

EARNINGS VS. GROSS SALES

| PIN LEVEL | LEADERSHIP BONUS | STAR LEG REQUIREMENTS | MINIMUM TEAM GROSS SALES (Retail) | | | APPROXIMATE MONTHLY EARNINGS * | APPROXIMATE YEARLY EARNINGS * |
|----------------|------------------|-----------------------|-----------------------------------|-----------|-----------|--------------------------------|-------------------------------|
| | | | PER PERIOD | PER MONTH | PER YEAR | | |
| SILVER | 3% | 0 | 3,100 | 6,200 | 74,400 | \$ 809.50 | \$ 9,714.00 |
| GOLD | 2% | 0 | 15,500 | 31,000 | 372,000 | \$ 2,575.25 | \$ 30,903.00 |
| 3-STAR GOLD | 2% | 3 | 15,500 | 31,000 | 372,000 | \$ 3,263.08 | \$ 39,157.00 |
| RUBY | 2% | 3 | 30,500 | 61,000 | 732,000 | \$ 6,649.50 | \$ 79,794.00 |
| 6-STAR RUBY | 2% | 6 | 30,500 | 61,000 | 732,000 | \$ 8,689.42 | \$ 104,273.00 |
| EMERALD | 2% | 6 | 60,500 | 121,000 | 1,452,000 | \$ 15,904.08 | \$ 190,849.00 |
| 9-STAR EMERALD | 2% | 9 | 60,500 | 121,000 | 1,452,000 | \$ 22,168.58 | \$ 266,023.00 |
| DIAMOND | 4% | 12 | 121,000 | 242,000 | 2,904,000 | \$ 79,999.08 | \$ 959,989.00 |

* NOTE: Monthly & yearly earnings are based on information provided in 2004 Income Disclosure Statement from AdvoCare, Inc.