



DOING GOOD FOR OTHERS (AND YOURSELF) AS AN OPTAVIA COACH™

As Agents of Transformation™, **OPTAVIA** Coaches help others succeed along their Optimal Wellbeing™ journeys. The more people that you reach, the more lives you touch, the more you may be rewarded for your efforts. Here's a quick overview of the number of lives that could be impacted and how you may be rewarded financially:

SCENARIO 1 – FAMILY AND CLOSE FRIENDS

4 - 6 lives impacted, earning between \$300 - \$500*

Do you know four to six people who might benefit by what **OPTAVIA**™ has to offer? Would you be interested in transforming four to six lives for the better? If so, you could potentially earn between \$300 - \$500 for doing so. Here are two examples of how:

Example 1: If four of those people ordered an **OPTAVIA** Essential Optimal Kit at \$356.15 in a month, you could potentially earn 23% on their orders...for a total of \$327.66. That could mean help with your monthly bills, setting aside some money for holidays, whatever is most important to you!

Example 2: If six of those people ordered an **OPTAVIA** Select Favorites Kit at \$390.15 in a month, you could potentially earn 23% on their orders ...for a total of \$538.41. That might mean covering your car payment, saving for a vacation, whatever you wish!

SCENARIO 2 – PEOPLE YOU KNOW

11 - 17 lives impacted, earning between \$1000 - \$2000*

What if you looked outside your closest circle? Could you think of 11 - 17 people who might be looking to improve their health and wellbeing? By helping just 11 to 17 people in a month, you could potentially earn between \$1000 - \$2000. Here are two more examples:

Example 3: If 11 of those people ordered an **OPTAVIA** Optimal Essential Kit at \$356.15 in a month, you could potentially earn 27%...for a total of \$1,057.77. Could you send a child to private school, start investing, or pay off debts with that? All for helping others?

Example 4: If 17 of those people ordered an **OPTAVIA** Favorites Select Kit at \$390.15 in a month, you could potentially earn 31%...for a total of \$2,056.09. What might be possible? Care for an aging parent? Finally being able to go on vacation with your family? How could that reward transform your life, simply because you helped transform people you know?

* Please note, the referenced hypotheticals are solely intended to illustrate how the Integrated Compensation Plan works and do not include any potential expenses that may be incurred by Coaches. In addition, there are no guarantees regarding income with **OPTAVIA**. Success with **OPTAVIA** results only from successful sales efforts, which requires hard work, diligence, skill, persistence, competence and leadership; your success will depend upon how well you exercise these qualities. For more information regarding the earnings of **OPTAVIA** Coaches, please see the **OPTAVIA** Income Disclosure Statement on the next page.

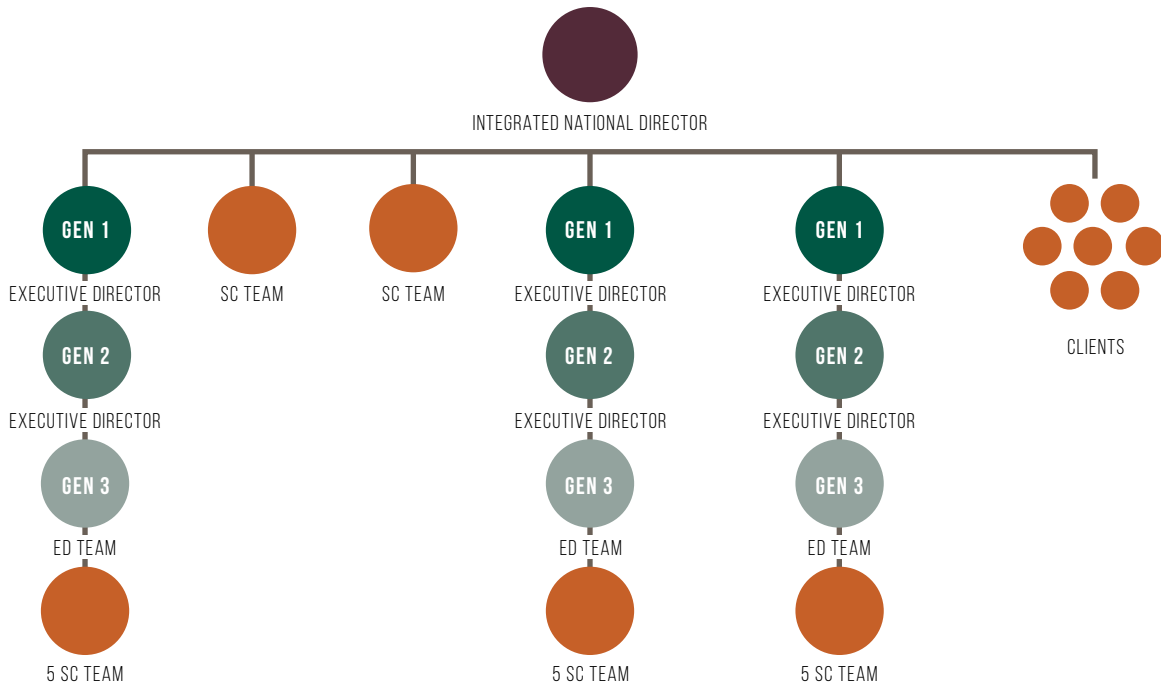


SCENARIO 3 – BUILDING A BUSINESS (IND BUSINESS)

Over 100 lives impacted, earning approximately \$8,500**

For those Coaches looking to engage in the team building side of Coaching, they can create space for their bigger life by welcoming, starting, and supporting both Clients and Coaches on their journeys and helping their Coaches do the same. By helping 20 Clients, each with a \$300 order, growing two Coaches to Senior Coach, each guiding five people, and by helping three Coaches grow beyond Executive Director and building teams of their own that support many Clients and Coaches, you're blurring the line between doing good and doing well.

Here is a visual example of what that business could look like*:



**Earning \$8,500 assumes the following has taken place in the Coach's team:
 20 Clients ordering @ 300 PV = 6000 FLV x 31% = \$1,860 in Client Support Commissions, Client Support Bonus, and Certification Bonus
 2 Senior Coach Teams = 1,500 FLV (5 Clients @ 300 PV each) = 3000 GV x 8% = \$240 in Team Growth Bonus
 Executive Director Generation 1 = 1 ED X 12,000 GV = 12,000 GV X 3 teams x 2.5% = \$900 in ED Generation 1 Bonus
 Executive Director Generation 2 = 2 EDS X 12,000 GV (24,000 GV) = 24,000 GV X 3 teams x 2.5% = \$1,800 in ED Generation 2 Bonus
 Executive Director Generation 3 = 4 EDS X 12,000 GV (48,000 GV) = 48,000 GV X 3 teams x 2% = \$2,880 in ED Generation 3 Bonus
 National Elite Leadership Bonus = 200,000 GV x .5% = \$1,000 in National Elite Leadership Bonus
 Please see the **OPTAVIA™** Integrated Compensation Plan for more details and additional information for any terms not defined herein.

Through your ability to share the **OPTAVIA™** Community and build a team of Clients and Coaches, how will **OPTAVIA** give you the power to shape your destiny and create a life of greater momentum and potential financial freedom? What could this bigger life mean to you?

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OPTAVIA 2019 U.S. INCOME DISCLOSURE STATEMENT*

2019 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	21.66%	12	12
\$0.01 - \$100.00	8.16%	15	12
\$100.01 - \$250.00	11.88%	13	9
\$250.01 - \$500.00	11.34%	16	11
\$500.01 - \$1,000.00	11.80%	19	12
\$1,000.01 - \$2,500.00	13.08%	20	12
\$2,500.01 - \$5,000.00	7.32%	22	14
\$5,000.01 - \$7,500.00	3.11%	24	15
\$7,500.01 - \$10,000.00	1.82%	24	16
\$10,000.01 - \$15,000.00	2.19%	24	17
\$15,000.01 - \$20,000.00	1.54%	26	19
\$20,000.01 - \$30,000.00	2.10%	30	21
\$30,000.01 - \$50,000.00	2.19%	36	24
\$50,000.01 - \$100,000.00	1.24%	44	31
\$100,000.01 - \$200,000.00	0.36%	50	39
\$200,000.01+	0.21%	89	78

*Based on 2019 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.