

# U.S. THIRTY-ONE GIFTS LLC

## INCOME DISCLOSURE STATEMENT – 2018



With the opportunity to work from home and be a business owner, you can chart your own unique course. A Thirty-One business is yours to dream, build, and develop!

We understand each Consultant's experience is unique – some Consultants join simply to receive a discount on Thirty-One products and many others start off selling products to earn a little extra money. If you choose to build your own business at Thirty-One, the information in the table, for 2018, should help you better understand the amount of income that Consultants can earn. For example, in 2018, approximately:

- 21.9% of Consultants earned less than \$1;
- 16.4% of Consultants earned between \$1 and \$99; and
- 45.6% of Consultants earned between \$100 and \$999.

Please note that Thirty-One Gifts does not require Consultants to purchase or maintain inventory and, in fact, our policies prohibit this practice. Note also that these income figures do not represent a Consultant's profit, as they do not consider expenses incurred by a Consultant in the operation or promotion of her business. The figures in the table refer to gross income (total income before any expenses are deducted) and expenses that a Consultant incurs in the operation of her business can vary widely. You should factor in estimated expenses when projecting potential profits.<sup>1</sup>

The income of the Consultants in the table is not necessarily representative of the income, if any, that you or any particular Consultant can or will earn through her Thirty-One business and should not be considered guarantees or projections of your actual earnings, income or profits. Your success with Thirty-One depends on several factors, such as time devoted to your business, tenure and hard work. For instance, the top 1% of those Consultants with the highest yearly income in the table have an average tenure with Thirty-One of 83 months. It is important to keep in mind that, like all businesses, some Consultants will succeed in earning income and some will not.

Consultant Yearly Income <sup>2</sup>	% of All Consultants <sup>3,4</sup>
Less than \$1	21.9%
\$1 - \$99	16.4%
\$100 - \$999	45.6%
\$1,000 - \$1,999	9.1%
\$2,000 - \$2,999	2.8%
\$3,000 - \$3,999	1.2%
\$4,000 - \$4,999	0.6%
\$5,000 - \$9,999	1.2%
\$10,000 - \$99,999	1.1%
\$100,000+	0.1%

<sup>1</sup> Such operating expenses could include advertising and promotional expenses, product samples, training, travel, telephone, and Internet costs, and miscellaneous expenses.

<sup>2</sup> Income is defined as commissions earned by a consultant from Thirty-One for her sale of products and any applicable overrides as defined in the Career Path booklet.

<sup>3</sup> This table includes consultants as of December 31, 2018 (or earlier in the year if the consultant relationship was terminated).

<sup>4</sup> This table includes 98,089 consultants who were active for at least one month in 2018. An active consultant is defined as a consultant who submits \$200 in personal sales volume in a rolling three-month period (including the current month and two months prior).