**E. EXCEL - North America**

**North America Distributor Income Disclosure Statement 2015**

People join E. EXCEL North America as Independent Distributors for many different reasons. Our Distributors join to have access to our outstanding products at preferred prices. Some are looking to take advantage of the financial opportunities offered for their hard work, while others are looking for more control of their time and independence.

Whatever their motivation for joining as a Distributor, we believe that our commitment to maintain the highest quality products possible will allow them the opportunity to achieve their objectives.

Distributors take advantage of the preferred pricing on products for their own consumption and that of their families. Other Distributors sell our products in a retail environment for a profit. The cost savings of preferred pricing and retail profits are not included in any of the compensation figures presented.

Distributors also earn commissions and bonuses based on the sales of products by Distributors in their organization as provided in the E. EXCEL Compensation Plan. They are not paid for sponsoring new Distributors. The opportunity to build their own business based on the sales of our outstanding E. EXCEL products is an opportunity that some Distributors have chosen to pursue.

Active Distributors are Distributors who have placed a product order directly with the company or from another Distributor within the past 12 months.

**Active Distributors with No Downline Distributors 45.28%**

Enjoy Wholesale Pricing on All Product Purchases  
 Retail Profit on Sales to Non Distributors  
 Option to Join Club of Excellence

10% Discount on Product Purchases

Receive Product Rewards

Shipping Discounts

**Active Distributors with Downline Distributors 54.72%**

When Active Distributors have Distributors in their downline organization, they have the opportunity to earn commissions and bonuses on the sales of products that occur in the downline organization.

The information below is presented to help people make an informed decision when they consider joining E. EXCEL North America as a Distributor. The amounts shown do not include any retail profits. The compensation received by our Distributors, as shown in the chart, are not necessarily representative of the income that a Distributor can and will earn through our compensation plan. An individual's success will result from product sales within his or her organization, his or her work effort, diligence, and leadership.

**Multi-Level Compensation for Product Sales in Downline**

|  |  |  |  |
| --- | --- | --- | --- |
| **Active Distributors in North America With a Downline** | | | |
| **Annual Commissions** | **% of Group** | **Average Commissions \*** | These amounts do not include profits earned by Distributors on sales to non-Distributors |
| Greater than $100,001 | 0.23% | > $200,000.00 |
| $50,001 - $100,000 | 0.69% | $74,118.00 |
| $25,001 - $50,000 | 1.36% | $35,712.00 |
| $15,001 - $25,000 | 1.52% | $19,381.00 |
| $10,001 - $15,000 | 1.26% | $12,416.00 |
| $5,001 - $10,000 | 3.37% | $7,253.00 |
| $1,001 - $5,000 | 22.00% | $2,234.00 |
| $0.01 - $1,000 | 64.54% | $264.00 |
| $0.00 | 5.03% | $0.00 |
|  |  |  |
| \* Average commissions based on commissions paid January 1 2015 to December 31, 2015 | | | |

These results do not reflect expenses incurred by distributors to build their businesses.