

AVERAGE ANNUAL EARNINGS DISCLOSURE

ALL DISTRIBUTORS IN THE UNITED STATES

The below table shows the average commissions earned during the period January 1, 2018 through December 31, 2018 by U.S. Distributors at various ranks in the LifeVantage Compensation Plan, including the average percentage of total U.S. Distributors and the average earned commissions at each level. During the period, U.S. Distributors earned \$70,388,516 in commissions. There were 58,105 total U.S. Distributors during the period, with 44,577 U.S. Distributors paid in that same period.

January 1, 2018 through December 31, 2018

Distributor Rank	Total Commissions Paid to US Distributors	Average Monthly Commissions at Paid Rank	Minimum Monthly Commissions at Paid Rank	Maximum Monthly Commissions at Paid Rank	Average % of Paid Distributors as a % of Total Distributors	Average Number of Months to Achieve Rank
DISTRIBUTOR	\$1,472,724	\$12	\$0	\$8,937	40.17%	0
PRO 1	\$3,029,529	\$67	\$0	\$11,768	18.69%	4
PRO 2	\$4,651,883	\$254	\$0	\$3,107	8.25%	8
PRO 3	\$8,032,661	\$636	\$0	\$12,142	5.48%	11
PREMIER PRO 4	\$11,196,471	\$1,425	\$0	\$14,006	2.66%	16
PREMIER PRO 5	\$8,204,506	\$2,922	\$0	\$20,059	0.90%	20
PREMIER PRO 6	\$6,507,488	\$6,251	\$40	\$23,650	0.31%	26
ELITE PRO 7	\$7,284,353	\$12,603	\$1,564	\$38,143	0.17%	32
ELITE PRO 8	\$5,937,541	\$24,740	\$5,571	\$96,951	0.06%	30
ELITE PRO 9	\$6,383,315	\$48,358	\$14,382	\$77,287	0.03%	39
MASTER PRO 10	\$3,353,981	\$98,647	\$77,207	\$132,975	0.01%	31
EXECUTIVE MASTER PRO 10	\$4,334,063	\$123,830	\$83,725	\$199,327	0.01 %	89

The earnings of the Distributors in this chart are not necessarily representative of the income, if any, that a Distributor can or will earn through the LifeVantage Compensation Plan. Distributors' success will depend on individual diligence, work effort and market conditions. LifeVantage does not guarantee any income or rank success.

Note: These figures do not represent a Distributor's profit as they do not consider expenses incurred by a Distributor in the promotion of his/her business, possible retail markup income, or other incentives. The Average Annual Earnings Disclosure is required by law. To obtain additional information about LifeVantage Distributor earnings or this statement, please visit www.lifevantage.com.

This Disclosure is intended to provide truthful comprehensive information regarding the income earned by LifeVantage Distributors. A copy of this Disclosure must be presented to prospective Distributors any time Distributor compensation is presented or discussed, or any type of income claim or earnings representation is made, including one-on-one meetings. Earnings representations include: (1) statements of average Distributor earnings, (2) statements of non-average Distributor earnings, (3) statements of Distributor earnings ranges, (4) Distributor income testimonials, (5) Distributor lifestyle claims, and (6) hypothetical claims.

Copies of this Disclosure may be printed or downloaded from the LifeVantage website, www.LifeVantage.com.



dōTERRA 2018 Opportunity and Earnings Disclosure Summary

Wellness Advocates

Entry-level Wellness Advocates

Many Wellness Advocates join dōTERRA to enjoy its Certified Pure Therapeutic Grade® oils at wholesale pricing, and do not earn commissions. Wellness Advocate earnings depend on many factors including effort, interpersonal skills and leadership abilities. dōTERRA's entry rank represented 62% of all U.S. Wellness Advocates, and fifty-three percent earned a commission. Those entry level distributors, who received a commission, averaged \$380 for the year.

Part Time Entrepreneurs

dōTERRA considers those that have begun to build a sales organization to be its business entrepreneurs. These Builders take in the Manager, Director, Executive, Elite, and Premier ranks of Wellness Advocates. Each Builder's work schedule is as varied as her lifestyle, but typically range from a few hours a month to several hours each week. Builders make up approximately

23% of all active Wellness Advocates. Those reaching the Manager and Director ranks represented 36% and 26% of Builders, and averaged \$708 and \$1,156 respectively in annual part-time income. Executive rank Wellness Advocates are 13% of Builders, and earned an average of \$1,699 during the year. At the mid-level ranks of Elite and Premier (20% and 5% of Builders), average annual part-time earnings for these ranks range from \$4,281 to \$10,507 per year.

Wellness Advocate Leaders

dōTERRA considers those in the Silver rank and above to be Leaders. Leaders are diverse and include individuals who are committed Wellness Advocates. They manage customer organizations, and support other dōTERRA Members. These ranks are the highest levels in the commission plan, and are approximately one percent of all dōTERRA Wellness Advocates.

Within these ranks are those that conduct business on a full-time basis, as well as leaders who supplement their household income. The below chart shows the average earnings of these leadership ranks. More than 95 percent of those in leadership stay with dōTERRA year after year.

Year-to-Year Leadership Growth.

Over the past three years, the number of dōTERRA Leaders has continued to increase, with 2018 being a record year for new rank advancements within the company. The chart below shows that from Silver to Presidential Diamond, the three-year average annual increase in the number of Wellness Advocates for each Leader rank. Over the past decade, the average annual earnings at each of these ranks stayed relatively consistent while the number of Wellness Advocates at each rank has continued to increase.

Rank	Average Annual Earnings	Percentage of Leaders	Leaders 3 Year Average Annual Increase
Silver	\$28,205	62%	14.9%
Gold	\$59,500	21%	15.6%
Platinum	\$115,512	7%	35.2%
Diamond	\$204,796	7%	21.3%
Blue Diamond	\$465,556	2%	23.0%
Presidential Diamond	\$1,295,857	<1%	51.4%

dōTERRA is the world-wide leader in the Aromatherapy and Essential Oil market, and its business opportunities are exciting and robust. The vast majority of dōTERRA Members focus on the use of dōTERRA's products to benefit their family and friends. Wellness Advocates enjoy a very high percentage (80%) of customers to whom they sell their products. dōTERRA's growing and diverse business opportunity offers a way to earn varying levels of part-time income, for many, significant supplemental income, and in the highest Leadership ranks the annual income is significant.

doTERRA 2018 Opportunity and Earnings Disclosure Summary

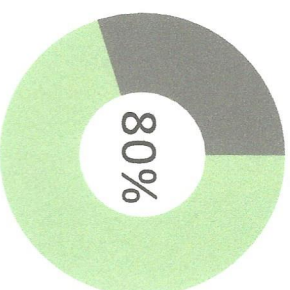
Independent market analyst, Verify Markets, determined that the Global Aromatherapy and Essential Oils Market is in a growth stage and that it will experience continued high growth for the next seven years. One of the three market drivers in creating awareness is direct selling. doTERRA's Wellness Advocates, who are educated in CPTG Certified Pure Therapeutic Grade® oils, empower other individuals and families in their health and wellness decisions. doTERRA was named as the Verified Markets' Leader, which is validated by the high percentage of doTERRA product consumers, known as Wholesale Customers or Retail Customers. Wholesale Customers receive (along with Wellness Advocates), the lowest

Top Three Market Drivers



possible prices and access to the company's Loyalty Rewards Program. Retail Customers pay the listed retail prices with no discount for Company products and do not participate in the Loyalty Rewards Program. Wholesale Customers and Retail Customers are unable to recruit others or participate in the company's compensation plan. Wholesale Customers and Retail Customers, in the United States, account for approximately 80% of all new doTERRA members. doTERRA Members include Wellness Advocates, Wholesale Customers, and millions of other customers who regularly purchase doTERRA products.

The vast majority of the approximate three million United States' customers and more than 7 million global customers primarily focus on purchasing high quality essential oils and other products at the most reasonable price possible. doTERRA supports this by offering a very generous Loyalty Rewards Program (LRP).



80% of all new doTERRA members in the United States join as Wholesale Customers or Retail Customers. This provides an exceptionally stable customer base.

The rewards program has extremely high participation rates and a near 100% point redemption rate by loyal consumers. In 2018, doTERRA awarded more than \$320 million (retail value) of products to doTERRA members through its global loyalty program.

The doTERRA compensation plan provides a robust earnings opportunity for Wellness Advocates. Wellness Advocates may sign up others as Retail Customers, Wholesale Customers, or Wellness Advocates. They earn commissions based on product sales within their organizations and to their retail customers. During 2018, the company paid commissions to approximately 282 thousand Wellness Advocates within the United States. The majority of those Wellness Advocates earned enough to pay for a portion, if not all, of their own purchases of the Company's products.



2018

Global Aromatherapy and Essential Oils Market Verified Market Leadership Award*

Market in 2018:

78% of all U.S. adults 55+, 77% ages 35-54, and 69% ages 18 to 34 take dietary Supplements to improve their health
Up from 64% ten years ago

Market Leader:	doTERRA
Market Size	\$5.1 Billion
Stage:	Growth
Market Growth:†	25.3%

doTERRA in 2018:

doTERRA experienced a 12% increase in unaided brand awareness—more than any other brand on the market.

doTERRA ranked highest as the favorite essential oil brand

The large majority (72%) of U.S. consumers believe there is scientific validity to the use of essential oils for health and wellness practices. on the market.

* See, note 1, Estimated Compound Annual Growth rate of Global Aromatherapy and Essential Oil mark from 2017 to 2024.

† 2018 d TERRA Commissioned Survey.

‡ "CRN 2018 Annual Survey on Dietary Supplements," Counsel for Responsible Nutrition, 2018, www.crnusa.org/survey.

YOUNG LIVING 2018 U.S. INCOME DISCLOSURE STATEMENT

As a direct selling company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our members to build a business or simply receive discounts on our products. Whatever your interest in the company, we hope to count you among the more than 2 million¹ Young Living members joining us in our mission to bring Young Living essential oils to every home in the world.

WHAT ARE MY INCOME OPPORTUNITIES? Members can earn commissions and bonuses as outlined in our Compensation Plan. As members move up in the ranks of Young Living, they become eligible for additional income opportunities.

This document provides statistical, fiscal data about the average member income and information about achieving various ranks.

YOUNG LIVING MEMBER RANK	PERCENTAGE OF ALL DISTRIBUTORS ²	ANNUAL INCOMES ³			AVERAGE MONTHS TO ACHIEVE RANK ⁴		
		Lowest	Highest	Average	Low	Average	High
DISTRIBUTOR	88.8%	\$0	\$1,022	\$4	N/A	N/A	N/A
STAR	7.9%	\$0	\$2,791	\$261	1	13	275
SENIOR STAR	2.0%	\$0	\$39,650	\$1,551	1	21	276
EXECUTIVE	0.9%	\$127	\$84,188	\$3,835	1	28	257
SILVER	0.3%	\$1,010	\$281,714	\$15,861	1	38	269
GOLD	0.1%	\$4,518	\$404,538	\$47,253	2	50	239
PLATINUM	< 0.1%	\$34,402	\$992,361	\$117,949	9	52	193
DIAMOND	< 0.1%	\$102,316	\$1,628,430	\$313,866	16	75	263
CROWN DIAMOND	< 0.1%	\$258,946	\$1,939,327	\$591,506	33	83	140
ROYAL CROWN DIAMOND	< 0.1%	\$633,222	\$3,106,588	\$1,538,528	36	69	117

The income statistics in this statement are for incomes earned⁵ by all active U.S. members in 2018.

An "active" member is a member who made at least one product purchase in products in the previous 12 months.⁶ The average annual income for all members in this time was \$272. Forty-seven percent (47%) of all members who enrolled in 2017 did not make a purchase with Young Living in 2018. Sixty-three percent (63%) of all members who enrolled in 2016 did not make a purchase with Young Living in 2018.

Note that the income paid to members summarized in this disclosure do not include expenses incurred by a member in the operation or promotion of their business, which can vary widely and might include product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs, and miscellaneous expenses. The income of the members in this chart is not necessarily representative of the income, if any, that a Young Living member can or will earn through the Young Living Compensation Plan. These figures should not be considered as guarantees or projections of your actual income or profits. Your success will depend on individual diligence, work, effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success.

1 Based on a count of all active members in 2018.

2 Distributors' ranks may change during the year. These percentages are based on individual distributors' highest achieved ranks earned during the year. These numbers are limited to distributors who had a primary billing address in the United States for a period of 7 months or longer.

3 These incomes are categorized based on the highest achieved rank individual distributors earned throughout the entire year and may contain income earned at a lower rank. These numbers are limited to distributors who had a primary billing address in the United States for a period of 7 months or longer.

4 These statistics are limited to those who achieved this rank for the first time in 2018.

5 These incomes include income earned between January 1, 2018, and December 31, 2018, but which was paid between February 2018 and January 2019.

6 Members who do not make at least one product purchase in a period of 12 months have their membership terminated.



WHAT YOU NEED TO KNOW ABOUT JOINING

Independent Consultant Compensation Summary

WHAT IS ARBONNE?

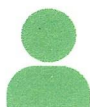
Arbonne is more than a brand or products. Arbonne is a community, and we encourage others to live healthy and happy through our clean products and our Healthy Living Inside & Out movement. We currently operate in the United States, Canada, Australia, the United Kingdom, Poland, and New Zealand with a network of approximately 265,900 Independent Consultants and 2,800,000 Preferred Clients as of the end of 2018.

WHAT IS THIS BUSINESS OPPORTUNITY?

Independent Consultants believe in the Arbonne products and vision, and enjoy the flexibility of a business tailored around their lives. They share our movement and earn money by selling products to Clients and building a team of other like-minded Independent Consultants to do the same.



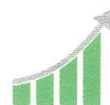
Help others **transform** their lives



Be your **own boss** with low start-up costs and risk



Run a **business** from your smartphone



Earn **extra money** each month



Live a **pure**, healthy lifestyle

OKAY, HOW CAN I EARN AN INCOME?

1

Commissions

Your profit from personal product sales to Preferred Clients & Clients

2

Overrides

Your earnings from product sales by your team

3

Cash Bonuses

Bonuses offered at every level based on team sales performance

4

Mercedes-Benz Cash Bonus Program

For Vice Presidents

Example: If you sold **5 RE9 Advanced Sets** (\$266 SRP + Shipping Fees and Taxes) to Preferred Clients, you would **earn \$199.50 in commissions** before your personal expenses. If you were at the District Manager compensation level and your **Central District team also sold 5 RE9 Advanced Sets** (\$266 SRP + Shipping Fees and Taxes) to their Preferred Clients, you would **earn \$69 more in overrides**.

WHAT'S TYPICAL?

During 2018, Arbonne paid in excess of \$258 million in Preferred Client commissions, overrides and bonuses (together "Earnings") to Independent Consultants globally and \$186 million in Earnings in the United States and its territories.

AVERAGE ANNUAL EARNINGS OF ARBONNE INDEPENDENT CONSULTANTS WHO HAD EARNINGS IN 2018

Level	Average Annual Earnings	Top 50 Average	Bottom 50 Average	Average % at Level	Average Time to Position
National Vice Presidents	\$260,538	\$580,743	\$98,081	1%	57 Months
Regional Vice Presidents	\$71,847	\$143,030	\$27,884	2%	38 Months
Area Managers	\$18,372	\$58,259	\$3,379	6%	22 Months
District Managers	\$3,851	\$22,002	\$103	24%	8 Months
Independent Consultants	\$839	\$9,166	\$18	66%	n/a

Note: These figures do not represent Arbonne Independent Consultants' profits, as they do not include expenses incurred by Arbonne Independent Consultants in the promotion of their businesses and do not include retail commission from reselling product.

WHAT IF I CHANGE MY MIND?

Call us! Contact Customer Service to cancel your contract and return unopened product by following our cancellation and return policy available at arbonne.com or you can become a Preferred Client and enjoy the 20% SRP discount on Arbonne products.

The U.S. Independent Consultant Compensation Summary 2018 is available at iccs.arbonne.com. For further details about the Arbonne SuccessPlan, speak to your Arbonne Independent Consultant, visit arbonne.com, or call Customer Service at **1.800.ARBONNE**.

There are no guarantees regarding income, and the success or failure of each Arbonne Independent Consultant, like any other business, depends on each Arbonne Independent Consultant's own skills and personal effort. You should not rely on the results of other Arbonne Independent Consultants to indicate what you should expect to earn.

Average Consultant Income Sheet

USA Annual Income Statistics 2016

Active Consultant Status*	% of Consultants at this Status	12-MONTH INCOME (U.S. DOLLARS)			Months Active at Nikken		
		HIGH	LOW	AVERAGE	High	Low	Average
SPONSORING LEVELS							
Bronze	5.05%	4,323.72	5.40	169.00	289	51	179
Executive	14.89%	4,399.87	4.00	203.67	288	1	124
Senior	20.66%	2,787.47	1.19	199.29	290	1	71
Direct	11.94%	1,108.90	3.60	116.06	256	1	20
LEADERSHIP DEVELOPMENT LEVELS							
Royal Diamond	0.57%	742,064.62	18.50	102,625.05	320	10	270
Diamond	1.31%	189,065.62	10.00	18,322.23	318	13	232
Platinum	5.40%	47,079.82	7.20	2,847.87	317	5	217
Gold	6.77%	40,746.73	5.40	1,194.33	314	9	205
Silver	33.42%	17,354.29	1.80	552.40	311	1	164

Canada Annual Income Statistics 2016

The typical Nikken Canadian Consultant earned \$219.47 in 2016.							
Active Consultant Status*	% of Consultants at this Status	12-MONTH INCOME (CANADIAN DOLLARS)			Months Active at Nikken		
		HIGH	LOW	AVERAGE	High	Low	Average
SPONSORING LEVELS							
Bronze	5.90%	7,395.39	10.01	274.21	240	7	172
Executive	13.33%	5,831.90	5.87	192.14	256	17	140
Senior	18.41%	7,184.73	3.40	290.82	279	1	74
Direct	7.63%	481.08	7.52	120.70	205	1	26
LEADERSHIP DEVELOPMENT LEVELS							
Royal Diamond	0.71%	514,072.85	9,441.98	158,221.79	301	123	206
Diamond	1.42%	28,599.85	38.36	11,780.63	300	190	240
Platinum	7.02%	12,316.11	12.74	1,948.99	297	39	208
Gold	7.32%	7,520.64	11.71	825.43	280	52	199
Silver	38.25%	27,131.53	10.46	535.59	287	11	163

The incomes stated included all overrides and leadership, retail, pack bonus and Lifestyle bonuses actually earned during the time period of January 2016 to December 2016.

To be conservative, for the purpose of these statistics, the highest active status achieved during this 12-month period determined the sponsoring levels and leadership development levels. If a Consultant achieved the Bronze status for one month during this 12-month period, his/her income statistics are included in the Bronze level status.

The information in this flyer is not necessarily representative of what any individual Consultant will earn with these Annual Income Statistics. Any representation or guarantee of specific earnings would be misleading. Success with Nikken takes hard work, diligence, perseverance and leadership and depends on how effectively Nikken Consultants exercise those qualities.

Nikken's Leadership Lifestyle Incentive • Programs

In addition to its rewarding compensation plan, Nikken offers a generous incentive program to all Gold Consultants and above. It can help pay for your home or be used to help finance other dreams or lifestyle aspirations, such as education and travel. Since its inception in 1992, this program has paid over \$40.6 million to qualified Nikken Consultants.

*All Nikken Consultants are independent contractors, not employees or representatives of Nikken, Inc. and/or Nihon Kenko Zoushin Kenkyukai, Canada Corp.

** This is a Great piece put out by
NIKKEN, But applies to ALL
Good Network Marketing Companies!*

Putting the Opportunity in Perspective

Nikken, Inc. and Nihon Kenko Zoushin Kenkyukai, Canada Corp. (collectively referred to as "Nikken") enjoy a reputation as a product-driven company. Its successful 30+ year track record and international expansion to 15 countries have helped make it one of the fastest growing and most successful network marketing companies in the world.

This dynamic growth comes for a number of reasons, not the least of which is the terrific income opportunity that Nikken provides. When someone is either considering a Nikken home based business or is a new Consultant, the questions invariably arise: How much does the average Nikken Consultant make in terms of monthly income—or annual income? Does pursuing a Nikken home based business benefit me financially? What are the best steps to take along the way? And what kind of return can I expect in relation to the effort I am putting out?

These are all legitimate questions. We will try to answer them as thoroughly as possible.

The overview on these pages will help answer these questions. The chart on the following page averages both general income and specific levels of achievement from Senior Consultant all the way up through Royal Diamond.

Nikken North America Consultants have shared the Nikken home based business opportunity with others and have used it as a pillar to build a solid, secure financial future. The chart gives average figures for all active Consultants and for all individuals at certain levels in Nikken. These levels of income and achievement rely heavily on personal effort and individual application.

We also offer this timely observation: as long as 240 months after signing up, some Nikken Consultants are still at Direct or Senior Consultant level, while others have climbed all the way to the rank of Diamond or even Royal Diamond. We observe that the majority of superior performances rely upon the individual's skill, training, effective business-building techniques and good old-fashioned hard work.

And no question, attitude plays a major role. Some people are passionate about their Nikken business and approach it with a sense of urgency. Others, though they may be committed, are not in as big a hurry. To both of these groups, we emphasize, Nikken has a home for you.

We do think it is significant, however, to note that tens of thousands of households in North America use Nikken products as end users with no thought of building a Nikken business. This is not surprising. Nikken products have been sold by the millions worldwide, and the company remains a world leader in broad spectrum wellness technology.

Important: The income figures on the opposite page are based on bonus earnings and are indicative of incomes that can be made. This is for Nikken Consultant training and information only. It is encouraged and recommended that Nikken Consultants provide a copy of this Average Consultant Income Sheet to all prospects with any discussion regarding Nikken income earnings. Showing of commission bonus checks is prohibited.

Helpful Hints:

Here are some tips to help you use this information properly.

1. Nikken is not a "get-rich-quick" scheme. Your success will be directly proportionate to the amount of work and effort you're willing to put into your Nikken home based business—to sell your products to retail customers, to share the principles of the Nikken 5 Pillars of Health® and to help motivate, educate and inspire others.
2. All commissions and bonuses are based only on sales of products to retail customers. Front-end loading of inventory is prohibited. Retail orders should be shipped directly to customers.
3. Every Nikken home based business is built on an individual's own efforts. No legitimate Nikken business can be built on promises made to help someone else "build their business". The most successful Consultant businesses are built by Nikken Consultants encouraging, training and supporting others. This includes the proper sharing of Nikken product knowledge, product technology, and the lifestyle benefits programs.

It is through the diligent and enthusiastic application of the Nikken 5 Pillars of Health® that successful Nikken home based businesses are built. With integrity and by empowering others to be the best they can be, we can all grow and prosper together.

NU SKIN

2018 SALES COMPENSATION SUMMARY

U.S. MARKET

Compensation

There are two fundamental ways in which a Brand Affiliate can earn money:

- By reselling products purchased from the company to consumers; and
- Through sales compensation (sometimes called bonuses) for product sales by the Brand Affiliate and others on their Team.

As with any other sales opportunity, sales compensation earned by Brand Affiliates varies significantly based on factors such as goals, ambition, time, commitment and skills. There is no cost or purchase requirement to become a Brand Affiliate. People become Brand Affiliates for various reasons. Many people become Brand Affiliates simply to enjoy the Company's products at discounted Member Prices. Some join the business to improve their skills or to experience the management of their own business. Others become Brand Affiliates, but for various reasons, never engage in Business Activities. Consequently, many Brand Affiliates never qualify for payment of sales compensation.

Generating sales compensation as a Brand Affiliate requires considerable time, effort and dedication. Success will also depend upon your skills, talents and leadership abilities. There is no guarantee of financial success and results will vary widely among participants.

Retail Markup

Brand Affiliates can buy products from the Company at Member Prices and resell the products to customers. The difference between the price at which they resell the product and the Member Price is their retail markup. As Brand Affiliates set their own pricing on resales of product, the Company does not provide an estimate of average income from product resales by Brand Affiliates or include it in this Sales Compensation Summary.

Sales Compensation

Brand Affiliates can also earn sales compensation for product sales by the Brand Affiliate and others on their Team in all countries where the Company does business, with the exception of Mainland China. No sales compensation is paid for sales of promotional materials.

In 2018, the Company paid approximately \$126,892,539 in sales compensation to Brand Affiliates residing in the United States.

The following table shows the average sales compensation paid in 2018 to U.S. Brand Affiliates at various levels in the Company's Sales Compensation Plan, including the average percentage of total Active Brand Affiliates and the average percentage of Brand Representative and above Brand Affiliates that earned commissions at each level.

The average sales compensation paid to U.S. Active Brand Affiliates each month was \$151.34, or \$1,816.10 on an annualized basis. In 2018, the average monthly sales compensation paid to U.S. Brand Affiliates who earned a sales compensation payment was \$786.40, or \$9,436.79 on an annualized basis. Note that these figures do not represent a Brand Affiliate's profit, as they do not consider expenses incurred by a Brand Affiliate in the promotion of his/her business. On a monthly basis, an average of 19.38% of U.S. Active Brand Affiliates earned a sales compensation payment. For purposes of this summary, an "Active Brand Affiliate" is a Brand Affiliate who placed an order for products, promotional materials or services during the most recent three-month period. In the United States, the Company had an average of 69,871 Active Brand Affiliates during 2018. Active Brand Affiliates represented an average of 27.30% of total Brand Affiliates.

If you have any questions concerning this information, please contact the company at (800) 487-1000.

TITLE	Monthly Average Commission Income at Each Level for 2018	Annualized Commissions ¹	Average Percentage of Active Brand Affiliates ²	Average Percentage of Brand Representative and above Brand Affiliates
Active Brand Affiliate Receiving Commissions (Non-Brand Representative)	\$37	\$444	11.51%	n/a
Qualifying Brand Representative	120	1,440	1.55%	n/a
Provisional Brand Representative	64	768	0.36%	n/a
Brand Representative	515	6,180	3.37%	56.46%
Gold Partner	903	10,836	1.14%	19.17%
Lapis Partner	1,632	19,584	0.77%	12.88%
Ruby Partner	2,592	31,104	0.15%	2.49%
Emerald Director	4,727	56,724	0.20%	3.36%
Diamond Director	8,754	105,048	0.12%	2.06%
Blue Diamond Director	37,596	451,152	0.21%	3.57%

¹ These numbers are calculated by taking the monthly average sales compensation and multiplying by twelve.

² These percentages are calculated by taking the average of the total monthly Brand Affiliate/Brand Representative payee count at each level and dividing it by the total number of monthly Active Brand Affiliates.

³ This number is calculated by adding the average percentage of Active Brand Affiliates in the above table.

⁴ This percentage is obtained by taking the total average of monthly Active Brand Affiliates and dividing it by the total average of Brand Affiliates on a monthly basis. "Total Brand Affiliates" includes all U.S. Brand Affiliate accounts currently on file, irrespective of their purchasing products, promotional materials or services or earning commissions. "Brand Affiliate" numbers do not include customer or Member accounts.