



What You Need to Know About Joining

INDEPENDENT CONSULTANT EARNINGS STATEMENT

Joining Arbonne requires a one-time \$99 Registration Fee plus a Renewal Fee of \$99 each year

Registration Fee does not include taxes and shipping (if applicable) which vary by Independent Consultant

HOW CAN I EARN?

COMMISSIONS

Your profit from your product sales to your Preferred Clients & Clients, including cash sales and e-transfers.

OVERRIDES

Your earnings from your team's product sales to their Preferred Clients & Clients

AWARDS

Additional awards based on your personal & team sales performance

You cannot earn any money by only enrolling someone.

WHAT'S TYPICAL?

2023 ANNUAL GROSS EARNINGS OF ARBONNE INDEPENDENT CONSULTANTS

Independent Consultants represented below are those engaged in business building activity during the twelve months prior to their renewal, including enrolling or renewing an Independent Consultant or Preferred Client, earning commissions through sales to their Clients or Preferred Clients, or purchasing a sales aid or business tool. The numbers below do not include cash sales or e-transfers made directly between Arbonne Independent Consultants and their customers.

Title	Median Annual Earnings	Average Annual Earnings	10th Percentile	90th Percentile	% of Independent Consultants at Title
Consultants	\$77	\$188	\$0	\$522	85.3%
District Managers	\$2,232	\$2,779	\$631	\$5,519	10.4%
Area Managers	\$12,289	\$13,976	\$5,968	\$24,126	2.8%
Regional Vice Presidents	\$50,489	\$53,598	\$27,819	\$81,072	1.0%
National Vice Presidents	\$148,670	\$193,680	\$82,218	\$344,582	0.4%

THESE EARNINGS DO NOT REPRESENT INDEPENDENT CONSULTANT EXPENSES

incurred in the operation of their business like the Registration Fee (2023: \$99), the Renewal Fee (2023: \$99), event registration fees, travel, office supplies, insurance premiums, products purchased for business purposes, etc.

Earnings are not guaranteed. 18% of the Consultants represented above had no gross earnings in 2023.

Earning compensation takes considerable dedication, time, effort and your success or failure depends on many factors, including your own experience and ability, and external economic conditions.

Do not rely on the results of other Independent Consultants to indicate what you can expect to earn.

WHAT IF I CHANGE MY MIND?

You can cancel your Agreement at any time. Contact Customer Care at **1.800.ARBONNE** or **customer care@arbonne.com** to cancel your Agreement and receive a full refund on unopened product, including shipping. This U.S. Independent Consultant Earnings Statement is available at **earnings.arbonne.com**.

ARBONNE 2023 TRAINING EVENTS

In addition to the Registration Fee and annual Renewal Fee, Arbonne encourages Independent Consultants to participate in the following event(s). The Registration Fee for each event is set forth below.

- 2023 Arbonne Global Training Conference in Las Vegas, NV: In 2023, 4,594 (7.6%) US Independent Consultants registered to attend the conference. The registration fee for the three-day conference was \$359.
- Path To Empower in Anaheim, CA: In 2023, 3,941 (6.6%) US Independent Consultants registered to attend this one-day training event. Registration for the event was \$55.

Note: *Independent Consultants that attended these events were responsible for their own flight, hotel, meals, and other costs associated with attending the event. Such costs are not reflected above because they are unique to each individual's own circumstances.*

AVERAGE TIME TO TITLE

While difficult to know with certainty, over the years we have found it takes the following amount of time to achieve each title in the Arbonne SuccessPlan:

District: about 8 months **Area:** about 23 months **Region:** about 39 months **Nation:** about 63 months



Arbonne is a proud member of the Direct Selling Association.