



# 2013 Annual Income Disclosure Statement

DISTRIBUTOR PAID RANK	by Paid Rank (US Dollars)					Months in Company		
	% of All Distributors	% of Active Distributors	Active DT High	Active DT Low	Active DT Average	High	Low	Average
DISTRIBUTOR	75.25%	72.14%	\$39,363	\$0.10	\$752	132	3	12
EXECUTIVE	13.59%	15.29%	\$21,303	\$441	\$3,132	132	4	14
RUBY	6.81%	7.68%	\$36,267	\$522	\$5,603	106	4	15
EMERALD	1.95%	2.19%	\$95,447	\$2,747	\$10,213	138	4	17
DIAMOND	1.58%	1.79%	\$105,093	\$528	\$23,002	152	5	21
DOUBLE DIAMOND	0.55%	0.62%	\$187,741	\$1,926	\$54,309	153	5	24
TRIPLE DIAMOND	0.18%	0.20%	\$659,223	\$26,760	\$104,842	128	10	28
PRESIDENTIAL DIAMOND	0.07%	0.08%	\$412,656	\$63,430	\$193,896	138	11	34
AMBASSADOR DIAMOND	0.02%	0.02%	\$1,847,486	\$259,568	\$585,909	158	17	50
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>			<b>\$937</b>			<b>13</b>

The income statistics above are for all active It Works! Distributors who were eligible to earn downline commissions in 2013. Income is defined as commissions received from It Works! and does not include income received from personal retail sales. "Active Distributor" is defined as a Distributor who earned at least one commission in 2013. Distributors who were inactive in 2013 received no income. The average annual income for all Distributors (active and inactive) in 2013 was **\$833.30**. **17.89%** of all Distributors do not continue with It Works! after their first year. **82.11%** of all Distributors continued with It Works! after their first year.

In 2013, **85.44%** of all Distributors received income from It Works!, **14.56%** of all Distributors received no income at all. Note that these figures do not represent a Distributor's profit, as they do not consider expenses incurred by a Distributor in operation or promotion of his/her business. The figures above refer to gross income (total income before any expenses are deducted). The expenses a Distributor incurs in the operation of his or her It Works! business vary widely. Expenses for Distributors can be several hundred or thousands of dollars annually. You should factor in estimated expenses when projecting potential profits. Such operating expenses could include advertising and promotional expenses, product samples, training, travel, telephone and Internet costs, business equipment, and miscellaneous expenses. The earnings of the Distributors in this chart are not necessarily representative of the income, if any, that an It Works! Distributor can or will earn through his or her participation in the It Works! Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with It Works! results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.