

## 2009 U.S. Income Averages Mannatech Career and Compensation Plan

The average number of Associates in 2009 ordering greater than or equal to 100 PPV per Business Period is 52,638.<sup>1</sup>

Of that total, 19.90% were “Business Builders” and 80.10% were “Consumer Associates.”

For the purposes of this Income Averages Statement, the term “Business Builder” means Associates who ordered greater than or equal to 100 PPV and sold products and earned income from their sales and sales made by their downline.

For the purposes of this Income Averages Statement, the term “Consumer Associate” means Associates who only ordered product and did not earn income.

Associate Levels	Average Number of Associates Ordering ≥100 PPV per BP <sup>1</sup>	Percent of Associates Ordering ≥100 PPV per BP	Average Number of Business Building Associates per BP	Percent of Business Building Associates per BP	Average Annualized Income (Bottom 20%) <sup>2</sup>	Average Annualized Income (Top 20%) <sup>2</sup>
<i>Non-Leader/Team Bonus Earners</i>	47,781	90.78%	9,502	66.20%	\$73.41	\$1,388.33
<i>Regional</i>	3,496	6.63%	3,496	24.31%	\$1,288.07	\$12,059.52
<i>National</i>	935	1.77%	935	6.50%	\$4,602.95	\$27,032.45
<i>Executive</i>	272	0.52%	272	1.89%	\$18,176.83	\$66,048.87
<i>Presidential</i>	60	0.12%	60	0.42%	\$24,954.85	\$143,022.82
<i>Bronze Presidential</i>	59	0.11%	59	0.42%	\$73,565.67	\$245,875.90
<i>Silver Presidential</i>	25	0.05%	25	0.18%	\$135,599.99	\$367,144.62
<i>Gold Presidential</i>	3	0.01%	3	0.03%	\$231,785.04	\$430,100.40
<i>Platinum Presidential</i>	7	0.02%	7	0.05%	\$467,179.27	\$1,633,934.39
<b>TOTAL</b>	<b>52,638<sup>1</sup></b>		<b>14,359</b>			

<sup>1</sup>These numbers are derived by identifying Associates who have greater than or equal to 100 PPV each Business Period and calculating the 13 Business Period average.

<sup>2</sup>These numbers are derived by taking the average number of ordering Associates and their resulting income earned each Business Period (BP) and averaging the annual earnings from the top 20% and the bottom 20% of the applicable level of Business Building Associates during our 2009 13 Business Period cycle.

*The statistics above are for the United States and only represent Associates with 100 PPV or more each Business Period making them eligible to earn commissions during 2009.*

*Associate earnings are not necessarily representative of the income that an individual can or will earn through his/her participation in the Mannatech Career and Compensation Plan. These figures should not be regarded as a guarantee or projection of actual earnings. Actual earnings depend on your individual efforts, the customer base available to you and the time devoted to your business. These factors differ from Associate to Associate.*

*This 2009 Income Averages disclosure is not for use in Georgia, Louisiana, Maryland, Massachusetts or Wyoming.*

See the Mannatech Career and Compensation Plan for Business Period (BP), Personal Point Volume (PPV) and other definitions used in this Income Averages disclosure statement.

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