



OPTAVIA 2018 U.S. INCOME DISCLOSURE STATEMENT*

2018 ANNUAL INCOME RANGES OF ALL INDEPENDENT **OPTAVIA** COACHES

RANGE	% OF INDEPENDENT OPTAVIA COACHES	AVERAGE NO. OF MONTHS IN THE BUSINESS	MEDIAN NO. OF MONTHS IN THE BUSINESS
NO EARNINGS	30.60%	17	13
\$0.01 - \$100.00	5.99%	16	9
\$100.01 - \$250.00	10.83%	15	7
\$250.01 - \$500.00	9.74%	19	9
\$500.01 - \$1,000.00	11.01%	21	10
\$1,000.01 - \$2,500.00	12.10%	21	10
\$2,500.01 - \$5,000.00	6.58%	24	12
\$5,000.01 - \$7,500.00	2.87%	24	12
\$7,500.01 - \$10,000.00	1.75%	25	13
\$10,000.01 - \$15,000.00	2.08%	24	13
\$15,000.01 - \$20,000.00	1.36%	28	15
\$20,000.01 - \$30,000.00	1.75%	30	17
\$30,000.01 - \$50,000.00	0.27%	57	43
\$50,000.01 - \$100,000.00	1.76%	38	24
\$100,000.01 - \$200,000.00	1.11%	47	33
\$200,000.01+	0.18%	92	81

*Based on 2018 Annual Income Ranges of ALL Independent **OPTAVIA** Coaches operating in the U.S. under the U.S. Compensation Plan.

These figures are not guarantees or projections of expected earnings or profits, and the income levels represented do not include expenses independent **OPTAVIA** Coaches may have incurred in building their businesses. **OPTAVIA** makes no guarantee of financial success. Success with **OPTAVIA** results from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership.