

# 2016 Income Disclosure Statement

DISTRIBUTOR PAID RANK	% of All Distributors	% of Active Distributors	Active DT Monthly High	Active DT Monthly Low	Active DT Monthly Average	Months in Company		
						High	Low	Average
DISTRIBUTOR	78.73%	77.63%	\$10,383	\$1	\$51	195	1	1
EXECUTIVE	8.82%	9.28%	\$10,517	\$11	\$219	70	1	3
RUBY	8.00%	8.40%	\$11,334	\$35	\$474	49	1	5
EMERALD	1.70%	1.79%	\$29,034	\$143	\$939	61	1	9
DIAMOND	1.64%	1.73%	\$14,853	\$498	\$2,022	64	1	12
DOUBLE DIAMOND	0.77%	0.82%	\$16,244	\$1,183	\$4,536	67	1	16
TRIPLE DIAMOND	0.21%	0.23%	\$25,999	\$1,965	\$8,402	59	4	23
PRESIDENTIAL DIAMOND	0.10%	0.11%	\$73,536	\$3,428	\$14,389	76	10	30
AMBASSADOR DIAMOND	0.03%	0.03%	\$202,577	\$10,849	\$33,882	68	10	34
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>			<b>\$215</b>			

The income statistics above are reflected in US Dollar amounts and are for all active It Works! Distributors who were eligible to earn downline commissions in 2016. Income is defined as commissions received from It Works! and does not include income received from personal retail sales. "Active Distributor" is defined as a Distributor who earned at least one commission in 2016. Distributors who were inactive in 2016 received no income. The average monthly income for all Distributors (active and inactive) in 2016 was **\$179**. Out of all Distributors that signed up as Distributors since the beginning of 2016, **98%** were still working for It Works! at the end of the year. Months in Company is calculated by looking at every Distributor who made a new rank for the first time in 2016, and how long it took from enrollment date to date of first achieving that rank.

In 2016, **93.52%** of all Distributors received income from It Works! **6.48%** 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 Distributor incurs in the operation of his or her It Works! business vary widely. Expenses for Distributors can be several hundred or thousands of 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. The earnings of the Distributors in this chart are not necessarily representative of the income, if any, that an It Works! Distributor can or will earn through his or her participation in the It Works! 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 It Works! results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.