

**Maverick The Collection  
Income Disclosure Statement for 2020**

Active Stylist Rank	Average Hours Worked Per Week	Number of All Stylists Paid At This Rank	Percent of Bonus Qualified Stylists	2020 Annual Income For All Stylists (USA Dollars)			Months in Maverick The Collection		
				High	Low	Average	High	Low	Average
Stylist	5	158	93%	\$58,586.80	\$0.00	\$1,607.91	12	1	3
Lead Stylist	10	7	4%	\$43,114.30	\$3,583.53	\$14,499.38	12	10	11
Senior Stylist	15	4	2%	\$104,291.31	\$5,152.88	\$32,122.05	12	7	10
Master Stylist	20	0	0%	\$0.00	\$0.00	\$0.00	0	0	0
Director	25	0	0%	\$0.00	\$0.00	\$0.00	0	0	0
Senior Director	30	0	0%	\$0.00	\$0.00	\$0.00	0	0	0
Master Director	35	0	0%	\$0.00	\$0.00	\$0.00	0	0	0

The income statistics above are for all Stylists in the USA in 2020. To be a Stylist, one pays a \$20 monthly administration fee. In addition, the statistics above also show the income for bonus qualified USA Stylists who were eligible to earn downline commissions in 2020. A "bonus qualified Stylist" is defined as a Stylist who has \$500 or more in Personal Sales Volume (PSV) in a month. Stylists who were not bonus qualified in 2020 received no downline commissions. The average annual income for all Stylists (includes both bonus qualified and not bonus qualified Stylists) in 2020 was \$1340.59, and the median annual income for all Stylists in 2020 was \$340.87. \_\_\_0\_\_\_% of all Stylists do not continue with Maverick The Collection after their first year. Out of approximately \_\_\_7\_\_\_ Stylists that signed up as USA Stylists on the first day of 2020, approximately \_\_\_7\_\_\_ were active at the end of the year.

In 2020, 15% of all Stylists received no income at all. Note that these figures do not represent a Stylist's profit, as they do not consider expenses incurred by a Stylist 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 Stylist incurs in the operation of his or her Maverick The Collection business vary widely. Expenses for Stylists can be several hundred or thousand dollars annually. You should factor in estimated expenses when projecting potential profits. Such operating expenses could include advertising and promotional expenses, product samples, training, travel, telephone and Internet costs, business equipment, and miscellaneous expenses. Based on a survey conducted by the company in 2020, the average annual expenses a Stylist incurred were \$\_\_\_200\_\_\_. The earnings of the Stylists in this chart are not necessarily representative of the income, if any, that an Maverick The Collection Stylist can or will earn through his or her participation in the Maverick The Collection 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 Maverick The Collection results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.