



Income Disclosure Statement

Tori Belle Cosmetics offers opportunities for our affiliates to build a business, earn extra income or simply receive a discount on the Tori Belle products they love. As a Tori Belle Independent Affiliate, you have the widest possible variety of possible ways to market and promote your business. Plus, we'll provide training so you can learn the ins and outs of marketing methods such as social media marketing, paid media marketing, or online marketplaces.

Affiliates earn commissions and bonuses as outlined in our Compensation Plan. As affiliates increase their sales and build successful teams, they can become eligible for a broader set of income opportunities.

At Tori Belle Cosmetics we pride ourselves on the fact that our affiliates do not need to carry stock or pre-purchase merchandise to sell. We dropship orders directly to customers. Because of this, our income disclosure accurately represents the actual income opportunity given to our Affiliates. The only required expenditure to be a Tori Belle Affiliate is our \$9 per month digital assets fee.

A percentage of Affiliates sign up in order to receive discounts on products and do not take part in customer sales. That group represents 65% of our Affiliates, and for the purposes of this statement these affiliates are not considered active. Those people have sales of \$0 to \$200 per month. They do receive a 25% commission on these sales.

This document provides statistical measures of the monthly income earned by our U.S. Independent Affiliates during the most recent measurement period (May-August 2020).

As we collect more data, we will update this document to reflect income over a broader time period.

Average monthly income of all Active Affiliates ¹ <i>(joined through end of measurement period, 8/31/2020)</i>	\$430
AVERAGE MONTHLY INCOME AFTER ONE YEAR <i>(affiliates who joined in August 2019 or earlier)</i>	\$1,601

RANK GROUP	MONTHLY COMMISSION RANGE	RANK	PERCENTAGE OF RANK MEMBERS IN GROUP	MONTHLY AVERAGE COMMISSION
AFFILIATES	\$50 to \$5,187	AFFILIATE (Active)¹	45%	\$111
		ADVANCED Affiliate	20%	\$166
		LEADING Affiliate	17%	\$322
		SENIOR Affiliate	18%	\$541
INFLUENCERS	\$178 to \$13,009	NANO Influencer	40%	\$665
		MICRO Influencer	22%	\$886
		Influencer	23%	\$1,366
		LEADING Influencer	10%	\$2,213
		SENIOR Influencer	5%	\$3,122
DIRECTORS	\$2,420 to \$66,561	DIRECTOR Of Influence	64%	\$5,449
		EXECUTIVE DIRECTOR Of Influence	21%	\$9,008
		SENIOR EXEC DIRECTOR Of Influence	15%	\$26,593

Note 1: Affiliates with sales of \$200 or more per month are considered active and are eligible for volume and team-based bonuses in addition to standard commissions.
Affiliates with sales of less than \$200 per month earn standard commissions.

The statistics in this document do not reflect optional costs incurred by affiliates in operating, promoting and marketing their businesses. These may include costs such as advertising, internet costs, and other miscellaneous expenses. While the incomes on this chart are accurate for the time period measured, they do not necessarily represent the income that a Tori Belle Cosmetics Independent Affiliate would earn. These figures should not be considered as guarantees or projections of your actual income or profits. Your actual success depends on a number of factors including diligence, training, sales skills, market conditions and economic conditions. Tori Belle Cosmetics does not guarantee any income or success in selling Tori Belle Cosmetics products.