



MONAT USA 2024 INCOME DISCLOSURE STATEMENT

The average annual income for ALL U.S. Market Partners at all ranks (which includes Active and Inactive Market Partners) in 2024 was \$758. Forty-one percent of U.S. Market Partners were not Active in 2024 and therefore did not earn any commissions.

The income information in the chart below includes Active and Inactive Market Partners in 2024. An “Active” Market Partner is a Market Partner who earned any amount of commissions in the 2024 calendar year. An “Inactive” Market Partner is a Market Partner who did not earn any amount of commissions in the 2024 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 2024 calendar year. Those enrolled in November and December 2024, the Highest Achieved Title was used for their Rank.

2024 USA ANNUAL INCOME BY RANK (ACTIVE AND INACTIVE MARKET PARTNERS)

Rank	% of ACTIVE & INACTIVE U.S. Market Partners at this Rank in 2024	High Annual Gross Earnings	Low Annual Gross Earnings	Average Annual Gross Earnings	Median Annual Gross Earnings	Average Monthly Gross Earnings
Market Partner	94.27%	\$ 22,702	\$ 0	\$ 131	\$ 19	\$ 11
Associate Market Partner	0.33%	\$ 9,376	\$ 25	\$ 1,186	\$ 971	\$ 99
Managing Market Partner	2.56%	\$ 16,074	\$ 67	\$ 1,746	\$ 1,473	\$ 146
Associate Market Builder	1.25%	\$ 19,642	\$ 521	\$ 3,871	\$ 3,336	\$ 323
Market Builder	0.39%	\$ 32,647	\$ 834	\$ 6,639	\$ 5,527	\$ 553
Managing Market Builder	0.66%	\$ 187,306	\$ 930	\$ 10,926	\$ 8,721	\$ 911
Associate Market Mentor	0.29%	\$ 323,727	\$ 4,347	\$ 24,030	\$ 17,977	\$ 2,003
Market Mentor	0.16%	\$ 278,628	\$ 10,480	\$ 55,316	\$ 45,270	\$ 4,610
Managing Market Mentor	0.06%	\$ 462,626	\$ 30,940	\$ 114,529	\$ 87,528	\$ 9,544
Associate Executive Director	0.01%	\$ 946,091	\$ 81,299	\$ 294,544	\$ 233,290	\$ 24,545
Executive Director	0.02%	\$ 1,309,098	\$ 146,701	\$ 486,837	\$ 418,828	\$ 40,570
Senior Executive Director	0.01%	\$ 1,495,513	\$ 312,920	\$ 936,830	\$ 780,334	\$ 78,066

These figures are not guarantees or projections of your actual earnings or profits. The above figures include only bonuses, commissions or other remuneration paid to Market Partners by MONAT Global. They DO NOT take into consideration any expenses incurred by Market Partners in operating their businesses or profits or losses when products are resold by Market Partners. Nothing more than the \$99 MONAT Starter Kit is required to open or operate a MONAT business. Expenses incurred in operating an independent MONAT Global business may include, but are not limited to, the purchase of a Starter Kit, payment of renewal fees, purchases of product samples or inventory, shipping costs, transportation costs, training and educational expenses, and travel expenses. In some cases, these costs and expenses may exceed the amounts earned by Market Partners from MONAT Global. MONAT Global makes no guarantee of financial success and you may lose money. Success with MONAT Global results only from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership. Your success will depend upon how well you exercise these qualities.

2024 MONAT INCENTIVE TRIPS

In addition to the earnings opportunities in the Global MONAT Compensation plan, MONAT may offer incentives and rewards programs for its independent Market Partners. In 2024:

- 101 Market Partners with career ranks of AED or above as of December 2023 were eligible to earn a trip to Miami, Florida for our Directors' Circle 2024 incentive trip, of which 49 earned the trip.
- 439 Market Partners who rank advanced to MMB, AMM, and MM between January 2024 and June 2024 were eligible to earn a trip to Miami, Florida for the New Leadership Experience 2024, of which 138 earned the trip.
- 2,548 Market Partners with career ranks of MMB or above as of July 2024 were eligible to earn a trip to Tulum, Mexico for our Passport 2024 incentive trip, of which 432 earned the trip.

*Residents of Louisiana, Maryland, Wyoming, Massachusetts, and Puerto Rico can receive refunds on the Business Starter Pack purchase even after one year.

*Purchase of a MONAT Starter Kit is optional for residents of North Dakota.