

Income Disclosure Statement

Distributors by Pay Level			Monthly Income by Pay Level †			Yearly Income by Pay Level
Pay Level*	% of Active Distributors**	Average Months to Reach	Top 10%	Average	Bottom 10%	Annualized Average**
Distributor	34.52%	-	\$280	\$69	\$6	\$831
Advisor	58.04%	-	\$747	\$183	\$16	\$2,190
Silver	4.70%	14	\$2,225	\$1,068	\$430	\$12,817
Gold	1.34%	25	\$8,110	\$3,204	\$1,615	\$38,444
Gold 3 Star	0.31%	26	\$5,086	\$3,509	\$2,341	\$42,104
Ruby	0.58%	34	\$13,154	\$7,154	\$4,466	\$85,848
Ruby 6 Star	0.06%	39	\$11,449	\$8,787	\$6,340	\$105,447
Emerald	0.21%	49	\$27,819	\$16,567	\$11,197	\$198,801
Emerald 9 Star	0.09%	60	\$41,057	\$24,745	\$15,269	\$296,935
Diamond	0.12%	71	\$91,411	\$53,079	\$30,620	\$636,953
Platinum & Above	0.03%	134	\$319,598	\$98,796	\$68,206	\$1,185,555

* Pay Level is sorted by Discount Level and/or Leadership Pin Level. Distributor compensation is outlined further in the AdvoCare Policies, Procedures, and Compensation Plan.

** Active Distributor is anyone that earned a check in 2014 (154,819 total Distributors). The overall number of Distributors on December 31, 2014 was 517,666.

† AdvoCare pays Distributors who earn a check semi-monthly. Distributors may receive up to 24 checks per year. The numbers represent the average monthly earnings as well as the average top and bottom 10% earnings of that Pay Level in 2014.

** The annualized average earnings is based on the assumption that the Distributor gets paid at this Pay Level. The annual average income for all Active Distributors in 2014 was \$1,610.

Average Payments from AdvoCare in 2014	\$1 - \$1,000	\$1,001 - \$5,000	\$5,001 - \$10,000	\$10,001 - \$25,000	\$25,001 - \$50,000	\$50,001 - \$100,000	\$100,001 - \$250,000	>\$250,000	Total
No. of Distributors	131,141	18,327	2,545	1,597	588	303	205	113	154,819

NOTE: this includes earning from pay periods ending between 1/1/14 and 12/31/14

AdvoCare Distributors can earn compensation pursuant to the AdvoCare Compensation Plan in the form of wholesale commissions, overrides, and leadership bonuses. The amounts above do not include the income realized by Distributors from the retail sale of products or incentive bonuses, so the actual compensation earned may be higher.

The earnings shown above are not necessarily representative of the income, if any, that an AdvoCare Distributor can or will earn through his or her participation in the AdvoCare Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Success with AdvoCare results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.

