

This document contains some of the most frequently asked questions about Nutrition Clubs. For more details, please refer to the Nutrition Club Rules in your International Business Pack (IBP) or on MyHerbalife.com.

1. What is a Nutrition Club?

Nutrition Clubs are social gatherings where members focus on good nutrition and regular exercise in order to achieve optimum health.

2. Why should I consider operating a Nutrition Club?

You can operate a Nutrition Club from a non-residential location or a residential location (subject to local laws and regulations). Nutrition Clubs are convenient ways to create a community experience where members can familiarize themselves with Herbalife® products in a social atmosphere. They are informal settings where members and guests can talk about the products, sample complimentary Herbal Aloe drinks, shakes and teas and learn about the business opportunity. Nutrition Clubs can be easily adopted with other business methods you may already be using.

3. Who can operate a Nutrition Club?

Only Herbalife Independent Distributors may operate a Nutrition Club.

4. How do I start a Nutrition Club?

Here are some suggestions to consider. Prior to opening a Nutrition Club, you may want to attend Nutrition Club trainings or visit an existing Nutrition Club to learn from other Nutrition Club Operators. To find a Nutrition Club near you, contact your Herbalife Sponsor or your local Sales Strategy and Support Team. Once you've decided that this business method is right for you, determine the best practices that fit your personality and notify Herbalife about your Nutrition Club by downloading the *Notification Form* from MyHerbalife.com.

5. Who needs to notify Herbalife of the Nutrition Club?

Operators of Nutrition Clubs located in *non-residential* locations must notify Herbalife about their Nutrition Club. Only one Distributor, the Primary Nutrition Club Operator, should submit a *Notification Form* to Herbalife for each Nutrition Club location.

6. How can I promote or advertise my Nutrition Club?

Advertising is limited to promoting services that are offered within the Nutrition Club, such as a wellness evaluation or nutrition presentation, and may only include the name of the Nutrition Club, Operator name and phone number.

7. What can I name my Nutrition Club?

Names of Nutrition Clubs must not include the words: "Herbalife", "Mark Hughes", "Nutrition Club" or any Herbalife product names. Other unacceptable terms are: "café", "restaurant", "bar", "mart", "store", "branch" or "shop". This is not a complete list, so check with your local Distributor Ethics & Compliance department prior to opening your Nutrition Club.

8. What can I display inside my Nutrition Club?

Nutrition Club Operators must display the Nutrition Club Advisory and Advisory for Nutrition Club Operator, which are available in Nutrition Club Rules included in the IBP or can be downloaded from MyHerbalife.com. Posters and product displays are allowed, but the interior of the Nutrition Club must not be visible from outside the Nutrition Club.

9. What can I display on the exterior of my Nutrition Club?

Nutrition Clubs must use window and door coverings to ensure that the interior of the Nutrition Club is not visible from the exterior. Doors must remain closed. The exterior of the Nutrition Club must not be used to attract passers-by. Tables and seating outside are not allowed. Open/closed and credit card signs or notices are not allowed.

10. What products should I offer at my Nutrition Club?

Complementary products served at Nutrition Clubs may include the Herbal Aloe Concentrate Drink, Herbal Concentrate Tea and Formula 1 Nutritional Shake Mix in a variety of flavors.

11. What supplies do I need?

Have enough blenders to prepare complimentary beverages. Ensure you have enough Herbalife® products and supplies, such as non-branded disposable cups on hand to serve members and guests. In addition, always use purified (or boiled) water in preparing complimentary beverages. Make your Nutrition Club a comfortable setting to socialize and learn about good nutrition.

12. Can I get help to run my Nutrition Club?

Yes. You may want to team up with other Herbalife Independent Distributors in your organization to help support your Nutrition Club. Remember, only Herbalife Independent Distributors may assist in your Club.

13. How much can I charge for membership to my Nutrition Club?

A daily, weekly or monthly membership fee may be charged to cover operational costs for example, rent and utilities. Membership fees must not be represented as the price or cost of products offered to members or guests for consumption, nor may they be in exchange for services offered (such as, but not limited to seminars or classes).

14. What activities can I offer at my Nutrition Club?

It's up to you! Some Nutrition Club Operators recommend sharing product results, nutritional education, coaching sessions, tracking weight-loss goals, watching Herbalife videos, physical activities or games. When sharing product experiences, remember the products are not intended to diagnose, treat, prevent or cure any disease or medical condition, and the appropriate disclaimer must be used (see below). Whatever the activity, be sure to make it fun, simple and magical!

15. What disclaimer should be used for weight-loss testimonials?

All weight-loss claims and representations, including testimonials, must be accompanied by the following disclaimer. If used on printed materials, the disclaimer must be placed prominently, using a font size no less than 10-point type on every page on which the claims appear:

“An extensive questionnaire generated responses from more than 200 U.S. Herbalife Independent Distributors about their weight-loss programs and results. They reported weight loss ranging from 4 pounds to 167 pounds and a reduced body mass index (BMI) of 1.5 points to 24.1 points, suggesting that consumption of Herbalife products is associated with weight loss and improvement in BMI in those ranges.”