

Income Earnings Disclosure 2018

Team National (TN) has created this Income Earnings Disclosure to help individuals understand the compensation they can earn as a TN Independent Marketing Director (IMD). Yet, each IMDs experience and success or lack thereof will vary based on the time, effort and leadership put forth in building their business. If you are someone that seeks to build a part-time or full-time income, we want you to have realistic expectations of your possible earnings.

IMDs	Total Number of IMDs at this Level	Percent of IMDs	2018 Annual Gross Income (U.S. Dollars)		
			Low	Average	High
Representative	26,724	75.3%	\$0	\$0.30	\$175
Believer	2,565	7.2%	\$0	\$40	\$3,035
Achiever	1,472	4.1%	\$0	\$213	\$3,585
Team Leader	1,899	5.3%	\$0	\$490	\$4,195
Rising Star	637	1.8%	\$0	\$1,012	\$23,468
Presidential	1,525	4.3%	\$0	\$1,826	\$40,470
Bronze	339	0.1%	\$0	\$7,102	\$104,891
Silver	142	0.4%	\$0	\$13,184	\$78,747
Gold	78	0.2%	\$0	\$18,836	\$103,061
Platinum	90	0.3%	\$0	\$43,850	\$209,951
Double Platinum	40	0.1%	\$0	\$203,540	\$870,575

The income in the chart is for all U.S. TN IMDs who were eligible to earn downline commissions in 2018. An Independent Marketing Director (IMD) is a distributor that is currently registered as eligible to represent TN to market and sell TN products and services, and to sponsor a downline sales organization.

In 2018, 12.4% of IMDs received commission or bonus income, 87.6% of all received no income at all and of all IMDs the average earnings were \$636.99.

The earnings of TN's IMDs in this chart are not necessarily representative of the income, if any, that a TN IMD can or will earn through the compensation plan. These figures should not be considered as guarantees or projections of actual earnings or profits. The information above does not deduct expenses incurred by the IMD. Success with TN results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.

* The above income does not include the value of any trips awarded or any rebates from the Marketplace.

**The above income for the Platinum and Double Platinum levels include leadership bonuses, combined business centers and leadership meeting attendance bonuses.