



2011 U.S. Income Averages Mannatech Career and Compensation Plan

The total average number of Associates in 2011 ordering greater than or equal to 100 PPV per Business Period is 31,412.

Of that total, 27.04% were "Business Builders" and 72.96% 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 ¹	Percent of Associates Ordering ≥100 PPV per BP	Average Number of Business Building Associates per BP	Percent of Business Building Associates per BP	Annualized Median Income ²
<i>Non-Leader/Team Bonus Earners</i>	28,554	90.90%	5,637	66.36%	\$391.17
<i>Regional</i>	2,036	6.47%	2,036	23.93%	\$2,219.83
<i>National</i>	539	1.72%	539	6.35%	\$7,840.54
<i>Executive</i>	167	0.53%	167	1.97%	\$28,454.48
<i>Presidential</i>	44	0.14%	44	0.53%	\$73,601.61
<i>Bronze Presidential</i>	45	0.15%	45	0.54%	\$109,462.84
<i>Silver Presidential</i>	19	0.06%	19	0.23%	\$202,683.57
<i>Gold Presidential</i>	2	0.01%	2	0.03%	\$405,529.57
<i>Platinum Presidential</i>	6	0.02%	6	0.07%	\$745,423.87
TOTAL	31,412		8,495		

¹These numbers are derived by identifying Associates in each leadership category (non-leaders and leaders) who have greater than or equal to 100 PPV each business period. The count is summed for all business periods within each category and divided by 13.

²The Annualized Median Income (AMI) is derived by segmenting the leadership levels and income by business period in 2011. All incomes above and below the midpoint are discarded, leaving the median income for each leadership level. This income is added together for all 13 business periods to establish the AMI within each leadership level.

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 2011.

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 2011 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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