



## **2017 Earnings Disclosure Statement — Origami Owl, LLC**

Thousands of Independent Designers ("ID(s)") across the country sell Origami Owl® ("O2") jewelry and empower others to start their own business and be a Force for Good! At O2, we are not just a business, we are a family with heart. People join O2 to create fun, personalized experiences while earning extra income, to tailor their business to reflect their life priorities, and to work the hours that work best for them. Join us, do what you love! Love what you do! Start living your dreams with this fun, flexible, rewarding and life-changing opportunity. We are proud accredited members of the Better Business Bureau and the US and Canada Direct Selling Associations.

Building an O2 business is flexible, fun and rewarding. IDs earn recognition, grow as individuals, enjoy fun perks, earn exciting trips and earn additional income by mentoring and guiding others while building a team. O2 IDs who choose to build an O2 business have the opportunity to earn money through commissions and bonuses based on product sales to new and existing customers. O2 IDs may also be rewarded for helping other IDs on their business team achieve success through product sales to new and existing customers. For additional information, the O2 Career Plan is available to all O2 IDs at [www.origamiowl.com](http://www.origamiowl.com). Financial results will vary depending on an ID's skill and effort. Building an O2 business does not require a significant investment in inventory, sales tools, or other materials. O2 provides IDs with exciting conferences, a weekly newsletter, a personal retail website, free training through an O2 academy, a blog, and an online community support system. O2 IDs should never purchase more product(s) than they can use or sell to customers in a reasonable time period, and they are protected by our twelve (12) month buy back policy of marketable inventory for those who choose to terminate their relationship with O2.

The following chart is designed to help prospective O2 IDs better understand what they may expect to earn as an ID as they build their O2 business. IDs achieve work-life balance, choose what they earn and get paid what they are worth. ID's earn one of the highest personal commissions in the home party industry while working with an award-winning company devoted to our O2 IDs, customers and employees. IDs plan Jewelry Bars®, sell jewelry product to customers, and keep the profits. IDs feel empowered by making meaningful connections and reaching their dreams. IDs earn 20-50% commission (as described in detail in the Career Plan).

The income statistics shown on the following chart reflect the earnings of IDs in 2016 and are not inclusive of business expenses or other offsets. The primary source of income of an ID who has been engaged with O2 for at least one year and actively maintains personal volume, is from compensation for service of arranging for the sale of jewelry products. The average earnings for all Active IDs in the U.S. in 2016 was \$580.35. The average earnings for all IDs in the U.S. in 2016 was \$170.54.

The compensation received by the IDs depicted in this chart is not necessarily representative of the compensation, if any, that any particular ID will receive. The amounts presented should not be viewed as a guarantee or projection of the amount of income an ID may earn.<sup>1</sup>

<b>Annual Income</b>						
<b>ID Paid-As-Title</b>	<b>* Number of Designers at this Paid-As-Title<sup>2</sup></b>	<b>*% of active Designers at this Paid-As-Title<sup>3</sup></b>	<b>*% of all Designers<sup>4</sup></b>	<b>Low</b>	<b>Average</b>	<b>High</b>
<b>Designer</b>	27,122	86.04%	68.84%	-	\$247.78	\$7,960.07
<b>Leading Designer</b>	2,865	9.09%	7.27%	\$14.05	\$1,215.90	\$18,031.80
<b>Team Leader</b>	1,133	3.59%	2.88%	\$243.12	\$3,463.64	\$33,948.66
<b>Senior Team Leader</b>	292	0.93%	0.74%	\$789.27	\$8,516.45	\$34,825.98
<b>Executive Team Leader</b>	68	0.22%	0.17%	\$5,858.89	\$22,579.78	\$64,538.00
<b>Director</b>	29	0.09%	0.07%	\$18,883.93	\$57,130.54	\$302,107.72
<b>Senior Director</b>	11	0.03%	0.03%	\$68,652.20	\$123,602.24	\$190,028.35
<b>Executive Director</b>	4	0.01%	0.01%	\$255,547.58	\$300,319.42	\$352,287.66

<sup>1</sup> These figures include only income actually paid to Designers in calendar year 2016, including retail profits generated by Designers from sales of products to retail customers which are made online.

<sup>2</sup> Number of Designers at this Paid-As-Title includes Active Designers who achieved this Paid-As-Title during at least one calendar month in 2016. A Designer is considered "Active" if that Designer generated at least one unit of Personal Volume ("PV") in 2016.

<sup>3</sup> In 2016, O2 had 39,400 Active Designers.

<sup>4</sup> All Designers includes 39,400 Active Designers during 2016 plus an additional 15,860 Designers who were enrolled during at least one calendar month in 2016 but generated no PV and earned no income.