



MONAT®

MONAT USA 2020 Income Disclosure Statement

The average annual income for ALL U.S. Market Partners at all ranks (which includes Active and Inactive Market Partners) in 2020 was \$876. Forty six percent of U.S. Market Partners were not Active in 2020 and therefore did not earn any commissions. The income information in the chart below includes those Market Partners who were Active and Inactive Market Partners in 2020. An "Active" Market Partner is a Market Partner who earned any amount of commissions in the 2020 calendar year. An "Inactive" Market Partner is a Market Partner who did not earn any amount of commissions in the 2020 calendar year. A Market Partner's Rank may vary over the course of a year; for purposes of the chart below, the Rank of each MONAT Market Partner is the Highest Achieved Title that the Market Partner achieved for at least three months within the 2020 calendar year. For those enrolled in November and December 2020, the Highest Achieved Title during those two months was used.

2020 USA Annual Income by Rank (ACTIVE AND INACTIVE Market Partners)

Rank	% of ACTIVE & INACTIVE U.S. Market partner at this Rank in 2020	High Annual Gross Earnings	Low Annual Gross Earnings	Average Annual Earnings	Median Annual Gross Earnings	Average No. of Months to Achieve Rank	Median No. of Months to Achieve Rank
Market Partner	92.26%	\$ 12,913	\$ 0	\$ 161	\$ 0	-	0
Managing Market Partner	3.78%	\$ 12,119	\$ 100	\$ 1,988	\$ 1,815	3	2
Associate Market Builder	1.59%	\$ 26,765	\$ 200	\$ 4,165	\$ 3,885	4	3
Market Builder	0.50%	\$ 48,995	\$ 784	\$ 6,476	\$ 5,964	6	4
Managing Market Builder	1.02%	\$ 73,746	\$ 1,588	\$ 9,149	\$ 8,138	7	5
Associate Market Mentor	0.45%	\$ 153,160	\$ 4,333	\$ 15,564	\$ 13,441	9	6
Market Mentor	0.27%	\$ 221,868	\$ 9,823	\$ 38,151	\$ 32,878	13	10
Managing Market Mentor	0.08%	\$ 1,017,122	\$ 21,557	\$ 81,807	\$ 68,583	16	13
Associate Executive Director	0.03%	\$ 394,758	\$ 48,042	\$ 134,554	\$ 124,217	18	15
Executive Director	0.02%	\$ 2,483,320	\$ 109,888	\$ 380,417	\$ 265,637	22	22
Senior Executive Director	0.01%	\$ 3,549,276	\$ 278,943	\$1,080,568	\$ 817,483	21	19

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Our mission is to help people everywhere enjoy beautiful, healthy, fulfilling lives through our exceptional, naturally based products, a fun and rewarding business opportunity, and a culture of family, service, and gratitude.

Our vision is to be a global leader in naturally based, anti-aging innovation—with an unrivaled business model that enhances the self-confidence and financial well-being of one million families around the globe each year.

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