

# SCENTSY

Scentsy or Velata Independent Consultants earn between 20 and 36 percent commissions and bonuses on personal sales and may be eligible for leadership bonuses based on their teams' sales.

The chart below shows how Scentsy or Velata Independent Consultants in the U.S. performed, on average, in 2014. As with any business endeavor, the success any individual Consultant sees will be a direct result of the amount of time, effort and skill he or she develops in selling the product and leading a team. The earnings below represent commissions that Scentsy actually paid Consultants in 2014. These figures do not take into account any expenses Consultants may have incurred in marketing their businesses.

UNITED STATES	Number of Consultants per title*	Average annual commission**	Median annual commission	Minimum annual commission**	Maximum annual commission**	Average months with Scentsy***
Essential Consultant	14,623	\$81.04	\$76.91	\$0.00	\$2,509.88	5.55
Certified Consultant	66,342	\$463.29	\$368.72	\$0.00	\$8,663.92	29.87
Lead Consultant	13,321	\$904.78	\$721.81	\$0.00	\$8,455.53	36.74
Star Consultant	6,072	\$1,378.48	\$973.77	\$0.00	\$11,353.46	44.51
SuperStar Consultant	2,615	\$1,870.93	\$1,184.29	\$0.00	\$15,540.55	56.28
Director	1,635	\$6,887.12	\$5,371.44	\$56.17	\$330,250.84	58.96
Star Director	386	\$16,420.35	\$14,250.38	\$326.11	\$115,470.44	73.94
SuperStar Director	198	\$112,899.05	\$57,494.02	\$6,314.1	\$967,005.44	84.92

\*This chart includes all Scentsy or Velata Independent Consultants in the U.S. who were current at the end of 2014. It does not factor in Consultants who were current in any part of 2014 but not active at the end of the year.

\*\*For Consultants at their respective titles at the end of December 2014. These amounts reflect cash distributions only and do not include product credit or other non-cash awards such as incentive trips. The amounts above reflect gross profits and do not include any business expenses Consultants may have incurred in running their businesses.

\*\*\* The average number of months for the Consultants in the U.S. from their join date to the end of 2014.

*The total number of current Consultants in the U.S. at the end of 2014 was 105,192. A total of 49,568 Consultants in the U.S. left due to inactivity or other causes in 2014. The minimum commission paid to Consultants who left was \$0.00, and the maximum paid was \$14,476.40.*

