

## STATEMENT OF AVERAGE GROSS COMPENSATION 2017

### HOW TO ENROLL:

NHT Global members enroll for the following reasons:

- To buy products at a discounted rate for personal consumption.
- To sell products for retail profit.
- To build a network and sponsor others who plan to personally use or sell product.

Most members enroll in our network for personal consumption and receive only the discounted rate. These members, which consists of 59% of our U.S. Active membership<sup>1</sup>, did not receive any commissions from NHT Global.

### EARNINGS OPPORTUNITIES:

- Through retail sales by purchasing NHT Global products at a discounted rate and selling product from your inventory
  - Through retail sales captured via your NHT Global replicating website retail cart (product is shipped direct from NHT Global to your retail customer)
  - By building a network and enrolling others who purchase NHT Global products to either sell via retail or use personally
- Note: Money cannot be earned solely through sponsorship – sales are required.

### MORE ABOUT THE BUSINESS:

- Most people start their NHT Global business by selling to their personal network of friends and family because they believe in the value and benefits of the products. By referring these people to NHT Global products, they themselves are able to make a little extra money.
- Members appreciate the freedom and flexibility of choosing how and when to work.
- Building a successful NHT Global network takes hard work and time.
- Like all businesses, some members will succeed, while some will not.
- Members enjoy free initial enrollment and there are no ongoing required product purchases.

### RETAIL SALES INFORMATION:

- Members are eligible to buy NHT Global products at a discount.
- Members earn the difference between the retail price/ wholesale price of the product and the discount the members are able to purchase the product for based on their rank.
- Discounts are offered for members who attain certain ranks based on the volume of product they purchase:
  - Bronze – 5% discount
  - Silver – 10% discount
  - Platinum / Gold – 30% discount

### EARNINGS INFORMATION:

- Most members enroll to receive a discount on NHT Global product purchases, however, NHT Global does pay one of the highest commission rates in the industry.
  - During 2017, 41.3% (998 members) earned a commission.
- In addition to any retail profit, of those who received commissions from NHT Global, approximately:
- 31% (197 members) made more than \$1,000 in earnings.
  - 8% (48 members) made more than \$5,000 in earnings.
  - 1.6% (10 members) made more than \$25,000 in earnings, with one member earning more than \$1 million during the year.

### ADDITIONAL INFORMATION:

- If you have unopened products, you can return them within a year of the purchase date for a refund and cancel your membership. The return is subject to product condition and a 10% restocking fee.
- Please contact [member.compliance@nhtglobal.com](mailto:member.compliance@nhtglobal.com) for more information.

<sup>1</sup>Natural Health Trends defines Active Members as those that have placed at least one product order with the Company during the preceding twelve month period.