



# TRAVELING VINEYARD INCOME DISCLOSURE - 2017

Traveling Vineyard Independent Wine Guides have the capacity to earn between 15% and 35% commission based on the volume which they personally market via Tasting Events or through their personal website.

Independent Wine Guides earn team commissions on the sales achieved by those they sponsor to their team. Promotion bonuses and additional overrides are also earned on team activity.

## AVERAGE ANNUAL EARNINGS OF A PAID TRAVELING VINEYARD WINE GUIDE

PERSONAL VOLUME	TOTAL PERCENTAGE COMMISSION
\$0 - \$399.99	15%
\$400.00 - \$1,249.99	20%
\$1,250.00 - \$2,999.99	25%
\$3,000.00 - \$4,499.99	30%
\$4,500.00 +	35%

Highest Achieved Rank in 2017		Number of Paid WGs at this Level	Percentage of Paid WGs at this level	Highest Earned Amount at this Level	Average Amount in Top 25%	Average Amount in Bottom 25%	Overall Average
	Wine Guide	3282	72.42%	\$5,808	\$992	\$30	\$350
	1 Star Leader	599	13.28%	\$7,668	\$2399	\$106	\$980
	2 Star Leader	320	7.10%	\$22,895	\$5,483	\$238	\$2,253
	3 Star Leader	190	4.20%	\$22,601	\$7,232	\$465	\$3,331
	4 Star Leader	23	0.51%	\$21,604	\$14,091	\$1,723	\$7,258
	Team Leader	58	1.28%	\$23,790	\$16,042	\$1,461	\$7,492
	Senior Team Leader	8	0.2%	\$12,903	\$22,321	\$6,857	\$12,903
	Director	29	0.64%	\$41,588	\$30,917	\$6,624	\$17,386
	Ruby Director	16	0.35%	\$58,084	\$41,825	\$11,877	\$27,463
	Emerald Director	4	0.09%	\$76,959	\$76,959	\$46,266	\$62,446
	Diamond Director	2	0.04%	\$123,623	-	-	\$116,935

### Table notes:

- The amounts above represent the earnings from all paid Wine Guides in 2017, meaning that those Wine Guides submitted personal volume at some point during the course of the year to qualify for commissions.
- There was a total of 5122 registered Wine Guides throughout 2017, not all of whom submitted any volume to qualify for commission.
- Dollar amounts are rounded down to the nearest dollar.
- The amounts above do not account for expenses that may accompany being a Wine Guide. These may include but are not limited to website fees, promotional materials, travel expenses, among others.