

# Income Disclosure Statement

January 1, 2021 - December 31, 2021



Average Income	Percent of Paid Stylists	Income Excluding Fees (\$USD)			Income Including Fees (\$USD)*		
		Median	Monthly Average	Annualized Average	Median	Monthly Average	Annualized Average
Stylist	59.66%	\$9	\$21	\$256	-	\$9	\$108
BQ Stylist	29.82%	\$122	\$157	\$1,887	\$109	\$144	\$1,728
Senior Stylist	5.93%	\$257	\$319	\$3,832	\$246	\$309	\$3,708
Team Leader	3.04%	\$570	\$660	\$7,923	\$560	\$650	\$7,800
Director	0.95%	\$1,253	\$1,376	\$16,511	\$1,243	\$1,366	\$16,392
Senior Director	0.36%	\$2,524	\$2,839	\$34,066	\$2,514	\$2,829	\$33,948
Executive Director	0.17%	\$7,980	\$8,631	\$103,570	\$7,970	\$8,621	\$103,452
Senior Executive Director	0.05%	\$21,550	\$22,537	\$270,446	\$21,540	\$22,527	\$270,324
National Executive Director and Above	0.02%	\$63,512	\$67,298	\$807,574	\$63,502	\$67,288	\$807,456

**Please review this Income Disclosure Statement carefully before deciding to join Color Street.** With Color Street, you have an opportunity to earn income on the sale of Color Street products to consumers. Your earning capacity depends on several factors including, but not limited to, your personal commitment, hard work, sacrifice, market conditions, and your business skills.

Color Street Stylists are independent contractors ("Stylists"), most of whom are engaged in the Color Street business on a part-time basis to potentially earn supplemental income. As with most opportunities, you can find exceptional individuals performing well above average, while others perform below average or perhaps earn no money at all. The income, bonuses, and rewards earned by a Stylist through the Compensation Plan is based solely on the sale of Color Street products to end consumers. A Stylist cannot earn income from sponsoring, mentoring, or recruiting team members.

The figures in the above chart pertain to income data for all Stylists in the US in 2021. The weighted average annual income by rank for all US Stylists in 2021 was \$1,936 excluding fees. Including fees, the weighted average annual income was \$1,787. Annual weighted average income is calculated by multiplying the corresponding annual average income by the percentage of each rank.

The earnings of the Stylists in this chart are not necessarily representative of the income, if any, that a Stylist can or will earn through the Compensation Plan. Past performance does not guarantee future results and these figures should not be considered as guarantees or projections of your actual earnings or profits. Color Street does not guarantee any income or rank success.

A Stylist's rank may change during the year. So, the percentages are not based on an individual Stylist's full year income, but they reflect the distribution of all Stylists' ranks, achieved monthly, during the entire year. The statistics in the above chart are inclusive of historical ranking data for each rank and thus are limited to Stylists who achieved these ranks during the disclosure period in 2021.

Please see Color Street's Policies and Procedures regarding the income and earnings statement and Compensation Plan\*\*.

**\*\*Note:** In April 2022, Color Street launched a new Compensation Plan to help provide structure and strategies to Stylists. This income disclosure is not reflective of the new Compensation Plan.

\*The *Income Including Fees* figures include Starter Kit and monthly eSuite fees, but are exclusive of other expenses incurred by Stylists in the operation or promotion of their business, including, but not limited to advertising or promotional expenses, product samples, training, rent, travel, and telecommunication. The *Income Excluding Fees* figures do not include any of these fees.