



marketing plan

**Production
Bonuses**



Production Bonuses

Team Level Rules

*As a TAB Team member, you are eligible to earn a monthly Production Bonus between 2% and 7%. In order to receive Production Bonuses, you have to make sure you've paid your Annual Processing Fee, submitted a completed 10 Retail Customers Rule and 70% Rule documentation form every month, as well as completed the TAB Team Production Bonus Application.**

10 RETAIL CUSTOMERS RULE

- Must personally make sales to at least 10 separate retail customers in a given Volume Month to qualify for and receive Royalty Overrides and Production Bonuses

70% RULE

- At least 70% of the total value of Herbalife® products a Distributor purchases each Volume Month must be resold to retail customers or at wholesale to downline Distributors to qualify for and receive Royalty Overrides and Production Bonuses

*Rules do not apply to all countries.

Production Bonuses

Production Bonus Qualification and Waiting Period

There is a two-month waiting period for Millionaire Team bonuses and a three-month waiting period for President's Team Production Bonuses. There is no waiting period for GET Bonuses.

	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	APRIL
GET	1,000 RO Points	1,000 RO Points	1,000 RO Points	<i>Eligible to Earn 2% PB</i>					Requalify by April 1
Millionaire Team	4,000 RO Points	4,000 RO Points	4,000 RO Points	<i>Waiting Period</i>	<i>Waiting Period</i>	<i>Eligible to Earn 4% PB</i>			Requalify by April 1
President's Team	10,000 RO Points	10,000 RO Points	10,000 RO Points	<i>Waiting Period</i>	<i>Waiting Period</i>	<i>Waiting Period</i>	<i>Eligible to Earn 6% PB</i>		Requalify by April 1

Production Bonuses

Production Bonus Earning % Requirement Chart

If you qualify to receive a monthly Production Bonus, the maximum percentage you may receive each month is based on the Production Bonus Earning % requirement chart.

Team	Total Volume	RO Points	PB Earnings Percentage
GET	5,000	1,000	2%
Millionaire Team	3,000	1,000–3,999	2%
	3,000	4,000	4%
President's Team	2,500	1,000–3,999	2%
	2,500	4,000–9,999	4%
	2,500	10,000	6%
	2,500	20,000	6.5%
	2,500	30,000	6.75%
	2,500	50,000	7%

Production Bonuses

Production Bonus Earning % Requirement Chart

To continue earning your TAB Team Production Bonus, you need to requalify at your team level or above within a 12-month time frame from your last team qualification/requalification date.*

Production Bonus Eligibility Period Examples

Qualification Period			Global Expansion Team (GET)														
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
1,000 Royalty Points	1,000 Royalty Points	1,000 Royalty Points	Eligible to earn 2% TAB Team PB from April to March														
			Requalification Period from April to March														

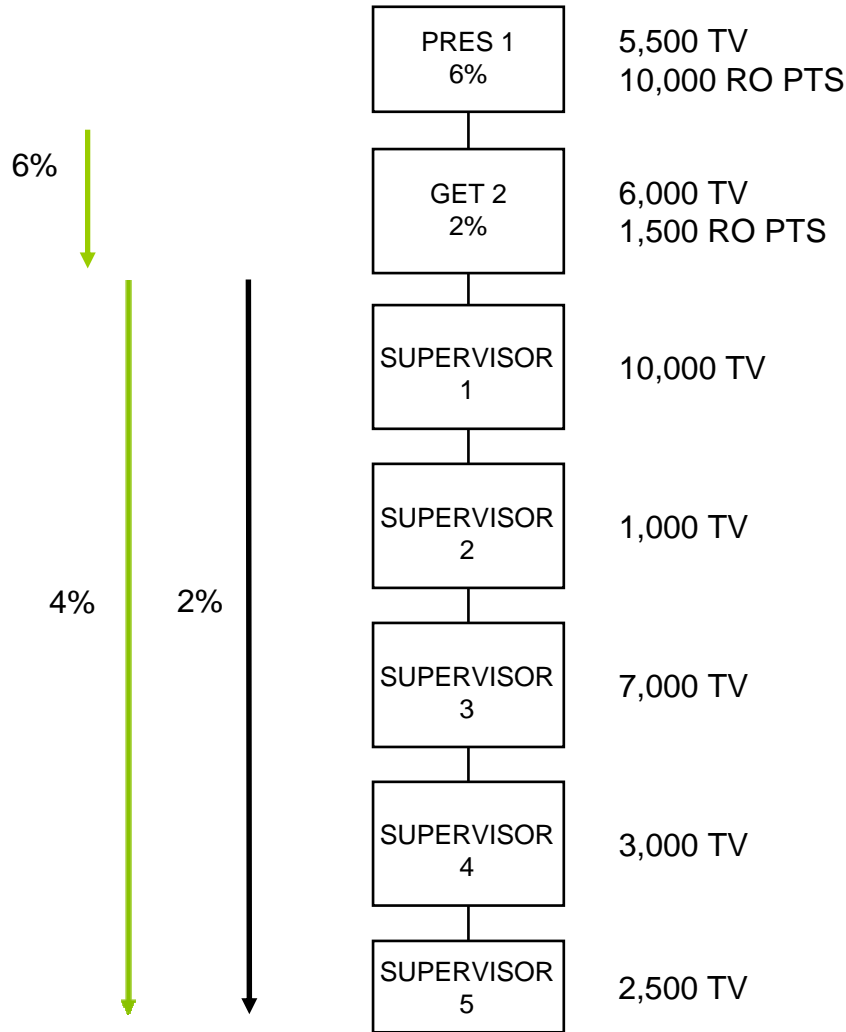
Qualification Period			Millionaire Team														
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
4,000 Royalty Points	4,000 Royalty Points	4,000 Royalty Points	Waiting Period		Eligible to earn 4% TAB Team PB from June to May												
			Requalification Period from April to March														

Qualification Period			President's Team														
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
10k, 20k, 30k, 50k Royalty Points x 3 months			Waiting Period			Eligible to earn 6% TAB Team PB from July to June											
			Requalification Period from April to March														

*Requalification requirements are the same as qualification for each earning % level.

Production Bonuses

Example 1



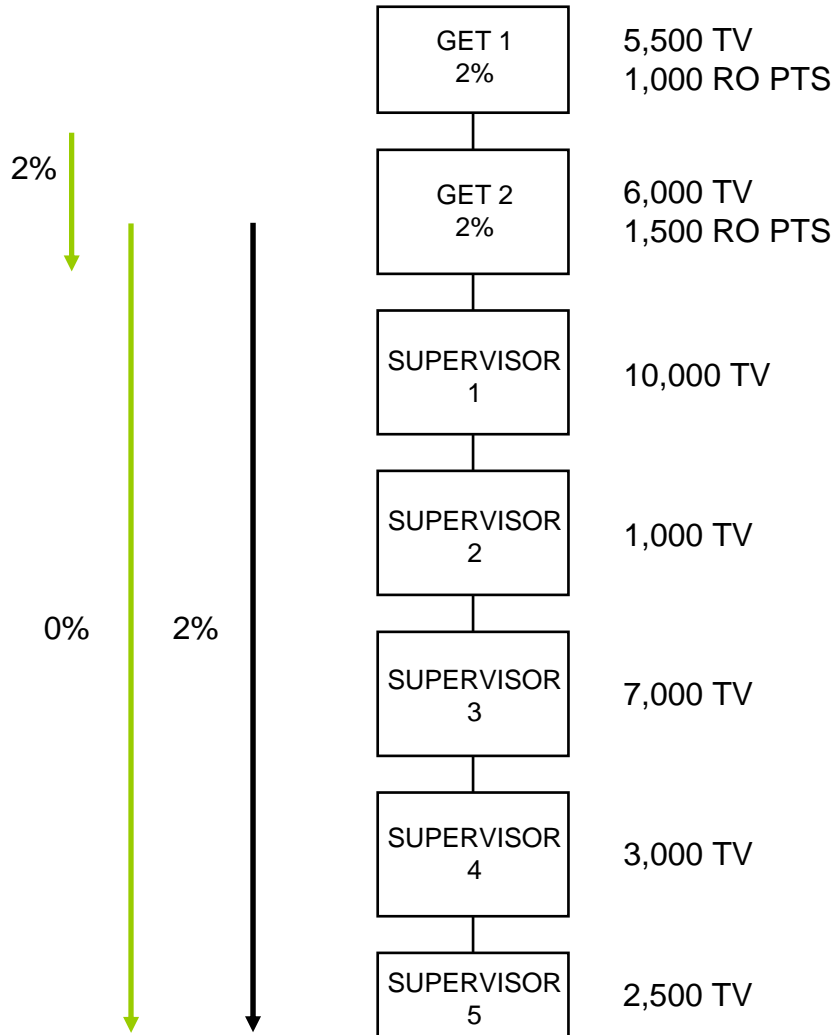
The company pays 7% of all retail sales to Distributors through Production Bonuses – 7% is the maximum. If you have a TAB Team member in your downline earning a lower percentage Production Bonus, your Production Bonus will adjust accordingly and you will receive the difference between yours and their earning percentage.

	PB % PAID ON WHO
PRES 1	6% on GET 2 only and 4% on SUPERVISOR 1–5
GET 2	2% on SUPERVISOR 1–5

- Herbalife pays a total of 6% PB:
- GET 2 eligible to earn 2% on SUPERVISOR 1–5
- PRES 1 eligible to earn the full 6% on GET 2 only, and 4% on SUPERVISOR 1–5 (the difference between their earning ability of 6% and of GET 2's 2%)

Production Bonuses

Example 2



If a TAB Team member below you has an equal percentage bonus, you would earn a Production Bonus on his/her activity, but not on the volume of anyone else in that lineage.

	PB % PAID ON WHO
GET 1	2% on GET 2 only
GET 2	2% on SUPERVISOR 1-5

- Since both GET members are earning at the same PB %, GET 1 cannot earn on SUPERVISOR 1-5
- The 2% has been paid already to GET 2, GET 1 earns 2% only on GET 2