

Income Earnings Disclosure 2020

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 IMD's experience and success, or lack thereof, will vary based on the time, effort and leadership put forth in building his 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.

The data in the chart is for all U.S. TN IMDs including those who earned no income. 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.

IMDs	Percent of IMDs	2020 Annual Gross Income (U.S. Dollars)		
		Low	Average	High
Representative	69.7%	\$0	\$ 0.18	\$ 105
Believer	7.1%	\$0	\$ 20	\$ 1,000
Achiever	4.8%	\$0	\$ 174	\$ 1,550
Team Leader	6.6%	\$0	\$ 447	\$ 6,010
Rising Star	2.5%	\$0	\$ 747	\$ 8,105
Presidential	5.9%	\$0	\$ 1,383	\$ 26,601
Bronze	1.6%	\$0	\$ 4,912	\$ 52,598
Silver	0.7%	\$0	\$ 7,401	\$ 51,792
Gold	0.4%	\$0	\$ 13,065	\$ 70,575
Platinum	0.6%	\$0	\$ 24,382	\$166,475
Double Platinum	0.3%	\$0	\$118,688	\$481,069

In 2020, the average IMD earnings were \$769.14. 13.8% of IMDs received commission or bonus income, 86.2% of all received no income.

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. This disclosure of average earnings represents gross earnings, and not net earnings, which consider distributor business expenses and costs. Business expenses can vary widely, and may include common business expenditures, such as the cost of the product or service, website fees, welcome kit, sample products, company conferences, training or educational materials, business reporting tools, tax preparation, etc. The information above does not deduct any expenses incurred by the IMD. For Example: IMD Registration is \$30, IMD yearly renewal is \$50, back office \$25/mo., convention \$200, etc.

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 includes combined business centers.

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.