

U.S. Statement of Coach Earnings in 2021

The earnings listed below do not include any expenses incurred by a Coach in operating and growing their business which can vary widely. Team Beachbody Coach Development ranks include Emerald and Ruby, and Leadership Ranks include Diamond and Star Diamonds (one through fifteen), all of which are eligible to earn several types of bonuses. Additional leadership bonuses are available to Coaches who achieve certain Star Diamond qualifications.

The earnings and commissions reported below include all Team Beachbody Coaches that participated in the Coaching opportunity for the entire period of January 1 – December 31, 2021.¹

Coach Rank ²	Average Tenure (In Years)	% of Development & Leadership Ranks	% of All Coaches	Low Earnings	Average Earnings	High Earnings
Development Ranks						
Emerald	4.98	82.2%	20.2%	\$12	\$3,283	\$138,483
Ruby	7.04	2.9%	0.7%	\$410	\$12,670	\$121,326
Leadership Ranks						
Diamond	5.82	9.4%	2.3%	\$124	\$18,289	\$161,072
Star Diamond	7.36	5.5%	1.3%	\$863	\$119,475	\$2,846,299
All Development & Leadership Ranks						
NA	5.17	100%	24.5%	\$12	\$10,932	\$2,846,299
Coach						
NA	4.12	NA	75.5%	\$10	\$491	\$41,516
All Ranks						
NA	4.40	NA	100%	\$10	\$3,169	\$2,846,299

All figures in U.S. dollars.

The figures stated above are not a guarantee and are not a projection of a typical Coach's earnings through participation in the Team Beachbody compensation plan. As in any independent business, the level of success or achievement of each Team Beachbody Coach is dependent upon the commitment, skill level, drive, and desire to succeed of the individual Coach. Success with Team Beachbody results only from effective product and program sales efforts, which require hard work, diligence, and leadership.