



# Earnings Disclosure Statement

ISAGENIX HAS TWO TYPES OF MEMBERSHIP ACCOUNTS:

## 1. Customers

Customers can purchase Isagenix products at reduced prices for their own or household use but cannot participate in the Isagenix Team Compensation Plan.

## 2. Associates

Associates can purchase Isagenix products at reduced prices for their own or household use or for resale; they have the opportunity to earn money by selling Isagenix products to retail customers and from purchases made by Customers and Associates in their marketing organization.

A majority of new Members join Isagenix primarily to purchase Isagenix products at a discount.

Approximately 85% of those Members who joined Isagenix in the U.S. in 2020 opened Customer accounts only and were not eligible to earn income from Isagenix.



## BENEFITS

### CUSTOMERS

Enjoy the benefits of our no-compromise, science-based products. Customers who open an Isagenix account have the option to choose:

#### Preferred Membership

Unlock wholesale pricing, access to a Customer mobile application and Isagenix programs.

#### Lifestyle Rewards Program

Optional program offering the convenience of recurring purchases and eligibility for additional benefits plus access to the Customer mobile applications and Isagenix programs.

### ASSOCIATES

Enjoy the same benefits as Customers, plus they may participate in the Isagenix Team Compensation Plan and other business promotions.

#### The Income Opportunity

Business does not require significant investments in inventory or additional materials. Associates can set their own hours and workplace and leverage the business mobile app to build a virtual business. \$29 annual membership fee applies.

May be rewarding, but like any worthwhile business venture, results vary widely depending on many factors, including sales and business skills, effort, time, and demographics.

Does not offer quick riches or guarantees of success. Building any long-term business is challenging, and relatively few achieve significant long-term financial success.

## TYPICAL EARNINGS FOR 2020

The Isagenix business is based on product sales. There is no income earned from the mere act of sponsoring or recruiting others.

In the year 2020, the average earnings of all Isagenix Associates, active and inactive, was \$843 before expenses. The average earnings of all Associates who earned money from Isagenix in the year 2020 was \$3,132 before expenses. Here is what the earnings of these Associates look like broken down by top 1%, top 10%, and top 50%:

- The top 1% earned \$178,215 (average) and \$94,578 (median)
- The top 10% earned \$26,608 (average) and \$7,427 (median)
- The top 50% earned \$6,146 (average) and \$1,021 (median)

## LEGACY CLUB



The Legacy Club is achieved by Associates who earn \$1,000,000 or more in lifetime commissions. As of Dec. 31, 2020, there were 331 Associates globally who have achieved membership in the Legacy Club, with 235 of them being U.S. Associates. Legacy Club members averaged approximately six years as an Associate before achieving these earnings, with the longest being over 16 years. The typical time and required effort to achieve such high levels of success are extraordinary and such success should not form the basis of a decision to become an Associate.

Earning representations reflect gross amounts that do not include any business expenses associated with pursuing the opportunity. Associates are responsible for their own business expenses, and these expenses will vary greatly. Expenses may include advertising or promotional expenses, training, rent, travel, telephone and Internet costs, etc.

The ability to earn money with Isagenix depends on many factors including an individual's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts.

Isagenix cannot and does not guarantee any particular level of earnings. Even those who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. Those considering becoming Isagenix Associates should carefully consider their unique circumstances to set any expectation of earnings, rather than relying upon testimonials of others or hypothetical examples. Past Associate performance is no guarantee of future income.