

## CUSTOMERS

The majority (69%) of those who buy FreeLife products each month are strictly Customers. They are not interested in earning an income with FreeLife but simply love our products. Only a percentage of them will ever decide to go on to build a FreeLife business.

## DEVELOPMENT LEVELS

Active ME Status	Percent within Developmental Level with this Status	ANNUAL INCOME			NUMBER OF MONTHS TO ACHIEVE STATUS		
		High	Low	Average	Minimum Time	Maximum Time	Average Time
Executive	1%	\$1,130	\$31	\$399	1	74	1
Executive II	51%	\$7,197	\$15	\$691	1	72	1
Executive IV	17%	\$7,073	\$50	\$1,098	1	59	2
Director	31%	\$5,427	\$41	\$1,443	1	59	2

## LEADERSHIP LEVELS

Of all the FreeLife Marketing Executives who actively market FreeLife products for at least one year, about 1 in 2 (41%) advance from a Development Level to a Leadership Level.

Active ME Status	Percent within Leadership Level with this Status	ANNUAL INCOME			NUMBER OF MONTHS TO ACHIEVE STATUS		
		High	Low	Average	Minimum Time	Maximum Time	Average Time
Director I	43%	\$13,232	\$442	\$3,116	1	64	3
Director II	18%	\$53,919	\$1,214	\$5,164	1	65	4
Director III	14%	\$47,571	\$3,526	\$8,932	1	59	6
Director IV	6%	\$38,710	\$6,376	\$14,351	1	59	8
Director V	4%	\$90,297	\$8,717	\$21,311	1	59	9
Ambassador <sup>1</sup>	15%	\$436,779	\$9,936	\$78,174	1	67	13
Royal Ambassador <sup>2</sup>	1%	\$2,248,053	\$399,771	\$889,235	2	50	21

<sup>1</sup> Includes statistics for Ambassador through Ambassador V.

<sup>2</sup> Includes statistics for Royal Ambassador through Royal Ambassador V.

- All earnings shown in AUD.
- The above 2009 income data include only those Marketing Executives (MEs) who were "active" during all 12 months of the year. An "active Marketing Executive" is someone who qualified to earn a commission. It includes all active Marketing Executives joining FreeLife since January 2002.
- The above chart classifies Marketing Executives according to the highest active status they achieved for a majority of the year (at least 7 months during the year). Thus, if a Marketing Executive was a Director V for 5 months and an Ambassador for 7 months, he/she is classified as an Ambassador.
- The earnings depicted in this chart are not representative of the income you will earn. FreeLife makes no guarantees or projections of income, as such representations may be misleading. Your success depends on your effort, commitment, skill, and leadership abilities, and how effectively you exercise these qualities.