



# 2014 Earnings Disclosure Statement — Global

Isagenix provides solutions to transform lives. People choose to join Isagenix for a variety of reasons, but most are simply consumers who wish to enjoy Isagenix products at wholesale prices. Many refer other customers every now and then and may receive some commissions that may help offset the cost of their products. Others join Isagenix to earn a little extra money to supplement their full-time incomes, and some join to build full-time businesses selling Isagenix products. Everyone who joins Isagenix enjoys low start-up costs and a money-back satisfaction guarantee.<sup>1</sup>

Building an Isagenix business can be rewarding, but like any worthwhile business, results vary depending on your skill and effort. Isagenix does not offer “quick riches” and there are no guarantees of success. Building a long-term business is hard work and Isagenix is no different in that regard. Unlike most businesses, however, building an Isagenix business does not require a significant investment in inventory, sales tools, or other materials. Isagenix Associates are strongly discouraged from purchasing more than they can reasonably consume or sell in a given month, and they are protected by our satisfaction guarantee as well as a one-year buy back policy for those who choose to leave the business.

Those who decide to build an Isagenix business have the opportunity to earn money in various ways, including commissions and bonuses based on product purchases made by new and existing customers, product introductory bonuses, and retail sales, to name a few. Isagenix Associates also can be rewarded for helping other Associates achieve success. However, Associates are not paid for recruiting new Associates. They are paid primarily based on product sales to end consumers. For additional information, the Isagenix Compensation Plan is available to all Isagenix Associates at [www.Isagenix.com](http://www.Isagenix.com). The following chart is designed to help prospective Associates better understand the different ranges of average compensation that Isagenix pays to its Associates. It's important to note that a large majority of those who join Isagenix don't join to make money at all—they just want to enjoy the benefits of using our products. They are reflected in the chart as “**product users**”. The “**product sharers**” category represents those whom we believe earned compensation in 2014 for referring a few friends from time to time, but who have earned less than \$500 with Isagenix during the previous year, which makes them more like loyal customers than active business builders. The “**business builder**” category represents those who have made a significant commitment to build a part-time or a full-time business selling Isagenix products and who have earned at least \$500 in the previous year, either in commissions and bonuses or through retail sales. As of December 31, 2014, 124 Associates (0.3% of those who have become business builders) had achieved “**Isagenix Millionaire**” status, meaning they had earned more than \$1,000,000 on a cumulative basis since joining Isagenix. Those in this group averaged approximately 5.73 years as Isagenix Associates before becoming Isagenix Millionaires, with the longest being almost 12 years and the shortest being 1 year 2 months.

The figures below include retail profits for retail sales, but only to the extent those sales were made directly through Isagenix channels. The compensation received by the Associates depicted in this chart is not necessarily representative of the compensation, if any, that any particular Associate will receive. The amounts presented should not be viewed as guarantees or projections of any individual results.

## PRODUCT USERS – 82.5% OF MEMBERS

(THERE WERE 59% MORE PRODUCT USERS IN 2014 THAN IN 2013)

Includes Preferred Customers and Associates who are simply consumers of Isagenix products. They receive wholesale prices and enjoy all of the benefits our products have to offer.	% of Total Members	Product User Benefits
	82.5%	<ul style="list-style-type: none"> <li>• Enjoy high quality products</li> <li>• Buy products at wholesale prices</li> </ul>

## PRODUCT SHARERS – 12% OF MEMBERS

(THERE WERE 68% MORE PRODUCT SHARERS IN 2014 THAN IN 2013)

Includes consumers who earned some consideration by introducing others to Isagenix products but whose commissions were less than \$500 in 2014. Isagenix believes these Associates, while eligible to earn commissions, are primarily with Isagenix to enjoy our products. The average annual income for those in this category was \$147.	% of Total Members	Product Sharer Benefits
	12%	<ul style="list-style-type: none"> <li>• Enjoy high quality products</li> <li>• Buy products at wholesale prices</li> <li>• Earn retail profits available</li> <li>• Earn bonuses for sharing products</li> <li>• Earn commissions and bonuses on product sales</li> </ul>

## BUSINESS BUILDERS – 5.4% OF MEMBERS

(THERE WERE 73% MORE BUSINESS BUILDERS IN 2014 THAN IN 2013)

Includes consumers and others whom we believe have made a substantial commitment to pursue the Isagenix income opportunity and who have earned \$500 or more in 2014, which Isagenix refers to as “business builders”. They have treated their Isagenix income opportunity like a business, devoting considerable time and effort into introducing others to Isagenix products and helping others do the same. The incomes and percentages displayed to the right relate only to the 5.4% of Associates who are business builders and do not include the 94.6% of Preferred Customers and Associates designated as product users and product sharers.	% of Total Members	All Business Builders			
		Average Payments	% of Business Builders	Average Annual Income	% Change in # of Business Builders in this category compared to Previous Year
5.4%	\$100,000 +	<1%	\$331,956	53%	
	\$50,000-\$99,999	<1%	\$68,690	66%	
	\$25,000-\$49,999	2%	\$34,562	66%	
	\$10,000-\$24,999	5%	\$15,363	71%	
	\$5,000-\$9,999	7%	\$6,972	68%	
	\$1,000-\$4,999	42%	\$2,101	71%	
	\$500-\$999	43%	\$702	80%	

This earnings disclosure statement contains data from all markets where Isagenix conducted business in 2014. (Ranges are listed in U.S. dollars.) The earnings listed in this chart are not a guarantee or projection of actual income that an Associate will earn through his or her participation in the Isagenix Compensation Plan. Any guarantee of earnings would be misleading. Success with the Isagenix Compensation Plan results only from successful sales efforts and requires persistence on the part of the Associate.

<sup>1</sup> 30 days, no questions asked on new purchases; one year on the return of resalable inventory upon leaving the business. See the Isagenix Policies and Procedures for full details.



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