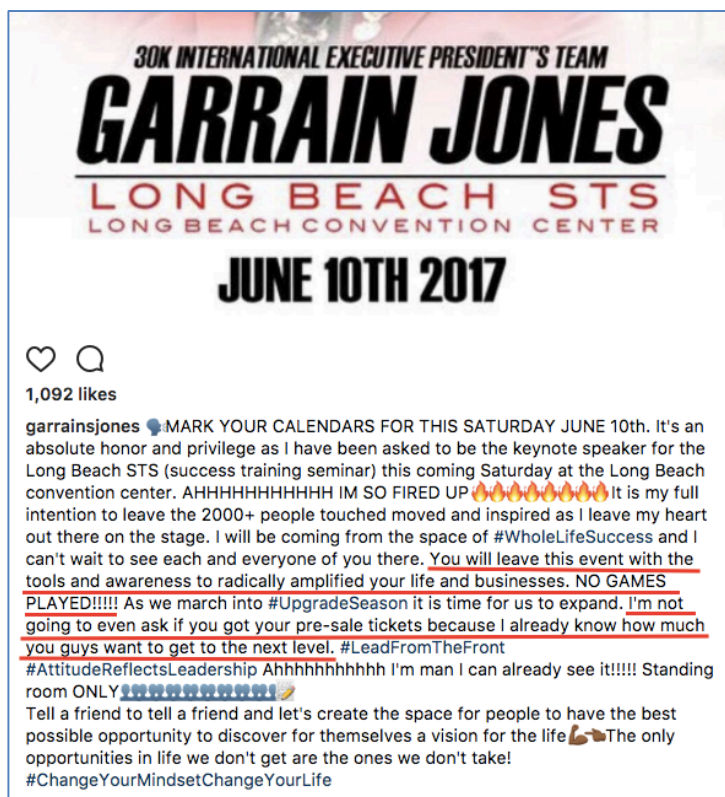


# Orion Research, LLC

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## **Top Distributor Garrain Jones Says Events “Amplify” Business, but Herbalife Events are a Hidden Cost Not Disclosed to Potential Recruits, in Violation of FTC Consent Order**

In June 2017, Herbalife Ltd. President’s Team member Garrain Jones told California distributors in a social media posting that events such as the STSs (Success Training Seminars) “radically amplify your life and your business.”



STSs are monthly events organized by top distributors, who charge an admission price of around \$40 per event. Herbalife and its top recruiters do not tell distributors upfront that attendance at these events is considered crucial to achieving success.

In a Consent Order imposed on Herbalife’s business in July 2016, the Federal Trade Commission required Herbalife to disclose all information material to participants concerning the business opportunity, such as “the total costs to participate, including trainings, brochures, and sales aids.”

Not only does Herbalife fail to disclose the cost of attending training events, but the company states that such costs do not exist and may not be imposed. “To become an Herbalife distributor, succeed in the business, advance in the Sales and Marketing Plan, or receive upline training or support, you are NOT required to buy any amount of materials, products, or services, either those produced by Herbalife or by a party other than Herbalife, or to attend any seminars, meetings, or events.”

The Garrain Jones posting on Facebook stresses the necessity of attending this (not free) event, stating “You will leave this event with the tools and awareness to radically amplified (sic) your life and businesses.”

Jones also tells distributors that they should be buying pre-sale tickets for upcoming events.