL INVENTORY: Can be documented once sold and a receipt created

CUSTOMER DIRECT:  
Automatically Documented

PERSONAL CONSUMPTION:  
Non-Documented

ALL GoHerbalife.com orders are  
Automatically Documented

*I'M PROUD TO BE IN THE TOP 1% OF DISTRIBUTORS.  
Through skill and consistent work it takes between 3 to 35  
years, with an average of 13 years, if achieved. You can find  
typical earnings in the Statement of Average Gross  
Compensation at StartHerbalife.com.*