



# REQUALIFICATION 2011

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Retain Your Status by Requalifying!



# Why Requalify?



## You Keep Your Benefits!

### If you are a Qualified Producer

- Keep your **42%** discount on the purchase of Herbalife® products.
- Keep your eligibility to earn commissions.\*

### If you are a Supervisor

- Keep your **50%** discount on the purchase of Herbalife® products.
- Keep your eligibility for Royalty Override earnings.
- Keep your eligibility to participate in events, promotions and vacations.

\*Remember to provide Herbalife your bank information so they can wire commissions.



# How to Requalify



## If you are a Qualified Producer

- Achieve 2,500 Personally Purchased Volume Points (PPV)\* in sales within one to three consecutive months.

## If you are a Supervisor

### 1. One-Month Requalification

Achieve 4,000 Volume Points in one Volume Month – with a minimum of 1,000 Volume Points Unencumbered<sup>†</sup> required.

### 2. Two-Month Requalification

Achieve 2,500 Volume Points for two consecutive Volume Months – with a minimum of 1,000 Volume Points Unencumbered<sup>†</sup> required for each month.

### 3. Twelve-Month Requalification

Accumulate 4,000 Unencumbered<sup>†</sup> Total Volume Points over the 12-month requalification period – your downline Supervisors will be moved to the next upline Supervisor; however, you will retain your non-Supervisor downline and your 50% discount.

OR

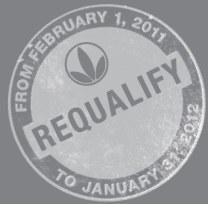


Accumulate 10,000 Total Volume Points Unencumbered<sup>†</sup> over the 12-month requalification period – retain your downline Supervisors.

\*Personally Purchased Volume is volume purchased directly from Herbalife using your Herbalife Identification Number.

<sup>†</sup>Unencumbered Volume is volume produced by you or your Independent Distributors that is not used for Supervisor qualification purposes.

Supervisors must requalify annually and pay their Annual Processing Fee.



# Requalification is...



## ...essential for your growth!

By requalifying, you will...

- Continue advancing in the Herbalife Marketing Plan and receive a well-deserved **recognition** for all of your achievements.
- Become a **role model** by showing other people how they can improve their quality of life with Herbalife.
- Be eligible to attend **special events and trainings** for Supervisors.



# Requalification is...



## ...a key factor in the retention of your organization.

- **Learn about requalification!** Read the *Career Books* or watch the *Marketing Plan Training* DVD to learn why it is important to requalify.
- **Develop your plan for requalification!** Work with your Sponsor to establish your sales and recruitment goals to accumulate your Volume Points.
- **Train your organization!** Explain to your downline Supervisors the importance of requalifying annually and attending events and trainings.
- **Learn and use the different Business Methods!** Learn which Business Methods work best for you. Then, you can educate more people about Herbalife® products and the business opportunity. This will help you generate clients and potential Independent Distributors.



# Requalification is...



## ...a key factor in the retention of your organization.

- **To succeed in your Herbalife business, it is necessary to learn!** Learn how to retail, recruit and retain by attending all events, trainings and seminars. Learn about the annual training and events calendar. Don't miss the opportunity to gain the knowledge and tools that will help you become a successful Herbalife Independent Distributor.
- To better understand the business, you can download various **Training Assets** from **MyHerbalife.com** in the Tools & Training section. This will help you maximize the **retention** in your organization.



# It's Never too Soon to Start Requalifying



The requalification period began **February 1, 2011**, and ends **January 31, 2012**.

Take advantage of the annual plan of events as it will help you and your organization **requalify**.

Perseverance and dedication will help ensure the success of your business!