**Herbalife Discount Licence – September 2017**

Some customers consume quite a volume of Herbalife products. After the initial stages of getting introduced to the products they get to know the products and how to use them to control their weight and energy.

It could be advantageous to them to get a discount on Herbalife products. Discount is normally attached to a “Member” status that was originally intended for people that wanted to pursue the business opportunity of Herbalife. The first level of discount is 25%, but effectively works out to just over 20% as VAT and certain other costs are added to the discount again. So a Herbalife shake of R395 would work out to about R305 (22% saving). If you order this directly from Herbalife for delivery you need to add about R60 to the order which brings the price to a total of R365 (7.5% saving). If you place 17 orders or more in a given year, it will be financially viable to rather do it at a discount.

The cost of the Herbalife discount licence is about R500 depending on how you order it. It includes one vanilla shake and one shaker and instruction manuals on how to run the Herbalife business and all the rules pertaining to that.

You need to **renew your licence annually** at a fee of less than R100. There nothing further required.

In the USA there is a definite distinction now between consumption members and business members. It is expected that this will be rolled out to the other countries as well. You will then have the choice to become a consumer only and not a business member as well.

The Herbalife discounts could increase to a total of 40%, but that is more applicable if you look at the business side of Herbalife. A family could easily consume R2400 to R5000 worth of products per month depending on their goals and the speed with which they want to get to their goals. A discount of 20% to 40% does make this more advantageous.

This licence of course opens the possibility of assisting other people with their health goals. The requirement is that you would charge others the full recommended price and not give them a discount unless they are enrolled as members in Herbalife.

**There are two ways of enrolling and getting the licence.**

The first one is to do it on the internet - <https://za.onlinecontract.myherbalife.com>.

You then need to fill in the following details – sponsor information – 46051595 ; first three letters of surname – lou (Hansie Louw). You could then order the package to be delivered to your address of choice. You will scan a copy of the ID or drivers licence when you upload your information. A husband and wife will have one distributorship.

The second way is to get the package from your sponsor (mentor) – you will then go to the same website and register there, but use the codes that is supplied on the forms inside your Herbalife bag – the sponsor will give you this bag. If you do not have access to internet, you could fill in the relevant forms in your bag and scan them and mail them to Herbalife and your sponsor.

**Read the Gold Standard below** - essentially it says that if you are unhappy that you could return your products or your membership for a refund. This applies to members and ordinary consumers, but here we talk about the discount members.

1 **There are no minimum purchases required and start-up costs are low.**

The only required purchase to become an Herbalife Member or engage in the Herbalife business is the Herbalife Member Pack. No product purchases are required. If I choose to purchase products, I understand my purchases should not exceed my own needs or amounts I am confident I can resell in a reasonable amount of time.

2 **There is a fully refundable, 90-day money back guarantee for the cost of the Herbalife Member Pack, if Membership is cancelled for any reason.**

If I chose to cancel my Membership within 90 days I have the right to a full refund of the purchase price of the Herbalife Member Pack.

3 **There is a 100% refund guarantee on product, purchased in the prior 12 months if Membership is cancelled for any reason.**

If my Membership is cancelled for any reason, I may return to the company unused and resalable products or sales materials that I purchased within the last 12 months for a full refund of the purchase price. Simply follow the directions in the “Sample Forms” section of Book 4 of the Member Pack or online at [za.MyHerbalife.com](https://za.myherbalife.com/).

4 **There is no requirement to purchase any sales and business tools to start up or succeed in your Herbalife Membership.**

I am not required to purchase any business tools, and can use the promotional literature and sales tools that Herbalife makes available for free or at minimal cost. Prior to opening a Nutrition Club, including any Club with fitness activities; I must be a Member for at least 90 days and complete the Company’s mandatory Nutrition Club Registration process and any training required at that time.

5 **We clearly define the benefit of each product and appropriate method of use directly on the product label – we want to make absolutely sure that the right products are taken the right way to achieve realistic results. We provide realistic expectations of the business opportunity and the effort required to succeed at all levels.**

We clearly define the benefit of each product and appropriate method of use directly on the product label – we want to make absolutely sure that the right products are taken the right way and that Members have the correct information to talk about the products to their customers. Similarly, we provide accurate information about the financial results that Herbalife Members have achieved so that it may be shared with those being introduced to the Herbalife business opportunity. Any claims I make about Herbalife’s® products or about the Herbalife business opportunity must be lawful, true, not misleading, substantiated in writing in advance and consistent with claims made in the current materials published by Herbalife I may not make any written, therapeutic or curative claims about Herbalife® products (whether or not they are about my own personal experience), except those stated in materials published by Herbalife, or use the name of any government ministry or authority or any other regulatory agency when representing Herbalife ® products.

6 **We provide clear, accurate, and timely disclosures to prospective Members regarding potential income.**

People join Herbalife for many reasons. Many simply want to purchase Herbalife**®**products at wholesale prices. Others want to build a business of their own. If my goal is to build an Herbalife business, I understand that it takes hard work and dedication to make it successful. I understand that the Statement of Average Gross Compensation that follows is available on [za.MyHerbalife.com](https://za.myherbalife.com/), and is the only authorized information about the financial results that Herbalife Members have achieved. I confirm I am not relying on any other information.