

# INCOME DISCLOSURE STATEMENT

## WHAT IS TOTAL LIFE CHANGES?

Total Life Changes, LLC (TLC) is a direct sales company dedicated to providing quality products and services that you can promote through your home-based business. We pride ourselves on our integrity in dealing with our distributors (who we call Life Changers) and our Customers. Our compensation plan is based on sales of our products to end-users. TLC was founded on seven “Core Values” which guide how we operate and live every day.



We are always hungry for more.



Passion is our fuel.



Having fun we get more work done.



We love each other. Period.



Grateful is our mindset.



Our standard is giving more than what's expected.



We don't just do what's easy. We do what's right.

## HOW CAN I BE PART OF TLC?

The foundation of our company is our customers, who use and enjoy our products. If you want to enhance your relationship with TLC, you can participate in TLC as a Life Changer (LC). LCs sell our products and are eligible to earn commissions and other compensation.

Preferred Customers	Life Changers
<p>As a Preferred Customer, you can enjoy TLC products and a unique shopping experience via our customer mobile application and participate in TLC promotions.</p> <p>With the optional SmartShip Program, you can enjoy the convenience of recurring purchases and be eligible for additional benefits, such as discounted pricing. SmartShip can be discontinued at any time.</p>	<p>Life Changers enjoy the same benefits as Preferred Customers and may participate in the TLC Compensation Plan and other business promotions.</p> <ul style="list-style-type: none"><li>• Participation in the TLC earnings opportunity does not require a significant investment (a one-time purchase of a \$59.95 Business Starter Kit). LCs set their own hours and workplace, and can leverage the TLC mobile app to build a virtual business.</li><li>• \$0 Annual Renewal Fee</li></ul>

## TYPICAL EARNINGS\*

Earnings realized through participation in the TLC business opportunity are based on the sale of TLC products to end users. There is no income earned for simply sponsoring or recruiting others as LCs. Of the 30,119 LCs who were active during any portion of calendar year 2023 (as defined in the TLC Compensation Plan), 6,995 (23.2%) earned compensation and 23,124 (76.8%) did not earn any compensation.

Of the LCs who earned compensation, the average annual earnings of those LCs, before expenses, was \$966.44. Fifty-percent (50%) of the LCs who earned compensation made more than \$84.00, while the other half made less.

Below are the annual earnings of LCs who earned compensation during calendar year 2023, broken down by the top 1%, top 10% and top 50%:

- The top 1% (70 LCs) earned a median income of \$20,324.04.
- The top 10% (700 LCs) earned a median income of \$1,680.00.
- The top 50% (3,498 LCs) earned a median income of \$263.75.

2023 Annual Earnings	# of LCs	% of LCs
\$1 to \$250	5,175	73.98%
\$251 to \$500	771	11.02%
\$501 to \$1,000	494	7.06%
\$1,001 to \$2,000	265	3.79%
\$2,001 to \$5,000	177	2.53%
\$5,001 to \$20,000	77	1.10%
\$20,001 to \$50,000	18	0.26%
\$50,001 and above	18	0.26%

Earning representations reflect gross amounts of earnings and do not include any business expenses associated with participating in the TLC earnings opportunity. LCs are independent contractors and are responsible for their own business expenses, which may include advertising or promotional expenses, training, rent, travel, telephone and/or internet costs, etc.

The ability to earn money with TLC depends on many factors including an individual's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts.

TLC cannot and does not guarantee any particular level of earnings. Even those who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. TLC does not offer quick riches or guarantees of success.

Building any long-term business is challenging and very few achieve significant financial success. Those considering becoming TLC LCs should carefully consider their unique circumstances rather than relying upon testimonials of others or hypothetical examples. Past LC performance is no guarantee of future income.

\* All data included in this Income Disclosure is from United States Life Changers during calendar year 2023.