



# 2021 Income Disclosure Statement

DISTRIBUTOR PAID RANK	% of All Distributors	% of Active Distributors	Active Distributor Monthly High	Active Distributor Monthly Low	Active Distributor Monthly Average	Months in Company DTs Promoted in 2021		
						High	Low	Average
<b>DISTRIBUTOR</b>	<b>85.24%</b>	<b>79.83 %</b>	<b>\$ 7,120</b>	<b>\$1</b>	<b>\$ 57</b>	<b>**</b>	<b>**</b>	<b>**</b>
<b>EXECUTIVE</b>	<b>2.12 %</b>	<b>2.81 %</b>	<b>\$ 20,231</b>	<b>\$ 42</b>	<b>\$ 277</b>	<b>72</b>	<b>1</b>	<b>4</b>
<b>RUBY</b>	<b>6.84 %</b>	<b>9.34 %</b>	<b>\$ 20,489</b>	<b>\$ 109</b>	<b>\$ 390</b>	<b>91</b>	<b>1</b>	<b>4</b>
<b>EMERALD</b>	<b>1.95 %</b>	<b>2.69 %</b>	<b>\$ 17,456</b>	<b>\$ 260</b>	<b>\$ 745</b>	<b>89</b>	<b>1</b>	<b>8</b>
<b>DIAMOND</b>	<b>2.01 %</b>	<b>2.73 %</b>	<b>\$ 23,875</b>	<b>\$ 554</b>	<b>\$ 1,848</b>	<b>92</b>	<b>1</b>	<b>11</b>
<b>DOUBLE DIAMOND</b>	<b>1.15 %</b>	<b>1.61 %</b>	<b>\$ 29,038</b>	<b>\$ 1,118</b>	<b>\$ 4,073</b>	<b>76</b>	<b>1</b>	<b>19</b>
<b>TRIPLE DIAMOND</b>	<b>0.39 %</b>	<b>0.56 %</b>	<b>\$ 31,158</b>	<b>\$ 2,271</b>	<b>\$ 7,606</b>	<b>64</b>	<b>3</b>	<b>28</b>
<b>PRESIDENTIAL DIAMOND</b>	<b>0.21 %</b>	<b>0.31 %</b>	<b>\$ 42,145</b>	<b>\$ 3,384</b>	<b>\$ 11,525</b>	<b>84</b>	<b>17</b>	<b>40</b>
<b>AMBASSADOR DIAMOND</b>	<b>0.09 %</b>	<b>0.13 %</b>	<b>\$ 126,008</b>	<b>\$ 6,262</b>	<b>\$ 20,806</b>	<b>70</b>	<b>39</b>	<b>61</b>
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>			<b>\$ 243</b>			

The income statistics above are reflected in US dollar amounts and exclude Distributors in Japan and Korea. Income is defined as commissions received from It Works! and does not include income received from personal sales. "Active Distributor" is defined as a Distributor who earned at least one commission in 2021. Distributors who were inactive in 2021 did not earn commission in 2021, but had earned at least one commission prior to 2021 and had renewed their annual distributorship in 2021. The average monthly income for all Distributors (active and inactive) in 2021 was **\$202**. Out of all Distributors that signed up as Distributors since the beginning of 2021, **90%** were still active at the end of the year. Months in Company is calculated by looking at every Distributor who made a new rank for the first time in 2021, and how long it took from enrollment date to date of first achieving that rank.

**In 2021, 96.37%** of all Distributors (active and inactive) received income from It Works! and **3.63%** 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. 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 selling It Works! products, which requires hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.