



## OPTAVIA INCOME DISCLOSURE STATEMENT 2017\*

### 2017 ANNUAL INCOME RANGES OF ALL OPTAVIA COACHES

RANGE	% OF OPTAVIA COACHES	AVERAGE NO. OF MONTHS IN THE BUSINESS	MEDIAN NO. OF MONTHS IN THE BUSINESS
NO EARNINGS	29.79%	17	13
\$0.01 - \$100.00	11.23%	22	13
\$100.01 - \$250.00	10.32%	22	12
\$250.01 - \$500.00	7.96%	28	15
\$500.01 - \$1,000.00	10.56%	31	18
\$1,000.01 - \$2,500.00	12.23%	30	17
\$2,500.01 - \$5,000.00	6.55%	33	20
\$5,000.01 - \$7,500.00	2.39%	35	22
\$7,500.01 - \$10,000.00	1.54%	36	22
\$10,000.01 - \$15,000.00	1.85%	37	22
\$15,000.01 - \$20,000.00	1.17%	39	25
\$20,000.01 - \$30,000.00	1.58%	43	31
\$30,000.01 - \$50,000.00	1.49%	51	39
\$50,000.01 - \$100,000.00	0.92%	57	45
\$100,000.01 - \$200,000.00	0.26%	73	72
\$200,000.01+	0.15%	113	116

\*Based on 2017 Annual Income Ranges of ALL OPTAVIA Coaches.

These figures are not guarantees or projections of expected earnings or profits, and the income levels represented do not include expenses OPTAVIA Coaches may have incurred in building their businesses. OPTAVIA makes no guarantee of financial success. Success with OPTAVIA results only from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership. Your success will depend upon how well you exercise these qualities.