



2020 Income Disclosure Chart

Lemongrass Spa Products

Title	Annual Income			Average % Of Paid Consultants	Avg. # Of Months In Company	Lowest # Of Months In Company
	Low	Average	High			
Sales Consultant	\$12	\$864	\$22,116	55%	33	1
Sr. Sales Consultant	\$12	\$1,080	\$18,468	33%	39	1
Team Leader	\$1,020	\$4,416	\$17,724	3.80%	30	3
Director	\$2,772	\$11,700	\$56,340	4.50%	32	4
Sr. Director	\$7,836	\$22,048	\$82,976	1.70%	34	5
Premier Director	\$22,452	\$40,720	\$77,552	1.10%	49	24
Executive Director	\$32,196	\$57,808	\$108,020	0.70%	68	28
Sr. Executive Director	\$101,916	\$108,156	\$119,384	0.10%	44	41
Platinum Director	\$177,948	\$186,780	\$196,600	0.10%	90	84

Consultants join Lemongrass Spa Products as independent contractors to receive income on selling products and a discount on their favorite products. Consultants may incur optional expenses such as business supplies, product samples, a website subscription, internet and/or phone service. Upon enrollment most consultants purchase a Success Kit priced between \$49 and \$129 and some choose two kits for \$250.

The average annual income was calculated by adding the average monthly incomes from January 1, 2020 through June 30, 2020 and multiplying it by 12 months. A paid consultant in this analysis is a consultant who received payment in at least one month for sales that occurred during the first six months of 2020. The average annualized income for an Independent Consultant who qualified for a payment for sales was \$3,684.

Lemongrass Spa Products, LLC markets its products through Independent Consultants who have the flexibility to set their own income goals and schedules. The income statistics include Commissions, Team Bonus, Sponsoring Bonus, Generation Bonus and Star Sales Bonus according to the Lemongrass Spa Products, LLC compensation plan. These statistics do not include incentive trip bonuses, travel paid for by the company, free products, logowear, prizes or other merchandise earned.

Financial success with Lemongrass Spa Products requires dedication and diligence. In addition, success requires demonstrated skill in selling and, if a Consultant chooses to do so, leading a team. There is no guarantee of income, express or implied and those considering becoming a consultant should consider their unique skills and circumstances.

Consultants earn 25% on the Personal Volume of all products sold to customers. They can also earn up to 10% Personal Sales Bonus when they sell over \$3,000 Personal Volume in a monthly Commission period. Combined, these bonuses may pay up to 35% on the Personal Volume of a Consultant's sales. At Director title and higher they may also earn a bonus on their own personal sales included in the Team Bonus.