



Income Disclosure Statement

January 1, 2019 – December 31, 2019

Color Street Stylist Rank	Percentage of All Color Street Stylists	Avg. Bottom 25%	Avg. 26%-75%	Avg. Top 25%	Monthly Average	Annual Average
Stylist	54.20%	\$ -	\$ 7.81	\$ 51.39	\$ 16.53	\$ 198.30
BQ Stylist	33.63%	\$ 51.71	\$ 121.27	\$ 332.88	\$ 154.24	\$ 1,850.87
Senior Stylist	6.79%	\$ 124.77	\$ 257.99	\$ 631.77	\$ 311.90	\$ 3,742.76
Team Leader	3.47%	\$ 282.29	\$ 545.18	\$ 1,115.79	\$ 611.20	\$ 7,334.40
Director	1.15%	\$ 624.13	\$ 1,116.78	\$ 2,050.43	\$ 1,207.44	\$ 14,489.23
Senior Director	0.42%	\$ 1,404.80	\$ 2,118.59	\$ 3,513.97	\$ 2,255.66	\$ 27,067.90
Executive Director	0.23%	\$ 4,557.45	\$ 7,518.35	\$ 12,907.44	\$ 8,096.97	\$ 97,163.65
Senior Executive Director	0.07%	\$ 13,192.00	\$ 18,885.27	\$ 28,711.71	\$ 19,915.94	\$ 238,991.30
National Executive Director and Above	0.03%	\$ 31,073.87	\$ 49,072.09	\$ 77,397.62	\$ 50,183.22	\$ 602,198.67

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. However, your earning capacity depends on a number of factors including but not limited to your personal commitment, hard work, sacrifice, market conditions, and your business skills.

The figures in the above chart pertain to income data for all Color Street Stylists in 2019. The average annual income for all Color Street Stylists in 2019 was \$1,171.84. Annual average income is calculated by annualizing the average income earned by all stylists during 2019.

Commission and rebates distributed to Color Street Stylists in 2019 are exclusive of expenses incurred by Color Street Stylists in the operation or promotion of their

business, including, but not limited to advertising or promotional expenses, product samples, training, rent, travel, starter kit, monthly e-suite and telecommunication. The earnings of the Color Street stylists in this chart are not necessarily representative of the income, if any, that a Color Street Stylist can or will earn through the Color Street Compensation Plan. 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 Color Street Stylist's rank may change during the year. So, the percentages are not based on any individual Color Street Stylist's rank(s) throughout the year, but they reflect the average distribution of all Color Street Stylists' ranks during the entire year. The statistics in the above chart are inclusive of historical ranking data for each rank and thus are limited to Color Street Stylists who achieved these ranks during the disclosure period in 2019. There was no Diamond National Executive Director in 2019.

Income Disclosure Statement
January 1, 2019 – December 31, 2019
(Including Starter Kit and Monthly E-suite Fees)*

Color Street Stylist Rank	Percentage of All Color Street Stylists	Avg. Bottom 25%	Avg. 26%-75%	Avg. Top 25%	Monthly Average	Annual Average
Stylist	54.20%	\$ (34.77)	\$ (3.78)	\$ 36.47	\$ (1.02)	\$ (12.27)
BQ Stylist	33.63%	\$ 20.57	\$ 101.95	\$ 311.20	\$ 132.59	\$ 1,591.06
Senior Stylist	6.79%	\$ 103.17	\$ 241.93	\$ 612.42	\$ 294.18	\$ 3,530.10
Team Leader	3.47%	\$ 263.81	\$ 530.54	\$ 1,098.69	\$ 595.75	\$ 7,148.98
Director	1.15%	\$ 602.11	\$ 1,102.36	\$ 2,034.73	\$ 1,191.83	\$ 14,301.97
Senior Director	0.42%	\$ 1,391.57	\$ 2,107.47	\$ 3,502.42	\$ 2,243.82	\$ 26,925.89
Executive Director	0.23%	\$ 4,529.07	\$ 7,498.91	\$ 12,890.36	\$ 8,074.73	\$ 96,896.76
Senior Executive Director	0.07%	\$ 13,035.94	\$ 18,875.32	\$ 28,701.79	\$ 19,898.53	\$ 238,782.36
National Executive Director and Above	0.03%	\$ 31,739.44	\$ 49,062.14	\$ 77,387.62	\$ 50,173.27	\$ 602,079.27

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The figures in the above chart pertain to income data for all Color Street Stylists in 2019. The average annual income for all Color Street Stylists in 2019 was \$1,042.10. Annual average income is calculated by annualizing the average income earned by all stylists during 2019.

*Commission and rebates distributed to Color Street Stylists in 2019 include starter kit and monthly e-suite fees but are exclusive of other expenses incurred by Color Street 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.

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