

# SENIOR CONSULTANT

## Improve Your Profits With the Discount Scale

As you and your non-Supervisor Downline sell more Herbalife products, your Total Volume increases, and you may reach the next level of Senior Consultant. As such, you become eligible to purchase products at a 35% or 42% discount off the Earn Base, giving you a greater profit margin.

### Discount Scale

As a Member you may purchase at a 25% discount on all orders until you become eligible for a higher discount by achieving the Senior Consultant level. Thereafter, your discount on purchases will be determined by the Discount Scale as indicated below at no less than a 35% discount.

### A Senior Consultant is eligible to:

- Purchase at 35% or 42% immediately after qualifying for this status
- Earn a 35% or 42% Retail Profit
- Earn up to 27% Wholesale Profit (Commissions) on the Earn Base value from purchases made by your downline Members at a 25% or 35% discount, or Preferred Customers between 15% - 35% discount

**Volume Points accumulate either from orders placed by you directly with Herbalife, which are referred to as Personally Purchased Volume, or from orders your Preferred Customers and Members place with Herbalife, which are called Downline Volume. Both types of volume may be used to achieve Senior Consultant Level at a 35% or 42% discount.**

Level	Monthly Volume	Discount	Eligibility
Senior Consultant	Achieve 500 Volume Points in 1-2 months	35%	All orders will be placed at 35% discount until you become eligible for a higher discount.
Senior Consultant	Achieve 2,000 Volume Points in 1-2 months	42%	Once you have achieved 2,000 Volume Points, you are eligible to place this order and all orders for the remainder of the Volume Month at a 42% discount.
Success Builder	1,000 Personally Purchased Volume Points (PPV) accumulated in one month	42%	Once you have accumulated 1,000 Personally Purchased Volume Points or more you are eligible for a 42% discount on all orders for the remainder of the month plus the following month.  Volume Points accumulated by your personally enrolled Preferred Customers will contribute to your PPV requirement.
Qualified Producer	Achieve 2,500 Volume Points in 1-6 months, of which a minimum 500 are Personally Purchased Volume (PPV)	42%	As a Qualified Producer you are entitled to a 42% Discount on every order until you become eligible for a higher discount.  <b>Volume can be achieved with PPV or utilizing up to 2,000 Downline Volume Points, with the remaining 500 as Personally Purchased Volume.</b>  Volume Points accumulated by your personally enrolled Preferred Customers will contribute to your PPV requirement.
Qualifying Supervisor	- Achieve 4,000 Volume Points in one volume month with a minimum 1,000 Volume Points Unencumbered or - Achieve 4,000 Volume Points over two consecutive months, with a minimum 1,000 Volume Points Unencumbered or - Accumulate 4,000 Volume Points within 12 months with a minimum of 3 months required (a minimum 1,000 PPV required). Volume Points accumulated by your personally enrolled Preferred Customers will contribute to your PPV requirement.	Temporary 50%	Once Qualifying Volume Points are achieved additional orders are purchased at a Temporary50% discount.
Supervisor	3 ways to qualify: See section “Qualifying as a Supervisor” for details	50%	As a Supervisor, you are entitled to a 50% discount on every order. (Must requalify annually).