

## 2022 U.S. INCOME DISCLOSURE STATEMENT

Personal testimonials reflect individual experiences of Touchstone Crystal Consultants and are not necessarily typical of results you may obtain. There is no guarantee that a Consultant will earn any income or qualify for Touchstone Crystal incentives. Actual earnings and incentive achievement depend, among other things, on individual efforts and skill, customer base, and time devoted to the business and may differ significantly from person to person. You should not rely on the success of other Consultants as indicative of your earning potential.

**Below is a summary of Earnings by Title for 2023:**

PAID TITLE	% of All Consultants	Monthly Earnings		
		Monthly Average	Top 25% Monthly Average	Bottom 25% Monthly Average
SENIOR EXECUTIVE DIRECTOR	0.2%	\$18,022	\$24,075	\$11,103
SENIOR DIRECTOR	2.1%	\$6,158	\$10,551	\$3,692
KEY DIRECTOR	0.1%	\$3,735	\$4,702	\$4,702
DIRECTOR	0.8%	\$3,349	\$7,223	\$1,533
SENIOR GROUP LEADER	2.0%	\$2,212	\$3,933	\$747
GROUP LEADER	6.6%	\$1,489	\$2,750	\$515
KEY CONSULTANT 2	5.3%	\$554	\$1,097	\$121
KEY CONSULTANT 1	5.7%	\$698	\$683	\$94
CONSULTANT	77.3%	\$157	\$170	\$4

**Clarifications:**

Based on the count of all Selling Consultants in 2023 and Income earned January 1 to December 31, 2023. Above Incomes exclude Earnings from Prizes & Awards. Monthly averages represent Consultants holding their respective title during each of the twelve months of 2023. National Average Party Sales: \$855. On Average, 6% of Selling Consultants earn the Incentive Trip.