

# PRODUCT CATALOG

2023



# IT WORKS! SYSTEMS





# WEIGHT LOSS

**YOU'RE INTERESTED IN LOSING WEIGHT AND KEEPING IT OFF**—and whether your goal is to slim down and feel more confident in your clothing or to make a long-term lifestyle change, we have a simple system that can help.



## 14 EASY

### WANT TO GET BACK IN YOUR GOAL JEANS?

This system is for anyone looking to gain confidence and fit back into their goal jeans. You'll start to notice a difference in the way you feel after Day 1—and in just 14 days, you'll see noticeable results and looser-fitting jeans.



### 14 Easy Hello Goal Jeans

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 107
<b>\$139</b>	RETAIL \$186

OR

### TAKE RESULTS TO THE NEXT LEVEL

Kick things up a notch and target problem areas like love handles that just won't go away.



### Bye, Bye Love Handles

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 145
<b>\$189</b>	RETAIL \$252

OR

### ARE YOU ALL IN?

With this ultimate system, you'll get a month's supply of essential products, so you never run out between Monthly Subscription orders!



### 14 Easy Plus

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 195
<b>\$245</b>	RETAIL \$327

### PRO TIP

Take your before picture on Day 1, and your after picture on Day 14 to help track your progress!



# WEIGHT LOSS

## 14 EASY (NO ADDED CAFFEINE\*)

### LOOKING FOR AN EASY WAY TO MANAGE WEIGHT ON-THE-GO?

Boost your confidence without added caffeine! This system provides you with a simple way to hit the reset button and reach your goals for your body. You'll start to notice a difference in the way you feel after Day 1!



#### 14 Easy Hello Goal Jeans (no added caffeine\*)

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 107
<b>\$139</b>	RETAIL \$186

#### PRO TIP

Take 2 Slimming Gummies twice per day to maximize results!

### READY TO KICK IT UP A NOTCH?

Add Skinny Wrap® to help tighten, tone, and firm problem areas. Notice results in as little as 45 minutes!



#### Bye, Bye Love Handles (no added caffeine\*)

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 132
<b>\$175</b>	RETAIL \$234



### MAXIMIZE YOUR RESULTS

Get a one-month supply to ensure that you never run out of your favorite products and see consistent results.



#### 14 Easy Plus (no added caffeine\*)

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 150
<b>\$209</b>	RETAIL \$279





# WEIGHT MANAGEMENT

**YOUR GOALS ARE IMPORTANT TO YOU,** and helping you reach them is important to us. You need a simple way to maintain your progress (and see even more results!) while keeping up with your busy lifestyle.



## SKINNYONTHEGO

### WANT TO MANAGE WEIGHT, STAY HYDRATED, AND STRESS LESS?

Skinny Brew®, Slimming Gummies, Skinny Hydrate, and IT WORKS! Stress Less gummies are the essentials you need to make that goal a reality.



#### SkinnyOnTheGo Essentials

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 103
<b>\$139</b>	RETAIL \$186

#### PRO TIP

Keep a couple packets of Skinny Brew® and Skinny Hydrate in your purse so you have them for an on the go pick me any time you need a boost of energy.†

### READY TO KICK IT UP A NOTCH?

Add IT WORKS! Super Greens+ to your routine to boost your nutrition and fill nutritional gaps in your diet.



#### SkinnyOnTheGo Boost Me

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 132
<b>\$185</b>	RETAIL \$247

### MAXIMIZE YOUR RESULTS

With Advanced Formula Fat Fighter™, you can indulge and still reach your goals.



#### SkinnyOnTheGo Max Pak

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 150
<b>\$209</b>	RETAIL \$279



# WEIGHT MANAGEMENT

## SKINNYSIPS

### LOOKING FOR AN EASY WAY TO MANAGE WEIGHT ON-THE-GO?

Skinny Hydrate, IT WORKS! Super Greens+, and IT WORKS! Superfood Smoothie+ combine to give you a daily dose of nutrition plus weight-management benefits. You'll fill nutritional gaps, reduce cravings, and experience hours of sustained energy.†



#### SkinnySips Essentials

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 103
<b>\$139</b>	RETAIL \$186

#### PRO TIP

Skinny Hydrate makes the perfect beach or pool side drink.

### READY TO KICK IT UP A NOTCH?

Add Skinny Cold Brew™ for an energizing iced white mocha that boosts your metabolism and offers immune support.†



#### SkinnySips Boost Me

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 132
<b>\$175</b>	RETAIL \$234



### MAXIMIZE YOUR RESULTS

Get a one-month supply of IT WORKS! Superfood Smoothie+ and IT WORKS! Super Greens+, and never run out between Monthly Subscription orders!



#### SkinnySips Max Pak

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 150
<b>\$209</b>	RETAIL \$279





# NUTRITION

**STAYING HEALTH-CONSCIOUS IS IMPORTANT TO YOU**—whether that means you need some help filling in nutritional gaps, you want to maintain and build on your success with 14 Easy, or you simply want to keep up with your lifestyle with minimal stress. No matter where you are in your nutrition journey, we have a system to help you reach your goals.



## HEALTHYGUT

### LOOKING FOR IMPROVED GUT HEALTH & ADVANCED NUTRITION?

This super trio is the perfect way to start your health and wellness journey, improve gut health and digestion, and advance your nutrition. It also replaces the need for a daily multivitamin!<sup>†</sup>



#### HealthyGut Essentials

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 103
<b>\$139</b>	RETAIL \$186

+

### READY TO KICK IT UP A NOTCH?

Add Power Hydrate to the mix for enhanced hydration, immunity support, and plant-powered energy.<sup>†</sup>



#### HealthyGut Boost Me

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 132
<b>\$175</b>	RETAIL \$234

+

### MAXIMIZE YOUR RESULTS

By adding IT WORKS! CollagenWorks™, you'll see more youthful, glowing skin and slow the effects of aging.<sup>†</sup>



#### HealthyGut Max Pak

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 150
<b>\$209</b>	RETAIL \$279

#### DID YOU KNOW?

Over 90 percent of adults have gaps in their nutrition.



# NUTRITION

## HEALTHYGLO

### WANT TO LOOK AND FEEL MORE VIBRANT AND YOUTHFUL?

This powerful duo nourishes you from within—and they're filled with vitamins, minerals, and antioxidants that can replace the need for a daily multivitamin!



#### HealthyGlo Essentials

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 103
<b>\$139</b>	RETAIL \$186

#### PRO TIP

Mix both products together for a tasty way to get your vitamins, minerals, and antioxidants in one drink!

### READY TO KICK IT UP A NOTCH?

Add Hair Skin Nails to get a boost of Keratin and Biotin for healthier hair, stronger nails, and glowing skin.†



#### HealthyGlo Boost Me

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 132
<b>\$175</b>	RETAIL \$234



### MAXIMIZE YOUR RESULTS

With IT WORKS! Stress Less, you'll reduce stress so you can stay motivated and keep feeling your absolute best.†



#### HealthyGlo Max Pak

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 155
<b>\$209</b>	RETAIL \$279





# ACTIVE LIFESTYLE

HAVING AN ACTIVE LIFESTYLE IS IMPORTANT TO YOU—whether that means you take walks in the park, you're a regular at the gym, or you're aspiring to start an exercise routine. No matter where you are in your fitness journey, we have a pack to help you reach your goals.



## PROPERFORMANCE

### LOOKING FOR MORE ENERGY?

Together this trio is filled with over 30 grams of protein and loaded with vitamins, minerals, and antioxidants. Blend them for a super smoothie you can take on-the-go to stay fueled and focused with hours of sustained energy†



#### ProPerformance Essentials

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 103
<b>\$139</b>	RETAIL \$186

#### FUN FACT

This trio can replace a daily multivitamin!

### READY TO KICK IT UP A NOTCH?

Add Power Hydrate to the mix for enhanced hydration, immunity support, and plant-powered energy.†



#### ProPerformance Boost Me

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 132
<b>\$179</b>	RETAIL \$239



### MAXIMIZE YOUR RESULTS

Maximize your results and never miss a day! This 30-day supply ensures that you'll never run out of products between Monthly Subscription orders.



#### ProPerformance Max Pak

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 225
<b>\$309</b>	RETAIL \$412



# ACTIVE LIFESTYLE

## PROCOMPLETE

### WANT TO BUILD MORE LEAN MUSCLE?

Conquer your workouts with a 30-day supply of Skinny Brew® and IT WORKS! Power Protein. Skinny Brew® provides the perfect pre-workout energy boost, while the product duo offers 20 grams of protein to help you stay fuller longer.†



#### ProComplete Essentials

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 106
	RETAIL \$199
<b>\$149</b>	

#### FUN FACT

Drink Skinny Brew® before a workout for a boost of energy and IT WORKS! Power Protein afterwards to help support post workout recovery.†

### READY TO KICK IT UP A NOTCH?

Add Power Hydrate to the mix for enhanced hydration, immunity support, and plant-powered energy.†



#### ProComplete Boost Me

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 150
	RETAIL \$279
<b>\$209</b>	



### MAXIMIZE YOUR RESULTS

By adding IT WORKS! Stress Less gummies to your daily mix, you'll have help staying motivated and feel your very best.†



#### ProComplete Max Pak

DISTRIBUTOR/ PERKS SUBSCRIPTION	BV 180
	RETAIL \$332
<b>\$249</b>	





# IT WORKS! PRODUCTS





# WEIGHT LOSS & *WEIGHT MANAGEMENT*

POWERFUL, EFFECTIVE PRODUCTS designed to help you reach your goals quickly.

NEW  
NEW  
NEW  
NEW  
NEW



## SLMR

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$79	\$49	33

Featuring clinically studied ingredient Dyglomera®, SLMR helps you stay on track and take control of your hunger!†

(30 SERVINGS)

Dyglomera® is a registered trademark of Gateway Health Alliances, Inc. US PATENT 8,241,682.



## Skinny Brew®

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$74	\$55	44

Burns fat, fires up brain function, and boosts your metabolism with more caffeine than ever.†

(15 SERVINGS)



## Skinny Cold Brew™

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$74	\$55	44

A probiotic-infused cold brew mix that energizes your body to burn calories and fat while supporting your immune system.†

(15 SERVINGS)



## Skinny Hydrate

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$70	\$52	39

A refreshing blend that keeps you hydrated, helps boost your metabolism, and burns fat, so you can look and feel your best!†

**AVAILABLE IN SUMMER  
SPLASH OR COCOMANGO  
FLAVORS  
(15 SERVINGS)**





### IT WORKS! Superfood Shake+

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$87	\$65	48

Shake up this quick, balanced meal replacement that's filled with 15 g of plant-based protein to help you feel fuller longer and support your daily metabolism.\*

**AVAILABLE IN CLASSIC COCOA  
OR DULCE DE LECHE FLAVORS**

**(15 SERVINGS)**

\*Meal replacements are not a substitute for a varied and balanced diet.



### IT WORKS! Superfood Smoothie+

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$79	\$59	45

Formulated with nutrient-rich superfoods to help you avoid empty-calorie snacking and feel fuller longer.†

**AVAILABLE IN CHOCOLATE  
BERRY OR TROPICAL FRUIT  
FLAVORS**

**(14 SERVINGS)**



### IT WORKS! Keto Coffee®

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$74	\$55	39

This instant coffee supports ketone production, sustains energy, sharpens focus, and satisfies hunger!†

**(15 SERVINGS)**



### IT WORKS! Keto Coffee® – Vanilla Crème

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$76	\$57	39

Treat yourself to all the benefits of the original IT WORKS! Keto Coffee® in a deliciously sweet Vanilla Crème flavor.

**(15 SERVINGS)**



### ThermoFight X<sup>x</sup>

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$60	\$45	34

Boost your metabolism with this best-selling formula that contains caffeine and jalapeño pepper to help you fire up weight loss!†

**(60 CAPLETS)**



### Slimming Gummies

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$60	\$45	33

Vegan gummies formulated with Apple Cider Vinegar and a Blood Orange power-ingredient to attack fat and help you slim down!†

**(60 GUMMIES)**



### Advanced Formula Fat Fighter™

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$60	\$45	33

Helps block some of the fat and carbs from your food, so your body doesn't absorb them!†

**(60 TABLETS)**



### IT WORKS! Cleanse®

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$59	\$44	33

A gentle, two-day cleanse with a Lemon-Ginger flavor that helps replenish your body with vitamins, minerals, and nutrients, and includes Blue Agave Fiber, Aloe Vera Leaf, Ginger Root, and Green Tea.†

**(4 BOTTLES)**



# NUTRITION & *ACTIVE LIFESTYLE*

FEEL GOOD ABOUT YOUR DIET AND NUTRITION, even with a busy lifestyle.



NEW  
NEW  
NEW

## IT WORKS! Simply Aloe

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$56	\$42	30

This Aloe Vera Juice Concentrate drink supports healthy digestion, relieves occasional indigestion, and soothes your stomach daily.†

(30 SERVINGS)



## IT WORKS! Power Protein

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$83	\$62	45

A plant-based, high-protein booster that's packed with organic ingredients to help you feel sustained until your next meal and supports your healthy lifestyle.†

(15 SERVINGS)



## IT WORKS! Super Greens+ (On the Go)

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$67	\$50	36

This powerful drink is made with quality superfoods, vitamins, and minerals as a simple and convenient way to fill in many nutritional gaps.

**AVAILABLE IN SUPERBERRY  
OR COCOA DREAM FLAVORS**  
(15 SERVINGS)



## IT WORKS! Super Greens+ (Bulk)

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$98	\$73	55

This powerful drink is made with quality superfoods, vitamins, and minerals as a simple and convenient way to fill in many nutritional gaps.

**AVAILABLE IN SUPERBERRY  
OR COCOA DREAM FLAVORS**  
(30 SERVINGS)





### Power Hydrate

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$70	\$52	39

Stay hydrated and experience added immunity and energy benefits with this all-in-one, nutrient-infused, electrolyte-charged hydration blend.†

**AVAILABLE IN FRUIT PUNCH  
OR CITRUS TWIST FLAVORS  
(15 SERVINGS)**



### IT WORKS! Stress Less

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$60	\$45	33

These vegan gummies help combat stressors of everyday life and promote a positive mind and mood, so you can stay calm and balanced.†

**(30 SERVINGS)**



### Confianza™

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$54	\$40	32

Stay focused and stress less with this unique blend of calming, adaptogenic herbs.†

**(30 SERVINGS)**





# SKIN & *BODY CARE*

CLEAN, GENTLE PRODUCTS created to address all your skin-care needs.



NEW  
NEW  
NEW

## IT WORKS! Calming Nightly Facial Oil

RETAIL	DISTRIBUTOR/ PERKS	BV
\$56	SUBSCRIPTION \$42	25

A nightly facial oil that hydrates and soothes stressed skin to visibly refresh your complexion the next morning.



NEW  
NEW  
NEW

## IT WORKS! Nourish Daily Facial Oil

RETAIL	DISTRIBUTOR/ PERKS	BV
\$56	SUBSCRIPTION \$42	25

Help minimize the look of fine lines and seal in hydration to recharge your skin with this moisturizing facial oil.



NEW  
NEW  
NEW

## IT WORKS! Restore Luxury Facial Oil

RETAIL	DISTRIBUTOR/ PERKS	BV
\$56	SUBSCRIPTION \$42	25

Improve your skin's appearance for an all-over radiant complexion as this luxury facial oil revitalizes, balances, and replenishes dull and uneven skin.



## Hair Skin Nails

RETAIL	DISTRIBUTOR/ PERKS	BV
\$60	SUBSCRIPTION \$45	33

Keep your hair, skin, and nails healthy, strong, and shiny with this blend that boosts your body's keratin and collagen production!†

**(60 CAPSULES)**

†These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

US | PRODUCTS

Individual results can and will vary. IT WORKS! cosmetic products are purely cosmetic in nature and do not claim to cure/treat/prevent any skin & hair related disorders. If you are allergic to any ingredients listed or are under treatment or on medication for your skin, please consult with your physician prior to use.





### IT WORKS! Dr. Nassif Collection

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$60	\$45	15

Three premier products in one classic collection: Enhancing Lash & Brow Serum, Illuminating Facial Pads, and Firming Neck Treatment.



### Illuminating Facial Pads

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$20	\$15	5

Ready-to-go exfoliating pads that gently remove dead skin cells to help reveal a healthier, more youthful-looking complexion.

**(60 PADS)**



### Firming Neck Treatment

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$20	\$15	5

Tighten and firm the skin on your neck with this anti-wrinkle contouring cream that helps reduce the signs of aging.



### Enhancing Lash & Brow Serum

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$20	\$15	5

Get captivating lashes and brows with this serum, created to help fortify and nourish from the roots to give you noticeable results. You'll see longer-looking lashes and beautiful brows in the blink of an eye.





### IT WORKS! CollagenWorks™

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$68	\$51	39

A blend of collagen proteins and peptides that work together to help improve the appearance of your skin, support healthy joints, and replenish collagen in your body—in **Tropical Crush flavor**.†

(15 SERVINGS)



### Hydrating Facial Mask

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$74	\$55	39

Hydrate your skin and minimize the look of fine lines and wrinkles with this sheet mask that uses powerful, anti-aging ingredients like Hyaluronic Acid, Vitamin E, and Kombucha.

(3 SHEET MASKS)



### Skinny Wrap®

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$74	\$55	39

Fine-tune problem areas anywhere from the chin down with this fast-acting body wrap. Seaweed, Green Tea, and Guarana help tighten and tone your skin, giving you visible results in just 45 minutes!

(3 WRAPS)



### Defining Gel™

RETAIL	DISTRIBUTOR/ PERKS SUBSCRIPTION	BV
\$68	\$51	40

Firm problem areas, improve skin texture, and enhance Skinny Wrap™ results when you use this moisturizing, body-contouring gel all over and up to twice daily.



†These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

US | PRODUCTS

Individual results can and will vary. IT WORKS! cosmetic products are purely cosmetic in nature and do not claim to cure/treat/prevent any skin & hair related disorders. If you are allergic to any ingredients listed or are under treatment or on medication for your skin, please consult with your physician prior to use.



# IT WORKS! PERKS MEMBER PROGRAM

The IT WORKS! Perks Member Program was created to help you reach your health, wellness, and beauty goals. By committing to 3 Monthly Subscription orders or paying \$19.95, you'll enjoy 25% off the Retail Price on all your product purchases. Start looking and feeling better than ever, today!

## WHY YOU SHOULD BECOME *an IT WORKS! Distributor*

### INCOME POTENTIAL

You'll have the opportunity to make money daily, weekly, and monthly while earning bonuses. You can maximize your earnings with the IT WORKS! Compensation Plan.

### WORK FROM ANYWHERE

You're already spending time on social media, so why not get paid for it? Your income grows where your phone goes. So, enjoy the freedom of working from anywhere at any time!

### NO EXPERIENCE NEEDED

First time doing something like this? No problem. We provide all the tools, training, and support you need from the moment you sign up. No experience needed—we're here for you.

### CREATE YOUR OWN SCHEDULE

A busy lifestyle shouldn't restrict you from being successful. Being an IT WORKS! Independent Distributor means you can work on a schedule that suits you.

### MEET NEW FRIENDS

We're all about friendship, fun, and freedom at IT WORKS! You'll build a successful business while creating meaningful connections with like-minded people.

### MAKE QUICK CASH ANYTIME, ANYWHERE

Build your business on-the-go by sharing samples with prospects. Whether you're at the park with your kids, traveling the world, or sharing on social—the options are endless. Sampling = cash in your pocket and more enrollments.

### RESIDUAL INCOME

You can create residual income as you build your team.

## 2022 INCOME DISCLOSURE STATEMENT

IT WORKS!								
2022 INCOME DISCLOSURE STATEMENT								

CHART-INCOME-DISCLOSURE 2022 US-EN

DISTRIBUTOR PAID RANK	% of All Distributors	% of Active Distributors	Active Distributor Monthly High	Active Distributor Monthly Low	Active Distributor Monthly Average	Months in Company DTs Promoted in 2022		
						High	Low	Average
DISTRIBUTOR	85.13%	78.48%	\$15,441	\$1	\$87	**	**	**
EXECUTIVE	1.86%	2.56%	\$9,471	\$10	\$407	43	1	3
RUBY	6.36%	9.08%	\$10,717	\$83	\$660	43	1	4
EMERALD	1.97%	2.85%	\$19,734	\$238	\$1186	86	1	7
DIAMOND	2.27%	3.30%	\$32,158	\$571	\$2,806	41	1	9
DOUBLE DIAMOND	1.43%	2.16%	\$35,211	\$1,188	\$5,367	55	1	16
TRIPLE DIAMOND	0.54%	0.85%	\$42,082	\$2,654	\$9,551	45	8	23
PRESIDENTIAL DIAMOND	0.32%	0.50%	\$44,159	\$3,571	\$13,481	72	23	38
AMBASSADOR DIAMOND	0.14%	0.22%	\$64,306	\$7,659	\$23,226	80	28	48
TOTAL	100.00%	100.00%			\$366			

The income statistics above are reflected in US dollar amounts. Income is defined as commissions received from IT WORKS! and does not include income received from personal sales. "Active Distributor" is defined as a Distributor who earned at least one commission in 2022. Distributors who were inactive in 2022 did not earn commission in 2022, but had earned at least one commission prior to 2022 and had renewed their annual distributorship in 2022. The average monthly income for all Distributors (active and inactive) in 2022 was \$304. Out of all Distributors that signed up as Distributors since the beginning of 2022, 91% were still active at the end of the year. Months in Company is calculated by looking at every Distributor who made a new rank for the first time in 2022, and how long it took from enrollment date to date of first achieving that rank.

In 2022, 95.50% of all Distributors (active and inactive) received income from IT WORKS! and 4.50% of all Distributors received no income at all. Note that these figures do not represent a Distributor's profit, as they do not consider expenses incurred by a Distributor in operation or promotion of his/her business. The figures above refer to gross income (total income before any expenses are deducted). The expenses a Distributor incurs in the operation of his or her IT WORKS! business vary widely. Expenses for Distributors can be several hundred or thousands of dollars annually. The earnings of the Distributors in this chart are not necessarily representative of the income, if any, that an IT WORKS! Distributor can or will earn through his or her participation in the IT WORKS! Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with IT WORKS! results only from selling IT WORKS! products, which requires hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.