

## **Starting Positions Explained**

### **Overview**

As a Distributor you get 25% discount on the Herbalife products. Like most businesses you get a bigger discount (up to 50%) on a bigger order. This works on a sliding scale on a calendar month basis. Once you get to the 50% level (Supervisor), you stay at the 50% level.

### **Supervisor Position**

There are four ways to reach this position:

- a) Accumulate 5,000 volume points over 12 months
- b) Purchase 4,000 volume points in one calendar month
- c) Purchase 2,500 volume points in two consecutive months
- d) Share an order with one or more Distributors in your immediate down line.

There are stepping stones from Distributor to Supervisor allowing you to place orders at 35% and 42%:

#### **1) Senior Consultant**

This is for someone wanting a few products for friends and family. You can buy 500 volume points at 35%. This will give you products for 5 or 6 programmes.

#### **2) Success Builder**

This is a one-off purchase of 1,000 volume points at 42%. The following calendar month you revert to 35% discount. This will give you products for 10 to 12 programmes.

#### **3) Qualified Producer**

Once you accumulate 2,500 volume points in 1 to 3 months, you can then buy products at 42% for the rest of the year.