

PEG RATES FAQs

WHAT ARE PEG RATES?

PEG rates are an exchange rate to calculate **commissions and prices** from dollars to other currencies. By having a **standard PEG rate** in place, Young Living ensures a more predictable business landscape for our members. Please keep in mind that commission is paid as a percentage of revenue.

WHY DO WE USE PEG RATES?

PEG rates are evaluated annually, and **adjusted when necessary** to ensure that members are paid fairly according to their local exchange rate.

In the **example** below, you can see how the revenue for the same product changes over time. Let's say Lemon essential oil costs USD 10.



January 1, 2019

USD 10

SEK 88

You would get x% of 88 SEK (depends on the level)

November 1, 2019

USD 10

SEK 95,79

You would get x% of 95,75 SEK (depends on the level)

If the value of a currency drops and therefore also the revenue, the commission would drop accordingly. In order to avoid constant changes in exchange rates, we are using PEG rates. If needed, these will be adjusted after the annual review. Please keep in mind that this adjustment might cause increases in prices as they are linked to the commission.