



Income Disclosure Statement
 January 1, 2020 – December 31, 2020
 (Excluding Starter Kit and Monthly E-suite Fees)*

Color Street Stylist Rank	Percentage of All Stylists	Avg. Top 25%	Avg. 26%-75%	Avg. Bottom 25%	Monthly Average	Annual Average
Stylist	49.31%	\$ 69.66	\$ 10.78	\$ -	\$ 22.06	\$ 264.72
BQ Stylist	36.95%	\$ 396.80	\$ 143.38	\$ 55.01	\$ 181.23	\$ 1,993.49
Senior Stylist	7.65%	\$ 769.24	\$ 317.38	\$ 128.31	\$ 373.78	\$ 4,485.32
Team Leader	3.89%	\$ 1,375.03	\$ 638.76	\$ 275.51	\$ 716.57	\$ 8,598.88
Director	1.30%	\$ 2,548.56	\$ 1,340.19	\$ 661.36	\$ 1,443.68	\$ 17,324.18
Senior Director	0.51%	\$ 5,067.85	\$ 2,698.23	\$ 1,518.51	\$ 2,949.40	\$ 35,392.81
Executive Director	0.25%	\$ 15,070.89	\$ 7,606.78	\$ 3,905.05	\$ 8,559.04	\$ 102,708.45
Senior Executive Director	0.08%	\$ 36,559.88	\$ 19,625.66	\$ 11,282.77	\$ 21,712.68	\$ 260,552.15
National Executive Director and Above	0.04%	\$ 115,283.73	\$ 58,861.81	\$ 31,198.61	\$ 65,119.26	\$ 781,431.10

Please review this Income Disclosure Statement carefully before deciding to join Color Street. With Color Street, you have an opportunity to earn income on the sale of Color Street products to consumers. However, your earning capacity depends on a number of factors including, but not limited to, your personal commitment, hard work, sacrifice, market conditions, and your business skills.

Our stylists are independent contractors, most of whom are engaged in the Color Street business on a part-time basis to potentially earn supplemental income. As with most opportunities, you can find exceptional individuals performing well above average, while others perform below average or perhaps earn no money at all. The income, bonuses, and rewards earned by an Independent Stylist through the Compensation Plan is based solely on the sale of Color Street products to end consumers. A Stylist cannot earn income from sponsoring or recruiting team members.

The figures in the above chart pertain to income data for all Color Street Stylists in 2020. The weighted average annual income by stylists' rank for all Color Street Stylists in 2020 was \$2729.32. In 2020, 88.96% of all Color Street Stylists received commissions or rebates. Annual weighted average annual income is calculated by multiplying the corresponding annual average income by the percentage of each rank.

* Commission and rebates distributed to Color Street Stylists in 2020 include starter kit and monthly e-suite fees but are exclusive of other expenses incurred by Color Street Stylists in the operation or promotion of their business, including, but not limited to advertising or promotional expenses, product samples, training, rent, travel, and telecommunication.

The earnings of the Color Street stylists in this chart are not necessarily representative of the income, if any, that a Color Street Stylist can or will earn through the Color Street Compensation Plan. Past performance does not guarantee future results. These figures should not be considered as guarantees or projections of your actual earnings or profits. Color Street does not guarantee any income or rank success.

A Color Street Stylist's rank may change during the year. So, the percentages are not based on any individual Color Street Stylist's rank(s) throughout the year, but they reflect the average distribution of all Color Street Stylists' ranks during the entire year. The statistics in the above chart are inclusive of historical ranking data for each rank and thus are limited to Color Street Stylists who achieved these ranks during the disclosure period in 2020. There were 2 Diamond National Executive Directors in 2020.



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Color Street Stylist Rank	Percentage of All Stylists	Avg. Top 25%	Avg. 26%-75%	Avg. Bottom 25%	Monthly Average	Annual Average
Stylist	49.31%	\$ 51.67	\$ (2.61)	\$ (28.60)	\$ 5.69	\$ 68.33
BQ Stylist	36.95%	\$ 374.57	\$ 123.10	\$ 32.44	\$ 161.06	\$ 1,932.67
Senior Stylist	7.65%	\$ 751.19	\$ 301.26	\$ 113.74	\$ 358.86	\$ 4,306.31
Team Leader	3.89%	\$ 1,361.49	\$ 625.86	\$ 263.58	\$ 704.52	\$ 8,454.27
Director	1.30%	\$ 2,537.40	\$ 1,329.32	\$ 651.13	\$ 1,433.28	\$ 17,199.36
Senior Director	0.51%	\$ 5,057.75	\$ 2,688.41	\$ 1,509.20	\$ 2,939.83	\$ 35,278.00
Executive Director	0.25%	\$ 15,061.44	\$ 7,597.36	\$ 3,896.02	\$ 8,549.80	\$ 102,597.65
Senior Executive Director	0.08%	\$ 36,550.34	\$ 19,616.56	\$ 11,273.59	\$ 21,703.56	\$ 260,442.70
National Executive Director and Above	0.04%	\$115,274.38	\$ 58,852.68	\$ 31,189.62	\$ 65,110.14	\$ 781,321.65

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The figures in the above chart pertain to income data for all Color Street Stylists in 2020. The weighted average annual income by stylists' rank for all Color Street Stylists in 2020 was \$2588.04. In 2020, 88.96% of all Color Street Stylists received commissions or rebates. Annual weighted average annual income is calculated by multiplying the corresponding annual average income by the percentage of each rank.

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