

BOISSET INDEPENDENT AMBASSADOR EARNINGS DISCLOSURE STATEMENT

WHAT IS THE BOISSET INDEPENDENT AMBASSADOR OPPORTUNITY?

For full details about the Boisset Independent Ambassador Opportunity visit:

my.boissetcollection.com/join/ambassador



Low start-up costs to establish your new business



Earn commissions from sales on your website



Access world-class wine education and training



Build a team of wine lovers who sell with you

WHAT TYPES OF COMPENSATION CAN AMBASSADORS EARN?

1

COMMISSIONS

Earnings based on orders placed through your personal Boisset website

2

BONUSES

Supplemental earnings based on both your sales volume and that of other Ambassadors on your team

3

INCENTIVES

Additional rewards for meeting specific performance goals (incl. cash, product credits & travel)

WHAT DO AMBASSADORS TYPICALLY EARN?

In 2023, the typical Boisset Independent Ambassador earned compensation of \$351 per month. This figure represents the average monthly earnings value of all Boisset Independent Ambassadors, defined as those maintaining an active Cellar Suite membership.

Career Title*	Average Monthly Earnings	Min. Monthly Earnings	Max. Monthly Earnings	% of Boisset Independent Ambassadors at Level
Ambassador	\$123	\$0	\$15,849	79.0%
Associate Ambassador	\$304	\$5	\$4,446	9.5%
Senior Ambassador	\$552	\$71	\$10,789	3.9%
Director	\$824	\$142	\$6,541	2.6%
Senior Director	\$2,154	\$305	\$14,690	3.1%
Executive Director	\$3,094	\$706	\$14,283	1.1%
Senior Exec. Director	\$7,571	\$2,588	\$30,674	0.5%
Managing Director	\$10,315	\$6,175	\$18,944	0.4%

Note: The earnings shown above do not constitute as a promise of income. These figures also do not fully represent Boisset Independent Ambassadors' profits, since they do not include business expenses, such as the monthly Cellar Suite fee (\$14 per month, or \$120 per year when paid annually), optional event registration fees (which vary by event), office supplies, insurance premiums, travel, etc. incurred by Ambassadors in the promotion of their Boisset businesses. There are no guarantees regarding earnings, and the success or failure of each Boisset Independent Ambassador's business depends on many factors, including their own skills and personal effort dedicated. You should not rely on the performance of other Boisset Independent Ambassadors to indicate what you can expect to earn.

***Career Title** references the highest recognized title a Boisset Independent Ambassador held in a given month. Holding a recognized title does not guarantee that an Ambassador will be paid as that title in the same month. For further information, reference the Boisset Ambassador Compensation Plan.



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TYPICAL EXPENSES OF A BOISSET INDEPENDENT AMBASSADOR

Boisset Independent Ambassadors do not purchase inventory: instead, Ambassadors make sales through their own unique sales websites. All sales are inventoried by Boisset Collection and are shipped directly to the customer placing the order.

The only mandatory expense for a Boisset Independent Ambassador is the Cellar Suite subscription (\$14 per month, or \$120 per year when paid annually). Cellar Suite provides each Ambassador's ecommerce website, as well as marketing, reporting, & training tools.

Ambassadors are also encouraged to participate in the company's optional training events, since they offer training and resources that may not be available elsewhere. The typical cost of each training event is set forth below:

- Boisset Ambassador Retreat in Napa, CA. The registration fee for this two-day conference was \$650 in 2023. Boisset Collection provided lunch on both days and dinner on the second night. Boisset Independent Ambassadors were responsible for their own flight, hotel, and transportation to and from the conference. Attendees were allowed to bring one guest to the social events during the conference, at an additional cost of \$150.
- Optional Property Tour in Napa, CA. The registration fee for this one-day event, held the day after the Boisset Ambassador Retreat, was \$125. Boisset Collection provided lunch and transportation between Boisset properties.
- Boisset Ambassador Summer Wine Camp. The registration fee for this one-day virtual event was \$50. An optional wine-education package was made available for \$100 (Retail value: \$216) that provided 4 bottles of wine, shipped to their homes.

INCENTIVE TRIP & OTHER REWARDS OFFERED IN 2023

In addition to earnings opportunities, Boisset Independent Ambassadors may be eligible to earn additional awards and incentives. In 2023:

- All Boisset Independent Ambassadors were eligible to earn the annual incentive trip to France, of which each Ambassador could earn a trip for 1 or a trip for 2, as well as cash bonuses for those that earned beyond a trip for 2. Of all active Boisset Ambassadors who were eligible, less than 5% earned attendance to this trip.
- All Boisset Independent Ambassadors were eligible to earn a variety of incentive rewards for meeting specific performance goals each month, ranging from product credits and wine tasting experiences, to hotel upgrades at the Ambassador Retreat.
- New Boisset Independent Ambassadors, while in their first 90 days of enrollment, were eligible for cash bonuses based on meeting specific performance goals.

WHAT IF I CHANGE MY MIND?

You can cancel your Boisset Independent Ambassador Agreement at any time. Contact Customer Care at **855.233.5155** or **customer@boisset.com**

This Independent Boisset Ambassador Earning Statement 2023 is available at **my.boissetcollection.com/join/ambassador**