The earnings of the Distributors in this chart are not necessarily representative of the income, if any, that an Immunotec Distributor can or will earn through his or her participation in the Immunotec 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 Immunotec results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend upon how effectively you exercise these qualities.