



## 2023 Income Disclosure Statement

As a direct selling company operating in the United States since 1999, Life's Abundance offers people who share our passion for wellness the opportunity to earn income based on the sale of products in their sales network. In direct selling, as in other business models, there is no guarantee of financial success. Commissions earned vary and they are directly related to a Field Representative's sales. For those who work hard and demonstrate all the skills necessary to succeed at this business, there is an opportunity to earn an attractive income.

*The chart and information below illustrate Life's Abundance commission paid in 2023.*

Rank	PERCENTAGE OF ALL FIELD REPS		MONTHLY INCOME			ANNUAL INCOME			MONTHS TO ACHIEVE RANK			HOURS WORKED
	Reps Paid	Avg. Per Month	Avg. of All Reps	Min. Monthly Pay	Max. Monthly Pay	Lowest	Highest	Average	Min. Months Since Signup	Max Months Since Signup	Average Months Since Signup	Weekly Average
No Rank	2.55%	1.64%	\$18	\$10	\$140	\$10	\$1,720	\$28	1	161	37	5
1 Star	6.88%	4.43%	\$16	\$10	\$75	\$10	\$1,394	\$30	1	268	59	7
2 Star	15.14%	9.74%	\$23	\$10	\$116	\$11	\$3,119	\$75	1	268	70	2
3 Star	11.02%	7.09%	\$42	\$10	\$198	\$13	\$3,482	\$123	1	263	66	10
4 Star	47.70%	30.69%	\$164	\$13	\$12,828	\$27	\$107,921	\$1,204	1	282	81	4
5 Star	13.24%	8.52%	\$377	\$32	\$4,342	\$103	\$50,586	\$2,887	1	282	100	7
6 Star	2.04%	1.32%	\$1,239	\$98	\$4,560	\$1,103	\$103,428	\$8,031	25	282	120	7
7 Star	0.69%	0.44%	\$2,727	\$645	\$11,832	\$5,298	\$127,967	\$19,590	44	270	121	6
8 Star	0.36%	0.23%	\$5,202	\$1,252	\$25,010	\$12,823	\$274,727	\$36,596	69	248	129	5
9 Star	0.38%	0.24%	\$7,390	\$1,804	\$25,130	\$19,034	\$290,598	\$66,162	70	263	142	5
Total	100.00%	64.33%	\$221	\$10	\$25,130	\$10	\$290,598	\$1,661	1	282	80	6

- In 2023, on a monthly basis an average of 64.33% of ALL Field Representatives received a commission payment.
- In 2023, 96.58% of ALL Field Representatives received at least one commission payment. The average annual commission earned by Field Representatives receiving at least one commission payment in 2023 was \$1,876.
- The average annual commission earned by ALL Field Representatives in 2023 was \$1,661. Life's Abundance makes no distinction between active and inactive Field Representatives at this time.
- In 2023, 87.17% of all revenues came from sales of products to customers. The other 12.83% came from sales to Field Representatives, which includes purchases made by Field Representatives for personal use.
- The income statistics above are for all Life's Abundance Field Representatives in 2023. The **average** annual income for **all** Distributors in 2023 was \$1,661, and the **median** annual income for **all** Distributors in 2023, including those who signed up in 2023, was \$282.

**In 2023, 3.42% of all distributors received no income at all.** Note that these figures do not represent a distributor's profit, as they do not consider expenses incurred by a distributor in operation or promotion of his/her business. The figures above refer to gross income (total income before any expenses are deducted). The expenses a Field Representative incurs in the operation of his or her Life's Abundance business vary widely. Expenses for Field Representative can be several hundred or thousand dollars annually. You should factor in estimated expenses when projecting potential profits. Such operating expenses could include advertising and promotional expenses, product samples, training, travel, telephone and Internet costs, business equipment, and miscellaneous expenses. Based on a survey conducted by the company, in 2023 the average annual expenses a Distributor incurred were \$928. The earnings of the Distributors in this chart are not necessarily representative of the income, if any, that a Field Rep can or will earn through his or her participation in the Life's Abundance Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with Life's Abundance results only from successful sales efforts, which require hard work, diligence, leadership. Your success will depend upon how effectively you exercise these qualities.

Consider that annual income figures are inclusive of All Field Reps, even those who have only been enrolled for a partial year, those whose enrollment ended during the year and those who earned no commissions at all. For those enrolled for less than a full year, their contribution to the annual income totals will appear low because they only had a very short window of opportunity to earn any commissions.

*Our Income Disclosure Statement may look different from others.*

We include all distributors for this annual disclosure, and do not distinguish between specialized types of distributors. This method reflects the purest, most accurate picture.

Some companies will not include the cost of running your business in their report.

When it comes to income, it's not about how much you earn. Rather, it's about how much you keep. With Life's Abundance, you do not have to spend money on our products in order to receive commissions. That is not the case with other direct selling companies.

We allow spouses to have separate distributorships. In other companies, efforts must be combined into one distributorship, inflating the value of what appears to be individual income. With us, income earned by households may exceed income earned by individuals. Therefore, the average income of a distributorship does not necessarily reflect the household's income going into the household.