



May 13, 2015

Dear Young Living Brand Partners:

As the Founder and CEO of Young Living, I feel compelled to express my feelings and those of my executive team on a very important matter. We have had tremendous growth over the last couple of years, which is a result of great products, a great compensation plan, and you, our wonderful Brand Partners. We all feel excited about our powerful message of wellness, purpose, and abundance; and we want to share that excitement and message with everyone.

However, in our enthusiasm, we can sometimes forget where we fit in the world of natural health. As we grow, it is critical to keep track of everything that everyone is saying about and doing with our products. For this reason, and in order to achieve my vision of taking our amazing products into every home, we all need to do our part to ensure compliance with applicable laws and regulations that are enforced by your markets. Please make sure that you and your organisations are only using materials that are in compliance with the guidance set forth by Young Living's Legal and Compliance departments.

For example, some Brand Partners become so excited to share the benefits of essential oils that they want to create their own products using Young Living products as an ingredient or using Young Living's name on the labels of such products. They then make their own claims about these products. We cannot allow this to continue. If you have your own product(s) on the market that use Young Living products or labels, you must (1) Discontinue these products immediately or (2) Remove all references to Young Living ingredients or labels. If this behaviour doesn't stop, Young Living's Legal and Compliance departments will be forced to educate, warn, and eventually terminate your account. Strong as it may seem, this action is required for the protection of all of our Young Living family.

Similarly, these rules apply to product claims that either directly or indirectly imply that Young Living products may be effective in diagnosing, treating, curing, or preventing a disease or abnormal function of an animal or human body ("disease claims"). As we have consistently stated, we are not about disease claims. We don't talk about disease, and we don't treat and cure disease. We are about lifestyle and strengthening the body through nutrition and the power of essential oils. When we do this, the body will take care of itself. We are about self-improvement and living life to the fullest. Everyone is different and no two products are the same; therefore, no two people respond to our products the exact same way. By simply supporting and strengthening the body with a healthy lifestyle and proper nutrition, everyone can have his or her own individual experience without trying to narrow it down to a specific product for a specific problem.

We have millions of Brand Partners and customers worldwide; and as a result, we request your assistance in teaching and complying with these important rules. Therefore, I am asking all of you, and especially our Diamonds, to monitor your own behaviour, as well as that of your organisation, and report any misconduct to Young Living's Legal and Compliance departments

at ylconducteurope@youngliving.com. Any report you submit regarding misconduct will be kept strictly confidential.

In order to preserve a bright future for ourselves and our children, and to be able to enjoy the wonderful products that we all love, we must be compliant with all laws and abide by the Young Living Policies and Procedures. Importantly, as it relates to disease claims, Section 5.3.1 states:

You must not make (either orally or in writing) any claims which are not expressly stated in Young Living's literature. In particular, you may not make any claim that Young Living's products are useful in the diagnosis, cure, mitigation, treatment, or prevention of any disease or condition. Do not make any statements or claims that are false or misleading concerning Young Living's products. You must comply with all laws regarding any statements made. Anyone improperly diagnosing or prescribing Young Living's products for any condition may jeopardise the future of Young Living and all of its Brand Partners and therefore will be subject to termination of their Brand Partnership if they are found to have diagnosed any conditions and prescribed Young Living products without being a licensed medical professional authorised to do so.

Young Living takes the violation of this policy very seriously and has partnered with a third-party software service to report all incidences of disease claims that are not aligned with Young Living's Policies and Procedures and EU/UK regulations. As mentioned above, we will take disciplinary action that includes suspension of your account and even termination of your account for violations.

No one is exempt, including me, and I expect our leaders to be teaching the proper way to present our products and to be actively watching for anyone who is in violation, knowingly or unknowingly. I am placing a responsibility on all Young Living Brand Partners to diligently monitor their individual organisations for anyone in violation. Sometimes Brand Partners say the wrong thing because they just don't know what to say. Please continue to teach them.

If you write your own materials, you must ensure that such materials comply with all applicable rules. When in doubt about a particular rule, it is always safe to use the materials and wording provided by Young Living. Young Living has an ongoing plan to continually produce information and materials to educate all Brand Partners on how to share Young Living the right way.

Mary and I value all of our Brand Partners and appreciate so much all those who work daily to bring Young Living's quality products into homes worldwide. We must work together to protect each other and all Young Living businesses and customers, and we **MUST** sell our products in compliance with all laws and regulations.

We are so grateful for our wonderful, loyal Brand Partners who continue to spread the joy of Mother Nature's gift of essential oils. Please train the Brand Partners in your organisation on how to share Young Living the right way, so we all can enjoy the benefits of Young Living products for a long, happy, and prosperous future.

Thank you!

D. Gary Young,
Founder and CEO