



Income Disclosure Statement

At Tastefully Simple, we have a passion for helping you create a life you love, whether you are joining for more flavor, cash, or fun. How much you earn depends on many factors, for example how much you sell, the amount of time and effort you invest in your business, and how driven you are to achieve your personal goals.

One of our principles is to build trust by being “real.” The grid below shows the earnings of our active Tastefully Simple consultants. This includes sales commissions of 15-40%, leadership commissions, bonuses, and the value of incentives. These figures are not guarantees or projections of your potential earnings.

The average 2023 income for an active consultant was \$1,258.

Average Annual Income	Active Consultants
\$0-\$99	29%
\$100-\$499	45%
\$500-\$999	9%
\$1,000-\$4,999	12%
Over \$5,000	5%
Total	100%

Definitions and Assumptions

- Business expenses are not reflected in income.
- An active consultant sold \$200 or more in a calendar quarter.
- Unlike some direct selling companies, when consultants drop below \$200 in a quarter, they become a TS Perks consultant who can begin earning a commission whenever their quarterly sales reach \$200 or more, without having to pay to re-start their business. If they have no sales for 15 months, they are deactivated.
- When including TS Perks in our total consultant count, plus consultants who never became active, the average 2023 income was \$702.
- To learn more about our compensation plan, see [Two Ways to Earn Cash](#).