



## 2019 Earnings Disclosure Statement — Origami Owl, LLC

Thousands of Independent Designers (“Designer(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. 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 Direct Selling Association.

Building an O2 business is flexible, fun and rewarding. Designers earn recognition, grow as individuals, enjoy fun perks, earn exciting trips and earn additional income by mentoring and guiding others while building a team. Designers who choose to build an O2 business also have the opportunity to earn money through commissions and bonuses based on product sales to new and existing customers. Designers may also be rewarded for helping other Designers 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 Designers at [www.origamiowl.com](http://www.origamiowl.com). Financial results will vary depending on each Designer’s skill and effort. Building an O2 business does not require a significant investment, sales tools, or other materials; nor does it require Designers to carry any inventory of product. O2 provides Designers with exciting conferences, a weekly newsletter, a personal retail website, free training and an online community support system. Designers should never purchase more product(s) than they can use or sell to customers in a reasonable time period. Those who choose to terminate their relationship with O2 are protected by our twelve (12) month buy back policy for marketable inventory.

The following chart is designed to help prospective Designers better understand what they may expect to earn as a Designer as they build their O2 business. Designers achieve work-life balance, choose what they earn and get paid what they are worth. Designers plan Jewelry Bars®, sell jewelry product to customers, and keep the profits. Designers feel empowered by making meaningful connections with others in the business. Designers earn 20-50% commission (as described in detail in the Career Plan).

The income statistics shown on the following chart reflect the earnings of Designers in 2018 and are not inclusive of business expenses or other offsets. The primary source of income of a Designer 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 compensation received by the Designers depicted in this chart is not necessarily representative of the compensation, if any, that any particular Designer will receive. The amounts presented should not be viewed as a guarantee or projection of the amount of income a Designer may earn.<sup>1</sup>

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<sup>1</sup> These figures include only income actually paid to Designers in calendar year 2018, including retail profits generated by Designers from sales of products to retail customers which are made online.

<b>Annual Income</b>						
<b>Designer Paid-As-Title</b>	<b>*Average Number of Designers at this Paid-As-Title<sup>2</sup></b>	<b>*% of active Designers at this Paid-As-Title<sup>2</sup></b>	<b>*% of All Designers</b>	<b>Low</b>	<b>Average</b>	<b>High</b>
<b>Designer to Executive Designer</b>	18,607	92.04%	62.62%	\$0.05	\$233.01	\$13,328.79
<b>Team Leader to Executive Team Leader</b>	1,435	7.10%	4.83%	\$51.38	\$2,705.84	\$42,901.34
<b>Team Manager to Executive Team Manager</b>	115	0.57%	0.39%	\$1,326.12	\$11,881.30	\$140,935.31
<b>Director to Executive Field Vice President</b>	59	0.29%	0.20%	\$13,490.43	\$66,714.01	\$347,731.65

<sup>1</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 2018. A Designer is considered "Active" if that Designer generated at least one unit of Personal Volume ("PV") in 2018.

<sup>1</sup> In 2018, O2 had 29,716 Active Designers.