

# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

### Document Content:

- [Qualifications & Qualification Period](#)
- [Blocking Rules](#)
- [Stars Programme 2023/24](#)
- [Vacation Destinations/Dates](#)
- [Vacation Package](#)
- [Travel Voucher](#)
- [Visa & Travel Information](#)
- [Divorced /Separated Members](#)
- [Website](#)
- [Terms and Conditions](#)

### Qualifications & Qualification Period

#### 2023/24 Europe and Africa Vacations qualifications:

Members must achieve the following minimum number of Vacation Points during January 2023 VM to December 2023 VM (**Qualification Period**):

- **Pathway 1: Non-TAB AWT 2023:** 65,000 Vacation Points
- **Pathway 2: New GET Team:** 65,000 Vacation Points
- **Pathway 3: GET Team:** 70,000 Vacation Points
- **Pathway 4: Millionaire Team:** 70,000 Vacation Points
- **Pathway 5: President's Team:** 70,000 Vacation Points or 120,000 RO<sup>1</sup>

1 Vacation Point = 1 Total Volume Point (**TVP**)

**Vacation Bonus Points:** You may earn 3,000 Vacation Bonus Points for every brand-new SP achieving a minimum of 2,500 TVP accumulated over 3 consecutive months during the Qualification Period. Brand new SP will be counted up to 3 levels deep, and blocking rules apply (please refer to the [blocking rules section](#)). In order to count as Bonus Points, brand New FQS status dates are from 1st Feb 2023 through to 1st January 2024 (January to December 2023 VM). Temp 50% orders will be counted towards the TVP target.

Your TAB Team pathway will be determined by the status that you have as of 1<sup>st</sup> October 2022.

For New GET, Members can achieve New GET between October 2022 VM to December 2023 VM.

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<sup>1</sup> The 2023 Royalty Balancing Factor will contribute to your e.g. event/session/promo Royalty qualification/s, starting from February 2023 VM. – President's Team RO Pathway only  
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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

Non-TAB AWT 2023: Non-TAB FQS must achieve AWT 2023 in 2023 in order to use this pathway.

**Non-Tab AWT 2023 Promotion:** Please see the T&Cs of the AWT 2023 promotion. Members must achieve AWT 2023 with 2023 volume in order to use this pathway. You can use TVP accumulated during the Qualification Period towards your vacation qualification.

**New GET Team:** all FQS who qualify to new GET Team status from 1<sup>st</sup> November 2022 (GET Team qualification volume months: Aug – Sept – Oct 2022) to 1<sup>st</sup> January 2024 (GET Team Qualification volume months: Oct – Nov - Dec 2023). You can use TVP accumulated during the Qualification Period towards your vacation qualification.

**GET Team:** Members who qualify for the New GET Team as of 1<sup>st</sup> October 2022 (GET Team qualification volume months: July – Aug – Sept) will follow Pathway 3 for GET Team.

### Track your qualification here:

A link to the E&A Vacation 2023-24 tracker will be announced at a later date

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

### Qualification Examples:

Please note to attend the Europe & Africa 2023/2024 Vacations, at least 50% of Members' qualifying Volume (excluding any accelerator points or bonus points) or/and Royalty have to be earned within the official participating countries.

For a full list of participating E&A countries please see the terms and conditions section

### Example 1: AWT 2023 (qualified as of 1<sup>st</sup> April 2023):

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	TARGET	Qualified?
TVP	5,000	5,000	4,000	5,500	4,500	3,500	5,000	5,200	3000	6000	6000	4000	56,700	65,000 Vacation Points	YES - Total Vacation Points: 65,700
Brand New SP Bonus					3,000			3,000		3,000			9,000		

### Example 2: NEW GET (qualified as of 1<sup>st</sup> April 2023):

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	TARGET	Qualified?
TVP	5,000	5,000	5,500	5,500	4,500	3,500	5,000	5,200	5000	4000	5,000	5,200	58,400	65,000 Vacation Points	YES - Total Vacation Points: 70,400
Brand New SP Bonus					3,000			3,000	3,000	3,000			12,000		

### Example 3: GET (qualified as of 1<sup>st</sup> October 2018):

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Vacation Points	TARGET	Qualified?
TVP	5,000	4,000	6,000	4,500	5,500	4,000	5,000	5,700	6,000	4,500	5,500	4,000	59,700	70,000 Vacation Points	NO - total Vacation Points: 68,700
Brand New SP Bonus				3,000				3,000		3,000			9,000		

### Example 4: GET (qualified as of 1<sup>st</sup> April 2015):

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Vacation Points	TARGET	Qualified?
TVP	5,900	5,800	6,400	5,500	5,500	6,500	6,500	5,300	2,800	5,500	6,500	6,500	68,700	70,000 Vacation Points	YES - total Vacation Points: 77,700
Brand New SP Bonus					3,000	3,000			3,000				9,000		

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

### Example 5: Millionaire Team

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Vacation Points	TARGET	Qualified?
<b>TVP</b>	4,000	4,500	4,800	4,500	4,500	5,500	5,800	5,600	6,500	6,500	5,300	2,800	60,300	70,000 Vacation Points	YES - total Vacation Points: 72,300
<b>Brand New SP Bonus</b>					3,000	3,000	3,000		3,000				12,000		

### Example 6: President's Team (RO Pathway)

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Vacation Points	TARGET	Qualified?
<b>RO</b>	5,000	5,000	10,000	12,000	7,000	8,000	7,000	10,000	10,000	10,000	10,000	14,000	108,000	120,000 RO	NO - Total Vacation Points: 108,000. Cannot combine RO and Vacation Bonus Points
<b>Brand New SP Bonus</b>				3,000	3,000	3,000	3,000	3,000					15,000		

### Example 7: President's Team (TVP Pathway) w/ 50% E&A Requirement Example

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Vacation Points	TARGET	Qualified?
<b>E&amp;A *Vacation Points</b>	3,000	2,600	2,800	3,000	2,800	2,900	2,900	2,600	2,600	2,600	2,800	2,500	33,100	70,000 Vacation Points	No, total Vacation Points: 78k. But only 47% (33.1k of 70k) of qualifying volume comes from E&A
<b>WW Vacation Points</b>	3,000	3,000	8,000	3,000	3,000	8,000	5,000	3,000	5,000	8,000	4,000	6,800	59,800		

*\*The above is for illustrative purposes only, the 50% requirement applies to all qualification pathways for the 2023-24 E&A Vacation*

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

### Brand New SP Bonus Points Examples:

#### Example 1

FQS qualified as of the date	Jan-23	Feb-23	Mar-23	Counts as a Bonus
1 <sup>st</sup> Feb 23	1,000 TVP (Qualifying Volume at Temp 50%)	500 TVP	1,000 TVP	YES

#### Example 2

FQS qualified as of the date	Oct-23	Nov-23	Dec-23	Counts as a Bonus
1 <sup>st</sup> Oct 23	1,000 TVP	1,000 TVP	500 TVP	YES

#### Example 3

FQS qualified as of the date	Oct-23	Nov-23	Dec-23	Counts as a Bonus
1 <sup>st</sup> Nov 23	1,000 TVP (Qualifying Volume at Temp 50%)	500 TVP	1,000 TVP	YES

#### Example 4

FQS qualified as of the date	Jan-23	Feb-23	Mar-23	Counts as a Bonus
1 <sup>st</sup> Jan 23	1,000 TVP	500 TVP	1,000 TVP	No, as FQS qualified as of 1 <sup>st</sup> Jan 23, and the qualification month to become a new FQS must fall between 1 <sup>st</sup> Feb 2023 to 1 <sup>st</sup> Jan 2024.

#### Example 5

FQS qualified as of the date	Nov-23	Dec-23	Jan-24	Counts as a Bonus
1 <sup>st</sup> Dec 23	1,000 TVP (Qualifying Volume at Temp 50%)	1,000 TVP	500 TVP	No, as the last 500 TVP falls in 2024. And FQS qual date should be 1 <sup>st</sup> Jan 2024

#### Example 6

FQS qualified as of the date	Apr-23	May-23	Jun-23	Jul-23	Counts as a Bonus
Apr-23	1,000 TVP	200 TVP	1,000 TVP	1,000 TVP	NO – FQS did not have 2,500 over 3 consecutive months

#### Example 7

FQS qualified as of the date	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Counts as a Bonus
Apr-23	800 TVP	900 TVP	800 TVP	1,000 TVP	500 TVP	1,000 TVP	YES

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

### Additional requirements

- Any volume from the US & US Territories used to qualify for promotions and Marketing Plan qualification must be Documented Volume. This includes qualifications for Events, Promotions, and Marketing Plan levels as well as the annual Supervisor Requalification requirement.
- Terms and conditions apply.

### Stars Programme 2023/24:

- For every first-line non-TAB AWT 2023 (first time and repeated, up to 3 levels deep, blocking rules apply) you will receive '1 Star' towards your Star Rewards.
- Please see the Star Qualification blocking rules examples.
- Star rewards will be confirmed at a later stage

### Blocking Rules (Bonus Points & AWT STARS)

- You and your downline status (TAB or non-TAB) as of 1st October 2022 will be used for the entire duration of the Vacation promotion.
- If you have a downline who is a GET (and above) as of 1st October 2022 they will block you from any Vacation Bonus Points and AWT Stars up to 3 levels deep.
- If your 1st or 2nd level downline is a New GET Team 2023 or AWT 2023, they will not block you from receiving the Vacation Bonus Points and AWT Stars from the 2nd or 3rd Level unless they qualify for the 2023/2024 Vacation themselves
- If your downline brand-new SP qualifies to the next level within the 2023/2024 Vacation Qualification Period, they will still count towards your Vacation Bonus Points.
- Only 1 (one) brand-new SP with 2,500 TVP over 3 consecutive months or non TAB AWT 2023 Stars (brand new or repeated) in each respective contribution leg will be counted towards the Vacation Bonus Points.
- The final Vacation Bonus Points and AWT Stars will be determined at the end of the Qualification Period after December 2023 VM.
  - **Guaranteed** Bonus Vacation Points and AWT Stars = 1<sup>st</sup> line brand new SP with 2,500 TVP accumulated over 3 consecutive months or non-TAB AWT 2023 (brand new or repeated) during the Qualification Period.
  - **Potential** Vacation Bonus Points = 2<sup>nd</sup> or 3<sup>rd</sup> line brand-new SP with 2,500 TVP accumulated over 3 consecutive months or non TAB AWT 2023 (brand new or repeated) during the Qualification Period not blocked by any other Member.

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

- MyHerbalife.com online tracker will be developed and communicated at a later stage during the promotion period.
- Please see below the blocking rules examples

### 3,000 Bonus Vacation Points & AWT STARS Qualification Examples

2023-24 Vacation Qualifier						
	Leg 1.	Leg 2.	Leg 3.	Leg 4.	Leg 5.	Leg 6.
1 <sup>st</sup> Level Member A	New GT 2023, but does not qualify for the vacation	GET Team March 2022	Brand new AWT 2023 and qualified for the vacation	Brand-new SP w/ 2.5K TVP over 3 consecutive months	DS, Non-FQS	Non-TAB requalified AWT 2023 but does not qualify for the vacation
2 <sup>nd</sup> Level Member B	Brand-new SP w/ 2.5K TVP over 3 consecutive months	Brand-new SP w/ 2.5K TVP over 3 consecutive months	Supervisor	Supervisor	Brand-new SP w/ 2.5K TVP over 3 consecutive months	New GT 2023, but does not qualify for vacation
3 <sup>rd</sup> Level Member C	Brand-new SP w/ 2.5K TVP over 3 consecutive months	Brand New Non-TAB AWT 2023, but does not qualify for the vacation	Brand-new SP w/ 2.5K TVP over 3 consecutive months	Supervisor	Supervisor	Brand-new SP w/ 2.5K TVP over 3 consecutive months
Outcome	3,000 Bonus	No Bonus	No Bonus 1 STAR	3,000 Bonus	3,000 Bonus	3,000 Bonus 1 STAR

**TOTAL:** 12,000 Bonus Points, 2 STARS

*\*Please note the above are illustrative examples*

<b>Leg 1</b>	Member A does not block from bonus points as they did not qualify for the vacation. The qualifier can only claim bonus points from Member B, they cannot claim points from Member C as 1 max bonus contributor per leg block
<b>Leg 2</b>	Member A blocks from bonus points and a STAR as they are TAB team
<b>Leg 3</b>	Member A blocks bonus points from Member C as they achieved AWT 2023 and qualified for the vacation. The Vacation qualifier will earn 1 Vacation STAR from Member A as they have qualified AWT 2023.
<b>Leg 4</b>	1 <sup>st</sup> line guaranteed bonus points
<b>Leg 5</b>	Member A is not eligible for the vacation and does not block. Member B is a potential bonus point contributor
<b>Leg 6</b>	Members A and B are eligible for the vacation but did not qualify. Member C is a potential bonus point contributor. The Vacation qualifier would also earn 1 Vacation STAR from Member A as they have qualified AWT 2023.

- Due to the blocking rules, please note only the 1st lines of Bonus contributors and AWT Stars will be shown in the Vacation tracker on MyHerbalife, once released. 2nd and 3rd line Bonus

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

and Stars contributors will display at the end of the Vacation Qualification Period. For more details, check the terms and conditions that apply.

- Your 2<sup>nd</sup> and 3<sup>rd</sup> bonus points from brand-new SP achieving 2,500 TVP accumulated over 3 consecutive months and AWT Stars during the Qualification Period will be awarded after the qualification is over (after December 2023 Volume Month).
- 2<sup>nd</sup> and 3<sup>rd</sup> line Bonus points and AWT Stars might be blocked by other members qualifying for the Vacation.

### 1 Per Leg Extended Visual Example

A leg is defined as the entire downline below the 1st Level distributor. You cannot have more contributors than you have 1st level distributors. 1 contributor Max per Leg.



Example above: All the members below member **D** are considered 1 Leg, **A** will receive Vacation Bonus for either **E** OR **F**, but cannot count both because it is 1 max per leg.

**B** and **C** will count as bonus contributors, as there are ~~they~~ the 1<sup>st</sup> level and aren't blocked.

3CM = 3 consecutive months

### Vacation Destinations/Dates

- Croatia, Dubrovnik, 11-16 May 2024
- Mauritius, 20-25 May 2024
- Mauritius, 25-30 May 2024

### Vacation Package

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

- Details to follow

### Travel Voucher

- Travel Voucher details will be announced at a later stage.
- Travel Voucher will be provided to every Member that qualifies and attends Europe & Africa 2023/24 Vacation.
- Qualifiers must attend vacation in order to claim a Travel Voucher.

### Visa & Travel Information

- Qualifier will need a valid passport or suitable travel documents to travel to both destinations. All attendees must be in possession of valid travel documents prior to travel.
- Passports, visas, proofs of citizenship, expiration dates of passports, and all other travel documents required for entry in/travel to the vacation destination are the sole responsibilities of the qualified Members and not Herbalife.
- Upon confirming Member's Vacation qualification, Herbalife will issue an invitation letter that might help you obtain your Visa, but it is ultimately the Member's own responsibility. For details, please contact your local Member Services Team.
- Travel insurance will not be covered by Herbalife. Please make your own arrangements.

### Divorced / Separated Members

- Qualifications are based on the achievements of the individual Membership.
- Divorced/Separated Members with split IDs may combine 100% of the volume or royalty points from the original (joint) ID, plus 100% of the volume on their "new" (individual) ID.
- **Original ID only:** For Members qualifying using volume from the original (joint) ID, they will receive 50% of the rewards.
- **Individual ID only:** For Members qualifying using volume from their new (individual) ID only, they will be awarded 100% value of rewards
- **Combined Original + Individual ID:**
  - If only one Member qualifies using combined volume from the individual ID & original ID, they will receive 100% of the reward.
  - If two Members qualify using combined volume from the individual ID & original ID, each qualified Member will be awarded 50% value of Travel Voucher rewards. i.e. if there is a 2-bed cabin they would get 2 beds, but would have to pay 50% of the cost. If there are 2 pens then they would get 1 each. In addition, they would not be entitled to get this for themselves AND their new partners unless they also qualified on their new IDs. However, if it is a meal then typically their guest can come along too.
- Should there be any brand-new SP achieving 2,500 TVP *accumulated* over 3 consecutive months underneath the Original ID, this may be shared (both IDs can use 100% of the brand-new SP achieving 2,500 TVP over 3 consecutive months for the Bonus Points from the Original ID) and counted toward Vacations.

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

### Divorced/Separated ID Examples:

#### 1 Original ID – Split into 2 individual IDs (Member A & Member B)

Member A	Member B	Explanation
Qualified with individual ID	Not Qualified	Member A qualified and will receive 100% of the reward.
Qualified with original + individual ID	Not Qualified	Member A qualified and will receive 100% of the reward. <b>Because Member B who shares the joint ID did not attend the vacation</b>
Qualified with individual ID	Qualified with original + individual ID	Member A qualified and will receive 100% of the reward. Member B qualified and will receive 50% of the reward. <b>Note: If Member A does not attend Vacations Member B will receive 100% of the reward</b>
Qualified with original + individual ID	Qualified with original + individual ID	Members A & B qualified and will receive 50% of the reward. <b>Note: If either member A or B does not attend this same event, the other member will receive 100%</b>
Qualified with original + individual ID (E&A Member)	Qualified with original + individual ID (Non-E&A Member)	As Member B is non-E&A so cannot receive the reward. If Member A <b>attends the vacation</b> , they will receive 100% of the reward.

### Registration Website

- The registration website will launch on a date to be confirmed
- A separate communication will be released to all qualifiers as soon as it is launched, after which point all qualified Members will be able to log on and register.

### Terms and Conditions

- Promotion is open to all Supervisors (both Qualifying Supervisors and Fully Qualified Supervisors) with the following Processing Countries: Austria, Belgium, Bulgaria, Bosnia and Herzegovina, Botswana, Croatia, Cyprus, Czech Republic, Denmark, Finland, France, Germany, Ghana, Greece, Hungary, Iceland, Israel, Ireland, Italy, Kosovo, Lebanon, Lesotho, North Macedonia, Malta, Moldova, Montenegro, Namibia, Netherlands, Norway, Poland, Portugal, Romania, Serbia, Slovak Republic, Slovenia, South Africa, Spain, Swaziland, Sweden, Switzerland, Turkey, United Kingdom Ukraine, Zambia. Qualifying Supervisor volume can be counted (Temporary 50% TVP).
- Members cannot use the same Volume to qualify for other 2023/2024 Vacation promotions outside of Europe & Africa.

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# 2023/24 Europe & Africa Vacations

## Vacations Guidelines and Rules – Member Q&A

- Qualifiers must be in good standing with Herbalife and may be disqualified due to a breach of the Rules of Conduct at any stage up until the event end date.
- Herbalife reserves the right to re-verify and re-validate Member qualifications up to and including the days of the event at its discretion.
- Should any of the volume required to qualify for the vacation promotion result in a re-purchase of the products by Herbalife, Herbalife will deduct the cost of the vacation from the re-purchase amount.
- Qualifiers must maintain a retail customer verification which may be spot-checked at any time to verify true retail sales.
- All applicable taxes associated with the vacation are the sole responsibility of the qualified Member. Taxes vary by country; please check your local tax laws.
- Any volume from the US & US Territories used to qualify for promotions and Marketing Plan qualification must be Documented Volume. This includes qualifications for Events, Promotions, and Marketing Plan levels including the annual Supervisor Requalification requirement.
- Rewards may not be transferred, exchanged, sold, traded, or bartered and can only be used by the qualified Member during the vacation period.
- Members must raise all questions and disputes relating to Vacation rewards or related charges in writing within 90 days of qualification and no later than 30 days of attending the vacation.
- Qualifiers must attend vacation in order to claim a travel voucher. The travel voucher will be paid when Qualified Members register to attend the Vacation. If a Member does not attend after they registered and received the voucher Herbalife reserves the right to deduct the voucher amount from the Member's next RO payment.
- Herbalife reserves the right to confirm or deny the qualification of any Member at its sole discretion.
- Herbalife reserves the right to change, extend or withdraw this promotion at any time in its sole discretion and without prior notice.

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