

ROLLING 12 MONTH INCOME STATEMENT



| LEVEL | ACTIVE COUNT | PERCENT OF TOTAL | AVERAGE INCOME | AVERAGE HRS WORK/WEEK |
|-------------------------|--------------|------------------|----------------|-----------------------|
| Active SBA | 1,243 | 76.22% | \$32.66 | > 1 |
| Team Builder | 1,529 | 21.89% | \$646.40 | > 2 |
| Regional Builder | 104 | 1.49% | \$6,835.90 | > 6 |
| National Builder | 15 | 0.21% | \$27,112.89 | > 10 |
| Director | 13 | 0.19% | \$98,969.29 | > 20 |

- The income period for figures shown on this document is 3/1/17-2/28/18.
- An active SBA is defined as anyone who has made at least one sale during this income period.
- The average income for all SBAs, whether inactive or active, during this period was \$491.44.
- 65.97% of all SBAs earned no income during this period.

The earnings of the SBAs in this chart are not necessarily representative of the income, if any, that an SBA can or will earn through his or her participation in the marketing compensation plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Charges will appear on your credit card statement as: Travel Services 6186552431.