

# KEY FACTS ABOUT AN ISAGENIX MEMBERSHIP

## Earnings Disclosure Statement

### ISAGENIX HAS TWO TYPES OF MEMBERSHIP ACCOUNTS: **CUSTOMER AND ASSOCIATE.**

A majority of new Members join Isagenix primarily to purchase Isagenix products at a discount. **Approximately**

# 85%

**of those Members** who joined Isagenix in the U.S. in 2018 opened Customer accounts only and were not eligible to earn income from Isagenix.



#### Customers

can purchase Isagenix products at reduced prices for their own or household use but cannot resell Isagenix products or participate in the Isagenix Team Compensation Plan.



#### Associates

can purchase Isagenix products at reduced prices for their own or household use or for resale; they have the opportunity to earn money by selling Isagenix products to Retail Customers and from purchases made by Personally Enrolled Members, which include both Customers and Associates.

## BENEFITS

#### CUSTOMERS

Enjoy the benefits of our no-compromise, science-based products. Customers have the option to choose:

##### BASIC MEMBERSHIP

Fast, simple, free sign-up offering discounted prices on Isagenix products.

##### PREFERRED MEMBERSHIP

Fast, simple sign-up offering additional discounts on Isagenix products for an annual membership fee of \$39 (\$29 if on Lifestyle Rewards program).

##### LIFESTYLE REWARDS PROGRAM

Optional program offering the convenience of recurring purchases and eligibility for additional benefits.

Customers are not eligible to participate in the Compensation Plan. A Customer may update his or her status from Customer to Associate upon request.

#### ASSOCIATES

Enjoy the same benefits as Customers, plus they may participate in the Isagenix Team Compensation Plan and other business promotions.

##### THE INCOME OPPORTUNITY

Does not require a significant investment in inventory, sales tools, or other materials, and Associates can set their own hours and workplace.

May be rewarding, but like any worthwhile business venture, results vary widely depending on many factors, including sales and business skills, effort, time, and demographics.

Does not offer quick riches or guarantees of success. Building any long-term business is challenging, and relatively few achieve significant long-term financial success.

# HOW CAN ASSOCIATES EARN MONEY?

Associates may earn money in several different ways:



## Retail Profits

From in-person sales to Retail Customers.



## Retail Direct Profits

From online sales through approved websites.



## Product Introduction Bonuses

Based on qualifying sales to new Members.



## Team Bonuses, known as Cycles

Based on collective sales to Customers and other Isagenix Independent Associates in an Associate's marketing organization.



## Executive Matching Team Bonuses

Based on the weekly Team Bonuses of qualifying Personally Enrolled Associates.



## Special incentives and Other Promotions

Including Rank Advancement Bonuses.

Associates do not earn money simply for recruiting or sponsoring new Members. Terms and conditions apply. For more details, refer to the Isagenix Team Compensation Plan.

# HOW MUCH MONEY DO NEW ASSOCIATES EARN IN THE YEAR THEY ENROLL?

Approximately

# 72%



of U.S. Associates who enrolled in 2018 earned some compensation during the year.



Most new Associates join Isagenix primarily with the intention of being product users with the possibility of earning some supplemental income from sharing Isagenix with their personal acquaintances. The majority of these individuals do not show significant interest in pursuing interest in pursuing a full-time business opportunity.<sup>1</sup>

## WHAT IS THE BUYBACK POLICY?

In addition to the product satisfaction guarantee that is available to all Associates and Customers, Isagenix will buy back currently marketable inventory an Associate purchased within the previous 12 months. Terms and conditions apply. For details, see the Isagenix Return and Refund Policy and the Isagenix Buyback Policy.

<sup>1</sup>See Direct Selling Association February 2019 Salesforce Survey for industry research in which Isagenix was a participant.

Of these new Associates (excluding any retail profit):

# 50%

made more than \$226, and the other half made less.

# 10%

made more than \$1,328.

# 1%

made more than \$8,529.

# WHAT DO ISAGENIX TOP INCOME EARNERS EARN?

# ISAGENIX<sup>®</sup>

The  
**TOP 1%**



**These individuals represent the top 1% of all income earners in Isagenix**

and dedicate a considerable amount of time and effort into building their business. They have achieved the highest ranks in Isagenix and generally focus full-time on pursuing the opportunity.

While Isagenix never recommends anyone quit a full-time job, some of these individuals have elected to quit their job and solely focus on building their Isagenix business. They have invested years building large organizations of Customers and leaders and generally are leading teams of other Associates, hosting events, and consistently enrolling and training others. Some of these Associates may have had prior experience in network marketing or other business or sales positions.

As of Dec. 31, 2018, there were **254 Isagenix Associates globally** who exceeded

# \$1 Million

**in cumulative gross earnings since joining Isagenix, with 180 of them being U.S. Associates.**

Associates who achieve this earnings milestone are commonly referred to as "Isagenix Millionaires." Those in the U.S. group averaged approximately six years as an Isagenix Associate before achieving these earnings, with the longest being over 15 years.



of all income earners in Isagenix made between **\$39,487** and **\$2.1 million** in 2018 with the average top 1% income earner making **\$177,184**.



The ability to earn money with Isagenix depends on many factors including an **individual's business, social, and sales skills; personal ambition and activity; availability of time and financial resources;** and **access to a large network of family, friends, and business contacts.**

Earning representations reflect gross amounts that do not include any business expenses associated with pursuing the opportunity. Associates are responsible for their own business expenses, and these expenses will vary greatly.

Isagenix cannot and does not guarantee any particular level of earnings. Even those who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success.

This information is a simple, brief explanation of Isagenix member types and some ways Isagenix Independent Associates may earn money. Terms and conditions apply.