

# Dalmatia Aromatic Experience Promotion

## 达尔马提亚欧洲芳香奖赏之旅

Build your Young Living team and earn Dubai/Split/Rome (DSR) Points for the trip of a lifetime!

Be rewarded for your hard work with a lavish trip including flights, accommodation and time to explore the incredible city of Dubai, the ancient port of Split, the Young Living Helichrysum Farm and the beautiful city of Rome.

建立你的 Young Living 团队，赢取 Dubai/Split/Rome (迪拜/斯普利特/罗马)DSR 积分，赢取难忘的欧洲芳香奖赏之旅！

### Qualification Promotion Period:

#### 奖赏之旅资格推广时间段：

1st January to 31<sup>st</sup> May, 2018.

2018 年 1 月 1 日至 2018 年 5 月 31 日

### Trip Itinerary: (14<sup>th</sup> to 21<sup>st</sup> October, 2018)

#### 奖赏之旅活动行程：（2018 年 10 月 14 日至 10 月 21 日）

14<sup>th</sup> Overnight flight from your nearest capital city to Dubai, UAE on Emirates Airlines.

*All members **MUST** depart on group flights from Brisbane, Sydney or Melbourne on the 14<sup>th</sup>*

14 日 阿联酋航空公司夜间航班从离您家最近的首都城市飞往迪拜。

所有会员必须 14 日组团从布里斯班，悉尼或墨尔本统一起飞。

15<sup>th</sup> 24 hours at leisure in Dubai. Overnight in Dubai.

15 日 在迪拜享受整日 24 小时旅游观光，夜宿迪拜。

16<sup>th</sup> Fly from Dubai to Split, Croatia. Welcome Reception. Overnight in Split.

16 日 从迪拜飞往欧洲克罗地亚历史悠久的斯普利特城。斯普利特是达尔马提亚地区最大都市，部分城市建筑被列为联合国世界文化遗产。当天举行欢迎酒会，夜宿斯普利特。

17<sup>th</sup> Young Living Helichrysum Farm in Split. Evening at leisure in Split. Overnight in Split.

17 日 参观 Young Living 在斯普利特的永生花（腊菊）农场。夜间休闲观光斯普利特城，夜宿斯普利特。

18<sup>th</sup> Transfer from Split to Rome. Evening at leisure in Rome. Overnight in Rome.

18 日 从斯普利特前往罗马。夜间休闲观光罗马。夜宿罗马。

19<sup>th</sup> Day at leisure in Rome. Gala Dinner. Overnight in Rome.

19 日 在罗马享受整日休闲观光。庆祝晚宴。夜宿罗马。

20<sup>th</sup> Full day at leisure in Rome. Late evening flight back to Australia. (Option to extend personal arrangements at own cost.)

20 日 在罗马享受整日休闲观光。夜间航班飞回澳大利亚。（您可选择自费延长假期）

21<sup>st</sup> Arrive in Australia.

21 日 飞抵澳大利亚，结束欧洲芳香奖赏之旅。

## Eligibility: 奖赏之旅合格条件

The Promotion is open to active Young Living members who are **“in good standing”** with Young Living, who achieve the rank of Silver or higher during the Promotional Period, are 18 years of age or older as of 1<sup>st</sup> January 2018 and who have their primary residential address (listed on their Member account) as Australia on 1<sup>st</sup> January 2018. This promotion excludes all members in NFR markets.

此次奖赏之旅开放给活跃的并且经营良好的 Young Living 会员。符合条件的会员将必须在活动期间达到银级或更高级别。符合条件的会员必须在 2018 年 1 月 1 日时年满 18 周岁并且主要居住在澳大利亚（会员账户上居住地址必须为澳大利亚）。此次活动不向所有的 NFR 市场会员开放。

## Qualification Criteria: 奖赏之旅资质标准

### Competition 1:

#### 竞赛 1:

Available to New Silvers who rank up during the promotional period and Members ranked Silver, as at 1<sup>st</sup> January 2018.

此竞赛开放给在活动期间达到银级会员或 2018 年 1 月 1 日达到银级会员的所有 Young Living 会员。

1. Rank advance to Gold AND maintain for two more non-consecutive months. New Golds are guaranteed to receive a Tier 3 Prize, regardless of their position on the Leaderboard and the number of DSR points they accumulate.

参赛会员无论取得多少 DSR 分数或在活动排行榜上位置如何，只要在活动期间升级为金级会员并且保持 2 个月的金级会员资质（这 2 个月可以为活动期间不连续的任意 2 个月）将会保证取得此活动的一等奖。

2. The remaining positions will be allocated based on the highest DSR Points up to a maximum of 25 positions. A minimum achievement of 40 DSR Points is required to earn one of these remaining positions.

此次活动的剩余席位将从最高的 DSR 分数的参赛会员开始往下排列直到 25 个席位全部填满为止。参赛会员必须至少赢得 40DSR 分数才可以竞争剩余席位。

## Competition 2:

### 竞赛 2 :

Available to **Existing Gold, Platinum and Diamond Members** as at 1<sup>st</sup> January 2018.

These Members will each receive a personalized letter with an individual target to achieve in order to qualify.

此竞赛开放给 2018 年 1 月 1 日达到金级，铂金级和钻石级的会员。

每位会员将会收到一封针对每个人的个人业绩指标信件。每位会员需要完成自己的个人业绩指标以赢取竞赛。

Earn DSR Points as Follows (see website for full details, terms and conditions):

### 赢取 DSR 积分细则:

#### **Premium Starter Kit Sales** 高级入门套装销售

Personally enrol a new team member on a qualifying Premium Starter Kit to earn **1 DSR Point**.

个人推荐一个新的团队会员并且购买符合规定的高级入门套装将能赢得 1DSR 积分。

#### **Essential Rewards(ER) Enrolment** 新会员入会并加入基优奖励计划（自动订货计划）

Enrol a new team member\*, who has **never participated** in Young Living's Essential Rewards Program (ER) as an Essential Rewards member to earn DSR points. ER purchases between 1 PV and 299 PV earn **3 DSR Points** and purchases of 300 PV or more will earn **5 DSR Points**.

个人推荐一个新的团队会员并且该会员从未加入过 Young Living 公司的基优奖励计划可赢取 DSR 积分。基优奖励订单（自动订货订单）订购在 1PV 至 299PV 之间可赢取 3DSR 积分，订购在 300PV 或以上可赢取 5DSR 积分。

### **Retain Essential Rewards (ER) Enrolment 保持基优奖励计划（自动订货计划）**

Retain your newly enrolled team member\* on 100 PV or more ER order and earn **1 DSR Point** for each consecutive month retained on ER.

您新加入的团队成员如持续不间断保持每个月 100PV 或以上的基优奖励订单（自动订货订单），您将会持续赢得每位新会员每个月 1DSR 积分。请注意，新会员必须持续不间断的保持基优奖励计划。

### **Reactivate Essential Rewards (ER) Enrolment 重新激活参与基优奖励计划（自动订货计划）**

Reactivate a team member\* whose last ER order purchase was before 1<sup>st</sup> September 2017 on 100 PV ER or more and earn **1 DSR Point**.

如果您的团队成员的上一次自动订货追溯至 2017 年 9 月 1 日之前（即 2017 年 9 月 1 日至 2018 年 1 月 1 日之间不可有任何自动订货），如果该团队成员重新激活 100PV 或以上的基优奖励订单，您将赢得 1DSR 积分。

### **Organisation Group Volume (OGV) Growth 组织销售业绩(OGV)增长**

Sales growth points can be earned based on two scenarios:

销售增长分数可以通过以下两种途径赢取：

1. Participants ranked Silver or above on 1<sup>st</sup> January 2018 will earn **1 DSR Point** for every 5% growth in OGV, over the Participant's then-current Baseline OGV (defined below). Members may count their OGV from all markets.

参赛会员在 2018 年 1 月 1 日达到银级或以上，在会员之前的基础底线组织销售业绩（OGV）之上，每增涨 5% 的组织销售业绩（OGV）将会赢取 1DSR 积分。会员的组织销售业绩可以来自所有市场。

2. Participants ranked Executive or below on 1<sup>st</sup> January 2018 will earn **1 DSR Point** for every 500 PV in OGV growth over the Participant's then-current Baseline OGV. A Participant may not earn more than **20 DSR Points per month through OGV growth**. Members may count their OGV from all markets. Executives must have a minimum of one Silver month during the qualification period.

参赛会员在 2018 年 1 月 1 日级别为总监级或以下，在会员之前的基础底线组织销售业绩（OGV）之上，每增涨 500PV 的组织销售业绩（OGV）将会赢取 1DSR 积分。每位参赛会员每个月通过组织销售业绩增长最多可以赢取 20DSR 积分。会员的组织销售业绩可以来自所有市场。总监级会员在参赛期间至少要有一个月达到银级。

For the purpose of this Promotion, a Participant's Baseline OGV is initially his/her OGV for the month of December 2017. However, each Participant's Baseline OGV will reset\*\* after each month the Participant's monthly OGV increases over the prior Baseline OGV.

针对此次活动，每个参赛会员的基础底线组织销售业绩将是他/她的 2017 年 12 月的组织销售业绩（OGV）。每个参赛会员的当月组织销售业绩（OGV）如果高过基础底线组织销售业绩，那么他们的基础底线组织销售业绩将会被重新设置，以最高业绩月份为新的基础底线组织销售业绩。

For example, if Participant's OGV is 100 in December 2017 that will be the Participant's Baseline OGV for the first month of the promotion, January 2018. If the Participant then achieves an OGV of 150 in January 2018, the Participant's Baseline OGV will increase to 150 for the month of February 2018. However, continuing the example, if the Participant's OGV decreases January 2018 to 50, the Baseline OGV will remain at 100 for the following month, February 2018.

举例说明，如果参赛会员在 2017 年 12 月的组织销售业绩（OGV）是 100，那么这将是该会员参赛的第一个月（2018 年 1 月）的基础底线组织销售业绩（OGV）。如果该会员在 2018 年 1 月的组织销售业绩（OGV）达到 150，那么该会员针对于 2018 年 2 月的基础底线组织销售业绩（OGV）将会随之增长到 150。继续这个例子，反之，如果该会员在 2018 年 1 月的组织销售业绩（OGV）减少至 50，那么该会员针对于下个月（2018 年 2 月）的基础底线组织销售业绩（OGV）还将继续保持为 100。

OGV base may vary during a month based on returns/exchanges that affect the prior months' OGV.

组织销售业绩（OGV）每个月 可能会因为上个月的退货/换货有所影响和改变。

**\*New members enrolling or reactivating members must reside in Australia.**

新加入会员以及重新激活会员必须居住在澳大利亚

<b>DSR Points Earned As Per Below:</b> <b>DSR 积分赢取如下</b>	<b>Criteria</b> <b>条件</b>	<b>DSR Points Earned</b> <b>赢取数量</b>	<b>Max DSR Points per Month</b> <b>每个月最高数量</b>
Premium Starter Kit Sales 高级入门套装销售	100PV	1	Unlimited 无上限
Essential Rewards (ER) Enrolment* 基优奖励计划（自动订货）加入	ER 100PV ER 300PV	3 5	Unlimited 无上限

Retain Essential Rewards Enrolment* 保持基优奖励计划（自动订货）	ER100PV	1	10
Reactivate Essential Rewards Enrolment* 重新激活加入基优奖励计划（自动订货）	ER100PV	1	5
Organisation Group Volume Growth: 组织销售业绩增长	Baseline reset each month 基础底线组织销售业绩 每月重新设置		
Silver and above 银级及以上	5%**（银级及以上）	1	20
Executive and below 总监级及以下	500 OGV** for Executives and below(总监级及以下)	1	20

\*New members enrolling or reactivating members must reside in Australia.

新加入会员以及重新激活会员必须居住在澳大利亚。

\*\*Baseline resets each month. 基础底线组织销售业绩每月重新设置。

### Tier Prizes: 奖赏详情

Tier Prizes 奖赏	Prize Allocation (AUS) 奖赏分配
Tier 1 三等奖 <ul style="list-style-type: none"> <li>- Land and air costs are covered for participant.</li> <li>- 获奖者将享受免费食宿，免费内陆交通及往返机票。</li> <li>- Option to bring one guest for additional AU\$3,500. Guest must pay for own airfares.</li> <li>- 获奖者可选择额外支付澳币\$3500 携带一名嘉宾，嘉宾须自己负担往返机票。</li> </ul>	16 <sup>th</sup> to 25 <sup>th</sup> DSR Points position DSR 分数排行第 16 至第 25 名
Tier 2 二等奖 <ul style="list-style-type: none"> <li>- Land and air costs are covered for participant.</li> </ul>	6 <sup>th</sup> to 15 <sup>th</sup> DSR Points position DSR 分数排行第 6 至第 15 名

<ul style="list-style-type: none"> <li>- 获奖者将享受免费食宿，免费内陆交通及往返机票。</li> <li>- Option to bring one guest with land costs covered.</li> <li>- 获奖者可选择携带一名嘉宾，嘉宾将享受免费食宿，免费内陆交通</li> <li>- Guest must pay own airfare.</li> <li>- 嘉宾须自己负担往返机票。</li> </ul>	
<p>Tier 3 一等奖</p> <ul style="list-style-type: none"> <li>- Land and air costs are covered for both participant and one guest.</li> <li>- 获奖者将可携带一名嘉宾共同享受免费食宿，免费内陆交通及往返机票。</li> </ul>	<p>Any qualifying new Gold member OR 1<sup>st</sup> to 5<sup>th</sup> DSR Points position 任何符合获奖标准的新任金级会员 以及 DSR 分数排行第 1 至第 5 名</p>

**Cost:** 报名费用

**Registration:** 注册:

A registration fee of AU\$50.00 per membership is payable by close of business on 28<sup>th</sup> February 2018. Please register in your Virtual Office using product code 23778.

每位会员需在 2018 年 2 月 28 日前支付澳币\$50 注册费用以参加此次活动。请前往您的虚拟办公室使用产品编号 23778 下单注册。

Please visit website for Definitions, Frequently Asked Questions and Terms and Conditions.

**Definitions, Terms and Conditions:** 定义，条款和条件:

**Active members:** Members who have purchased at least 100 PV from Young Living in the last 12 months and signed the Young Living Member Agreement.

活跃会员：活跃会员泛指在过去十二个月内从公司购买至少 100 PV 的产品并已签署 Young Living 会员协议条款的会员。

**Backdating:** DSR Points earned through backdating will be handled on a case-by-case basis. Reactivating members must reside in Australia.

回溯条款：由于订单回溯到之前一个月而取得的 DSR 积分将根据不同情况做出不同的处理。重新激活的会员必须居住在澳大利亚。

**Point Calculation:** DSR Points earned are calculated and updated monthly (estimated to be on or about the 20<sup>th</sup> of each month) and reflected in Virtual Office.

积分计算： DSR 积分将会于每月 20 日左右计算和更新并同时更新在网上虚拟办公室供会员查询。

**Points Earned:** DSR Points earned may not be used toward any other promotion

获取积分： DSR 积分将不得用于其他的促销活动。

**Point Transfers:** Participants may not transfer their DSR Points to another person.

积分转让： 参赛会员不可将赢得 DSR 积分转让给其他会员。

**Point Expiration:** All DSR Points expire after the Promotion Period has ended. DSR Points cannot be redeemed for any other Young Living event, program, or product.

积分到期： 所有 DSR 积分将于此促销活动结束后过期无效。DSR 积分不可用于换取其他任何 Young Living 公司的活动和产品。

**Point Value:** DSR Points have no cash value and cannot be redeemed or refunded as such.

积分价值： DSR 没有任何现金价值并且不可用于换取或退换成现金。

**Reactivated Member:** An inactive Young Living member (in a terminated status) who the Participant personally reactivates during the Promotion Period.

重新激活会员： 重新激活会员是指参赛会员在活动期间由个人重新激活的不活跃会员（此会员在暂停状态）。

**Returns and Exchanges:** Any product returns, or exchanges may result in the corresponding DSR Points being forfeited. Product exchanges may affect the DSR Points value for the underlying purchase depending on how the exchange affects the PV or OGV.

退货与换货： 任何产品的退货与换货行为将会造成相应的 DSR 积分的丢失。产品换货行为将可能影响 DSR 积分价值，具体将取决于此次换货对 PV 和 OGV 的影响。

**Earning DSR Points:** 赢取 DSR 积分：



## **Premium Starter Kit Sales 高级入门套装销售**

When a team member who a Participant **personally enrolls** during the Promotion Period purchases a qualifying Premium Starter Kit, the Participant will earn **1 DSR Point**.

参赛会员在活动期间个人推荐新的团队成员加入并且购买符合规定的高级入门套装，该参赛会员将赢得 1DSR 积分。

This team member is referred to as a 'Purchasing Member.' DSR Points are not earned on any Qualifying Premium Starter Kit purchases of members the Participant did not **personally enroll** during the Promotion Period or who enrolled under Young Living's Sponsor Placement Program. DSR Points will only be awarded for the purchase of one Qualifying Premium Starter Kits per personally enrolled team member during that team member's first month of enrollment, which must be during the Promotional Period.

在参赛期间，如果参赛者没有个人推荐新的团队会员加入或者该会员是通过 Young Living 的保荐人推荐计划加入，尽管该新的团队会员有购买符合规定的高级入门套装，参赛者将无法由此特定新的团队会员赢得任何 DSR 积分。DSR 积分只能在活动期间，在参赛会员个人推荐的新团队成员加入的第一个月中，订购唯一一套符合规定的高级入门套装而赢取。

When a 'Reactivated Member' purchases a qualifying Premium Starter Kit, the Participant will earn **1 DSR Point**. DSR Points will only be awarded for the purchase of one qualifying Premium Starter Kit per Reactivated Member during the Promotional Period.

当“重新激活会员”购买了一套符合规定的高级入门套装时，参赛会员也将因此赢得 1DSR 积分。DSR 积分只能在活动期间，由重新激活会员订购唯一一套符合规定的高级入门套装而赢取。

See website for qualifying Premium Starter Kits. New members enrolling, or reactivating must reside in Australia.

您可通过查询公司官方网站了解符合规定的各款高级入门套装。新加入的会员或重新激活会员必须居住在澳大利亚。

## **Essential Rewards (ER) Enrolment 新会员入会并加入基优奖励计划（自动订货计划）**

When an Australian team member of a Participant (who the Participant personally enrolled and who has never participated in Young Living's Essential Rewards Program) enrolls in Young Living's Essential Rewards Program, the Participant will earn up to 5 DSR points. Purchases between 1 PV and 299 PV during the Promotion Period earn **3 DSR Points** and purchases of 300 PV or more will earn **5 DSR Points**.

参赛会员个人推荐一个新的团队会员并且该会员从未加入过 Young Living 公司的基优奖励计划可赢取最高 5DSR 积分。基优奖励订单（自动订货订单）订购在 1PV 至 299PV 之间可赢取 3DSR 积分，订购在 300PV 或以上可赢取 5DSR 积分。

### **Retain Essential Rewards (ER) Enrolment 保持基优奖励计划（自动订货计划）**

When an Australian team member of a Participant (who the Participant personally enrolled and who has never participated in Young Living's Essential Rewards Program) enrolls in Young Living's Essential Rewards Program and retains them on a 100 PV or more ER order, the participant will earn 1 DSR Point for each consecutive month retained on ER during the qualification period. A Participant may not earn more than **10 DSR Points per month through retainment.**

参赛会员个人推荐一个新的团队会员，该会员从未加入过 Young Living 公司的基优奖励计划，并且该新加入的团队会员在活动期间能持续不间断保持每个月 100PV 或以上的基优奖励订单（自动订货订单），您将会持续赢得每位新会员每个月 1DSR 积分。每位参赛会员将每月最多通过保持基优奖励计划赢取 10 DSR 积分。

### **Reactivate Essential Rewards (ER) Enrolment 重新激活参与基优奖励计划（自动订货计划）**

When an Australian team member of a Participant, (who the Participant personally enrolled, and who was previously enrolled in Young Living's Essential Rewards Program, but had their last ER order purchase before 1<sup>st</sup> of September 2017) re-enrolls on 100PV ER or more, the participant will earn **1 DSR Point.** A Participant may not earn more than **5 DSR Points per month through reactivation.**

如果参赛会员个人推荐的团队成员的上一次自动订货追溯至 2017 年 9 月 1 日之前（即 2017 年 9 月 1 日至 2018 年 1 月 1 日之间不可有任何自动订货），如果该团队成员重新激活 100PV 或以上的基优奖励订单，您将赢得 1DSR 积分。每位参赛会员将每月最多通过重新激活参与基优奖励计划赢 5DSR 积分。

### **Organisation Group Volume Growth 组织销售业绩(OGV)增长**

Sales growth points can be earned in one way based on two scenarios:

销售增长分数可以通过以下两种途径赢取：

1. Participants ranked Silver or above as of the first day of the Promotion Period (1<sup>st</sup> January 2018) will earn **1 DSR Point** for every 5% growth in Organization Group Volume (OGV), as defined in the Young Living Compensation Plan, over the Participant's then-current Baseline OGV (defined below). A Participant may not earn more than **20 DSR Points per month through OGV growth. Members may count their OGV from all markets.**

参赛会员在 2018 年 1 月 1 日达到银级或以上，在会员之前的基础底线组织销售业绩（OGV）之上，每增涨 5% 的组织销售业绩（OGV）将会赢取 1DSR 积分。每位参赛会员每个月通过组织销售业绩增长最多可赢取 20DSR 积分。会员的组织销售业绩可以来自所有市场。

2. Participants ranked Executive or below as of the first day of the Promotion Period (1<sup>st</sup> January 2018) will earn **1 DSR Point** for every 500 PV in OGV growth over the Participant's then-current Baseline OGV. A Participant may not earn more than **20 DSR Points per month through OGV growth. Members may count their OGV from all markets.**

参赛会员在 2018 年 1 月 1 日级别为总监级或以下，在会员之前的基础底线组织销售业绩（OGV）之上，每增涨 500PV 的组织销售业绩（OGV）将会赢取 1DSR 积分。每位参赛会员每个月通过组织销售业绩增长最多可以赢取 20DSR 积分。会员的组织销售业绩可以来自所有市场。总监级会员在参赛期间至少要有一个月达到银级。

For the purpose of this Promotion, a Participant's Baseline OGV is initially his/her OGV for the month of December 2017. However, each Participant's Baseline OGV will reset after each month the Participant's monthly OGV increases over the prior Baseline OGV.

针对此次活动，每个参赛会员的基础底线组织销售业绩将是他/她的 2017 年 12 月的组织销售业绩（OGV）。每个参赛会员的当月组织销售业绩（OGV）如果高过基础底线组织销售业绩，那么他们的基础底线组织销售业绩将会被重新设置。

See table below. For example, if a Participant's OGV is 100 in December 2017 that will be the Participant's Baseline OGV for the first month of the promotion, January 2018. If the Participant then achieves an OGV of 150 in January 2018, the Participant's Baseline OGV will increase to 150 for the month of February 2018.

参考以下图表，举例说明，如果参赛会员在 2017 年 12 月的组织销售业绩（OGV）是 100，那么这将是该会员参赛的第一个月（2018 年 1 月）的基础底线组织销售业绩（OGV）。如果该会员在 2018 年 1 月的组织销售业绩（OGV）达到 150，那么该会员针对于 2018 年 2 月的基础底线组织销售业绩（OGV）将会随之增长到 150。

Month	Achieved OGV	Baseline	Growth in PV
Dec-17	100		
Jan-18	150	100	50
Feb-18	125	150	0
Mar-18	160	150	10
Apr-18	140	160	0
May-18	170	160	10

However, continuing the example in the table below, if the Participant's OGV decreases 50 in January 2018 to 50, the Baseline OGV will remain at 100 for the following month, February 2018.

继续这个例子，反而言之，如果该会员在 2018 年 1 月的组织销售业绩（OGV）减少至 50，那么该会员针对于下个月（2018 年 2 月）的基础底线组织销售业绩（OGV）还将继续保持为 100。

Month	Achieved OGV	Baseline	Growth in PV
Dec-17	100		
Jan-18	50	100	0
Feb-18	125	100	25
Mar-18	160	125	35
Apr-18	140	160	0
May-18	170	160	10

OGV base may vary during a month based on returns/exchanges that affect the prior months' OGV.

组织销售业绩（OGV）每个月 可能会因为上个月的退货/换货有所影响和改变。

### General Prize Conditions:

Young Living is not responsible for, and the winners will not receive the difference, if any, between the actual value of a Prize at the time of award and the Average Retail Value (ARV) stated in these Official Rules or in any Promotion-related correspondence or materials. All state and local taxes (including income and withholding taxes), if any, as well as any other costs and expenses associated with Prize acceptance and use not specified herein as being provided are the winner's responsibility, regardless of whether the Prize is used in whole or in part. In no event will Young Living be responsible for awarding more than the Prizes stated herein. "Paid trip" for this Promotion, if applicable, will be limited to airfare and lodging provided to the winner by Young Living at Young Living's sole discretion. In the event there are not enough eligible Participants to award all Prizes, Young Living reserves the right to only award the number of Prizes as there are eligible Participants. Any Prizes not awarded after the Promotion Period may remain unawarded. Prize restrictions/conditions stated herein are not all-inclusive. Prizes are not transferrable or redeemable for cash, except that Young Living reserves the right, at Young Living's sole discretion, to substitute a prize (or portion thereof) for a prize of greater or equal value. Prizes are awarded "AS IS" and WITHOUT WARRANTY OF ANY KIND, express or implied, including, without limitation, any implied warranty of merchantability or fitness for a particular purpose.

All expenses not stated herein as part of a Prize are the Prize winner's sole responsibility. A Prize will be forfeited if: 1) the winner is not available to travel on the dates specified for the Dalmatia Aromatic Experience Promotion; or 2) the winner and/or his/her travel companion, if applicable, does not have the required travel documents by the date scheduled for the trip. Each winner and his/her guest are solely responsible for obtaining any travel insurance (and all other forms of insurance) that they may wish to obtain at their own expense and hereby acknowledge that Young Living has not and will not obtain or provide travel insurance or any other form of insurance. Winners are bound by the terms and conditions of all airlines and other third-party service providers used in connection with the Prizes. Young Living is not responsible if tickets, etc. are lost, stolen, or misplaced by a Prize winner or guest and will not be replaced or re-

booked if transportation is missed for any reason. Exact dates and locations are subject to change, and are at the sole discretion of Young Living.

Prize winners and their travel companions must travel together on the same outbound itinerary (Australia to Split, Croatia) and possess all required travel documents. Airline tickets are non-refundable and non-transferable. Prize winners will not receive cash or any other form of compensation if actual travel costs are less than the ARVs stated in these Official Rules.

Young Living shall not be responsible for any cancellations, delays, diversions or substitution or any act or omissions whatsoever by the air carriers or other transportation companies or any other persons providing any of these services and accommodations necessitated by same. No refund or compensation will be made in the event of the cancellation or delay of any flight except at the sole discretion of Young Living. Travel Insurance is a requirement of all participants at Young Living events and attendees must ensure adequate coverage for cancellation and/or delayed travel services.

During the Promotion Period, participants may be audited on a regular basis to monitor compliance with the Young Living Policies and Procedures applicable to the Participants' jurisdiction ("Young Living's Policies and Procedures"), especially, but not limited to, those sections pertaining to advertising and promotions. Any violation of Young Living's Policies and Procedures will disqualify the participant from the Promotion in its entirety.

### **Notification/Prize Acceptance**

Participants will have access to a detailed breakdown of their point totals through Virtual Office. Prize winners will be selected following the conclusion of the Promotion Period, on or before 18<sup>th</sup> June 2018. A list of Prize winners will be available on Virtual Office (YoungLiving.com.au) once the winners have been selected and DSR Points have been totaled and verified following the conclusion of the Promotion Period.

On or about Monday, 18<sup>th</sup> June 2018, an email will be sent to the Participants who qualify for the Prizes. Members must accept the travel invitation by 11:59 PM (AEST) on Friday, 22<sup>nd</sup> June 2018. Failure to respond to our email within by this time will be deemed a declination of the trip. This declination is non-reversible and similarly acceptance of a Prize will be final. If a Participant declines the trip they will no longer qualify for any Prize and the Prize will be offered to the next qualifying Participant for that Prize.

Accommodation will be one (1) night in Dubai, two (2) nights in Split, Croatia, and two (2) nights in Rome, Italy. Except for the Gold and above winners in Competition 2, (who win a trip for two), all accommodation will be twin share rooms. All breakfasts will be provided and there will be two dinners provided, one in Rome and one in Split. All other lunch and dinner meals will be at the Participant's expense.

### **Travel**

Travel arrangements for Prizes will be arranged for the qualifying consultant through Young Living's preferred travel agent. If a Prize winner purchases their own airline tickets, without prior approval from Young Living's preferred travel agent, they will be in-eligible for reimbursement.

All travel arrangements must be finalized and booked at least forty five days prior to the scheduled flight departure date to the start of the Dalmatia Aromatic Experience. A Participant's failure to respond to emails and phone calls from Young Living's preferred travel agent within 24 hours could result in a forfeiture of the airfare portion of the Prize. **All flight arrangements associated with the Prizes, once ticketed, are final and winning Participants are responsible for any and all fees associated with changing travel in any way.** Travel costs incurred between a winning Participant's home and their state's capital city airport are at the Participant's expense. Excess luggage fees and other expenses are also solely the responsibility of the winning Participant.

All personal expenses incurred on the Dalmatia Aromatic Experience are the responsibility of the winning Participant. Winning Participants will be required to provide their own personal credit card or debit card to cover their own incidental expenses. Incidentals are not included within the Prizes for the Promotion.

All qualifiers must depart Australia on the scheduled dates and times as prescribed by Young Living. Extending travel beyond the conclusion date and time of the event are at the individual's own expense and subject to fare and ticketing rules as provided by the event carrier airline. These fees may include fare class upgrades, date change fees, reissue fees and taxes as charged by the carriers.

### **Cancellation and Refunds; Force Majeure**

Prize winners who cancel their attendance on the Dalmatia Aromatic Experience will not receive a refund for the value of their Prizes. Participants who cancel their attendance may be required by Young Living, in its sole discretion, to reimburse Young Living for any costs associated with cancelling their trip. Young Living will not compensate, in cash or kind, qualifiers who are unable to participate in the trip after accepting the trip. Travel insurance is available through our preferred travel agent, or other travel agents or insurance companies and must be purchased by the winning Participant at their own expense. Young Living will not be held responsible if cancellation of the event occurs due to any of the following: extreme weather, natural disasters, strikes, picket lines, boycott efforts, fires, floods, accidents, war (whether declared), revolution, riots, insurrections, acts of God, acts of government .

### **License**

By accepting a Prize, the respective winner consents to the use of his/her name, address (city and state/province of residence), voice, and statements relating to the Promotion and Young Living, and photographs or other likeness, without further compensation, notification or permission in any publicity or advertising carried out by Young Living or any related entities in any media without territorial or time limitation, except where prohibited by law.

### **Limitations of Liability**

Young Living and its affiliates, subsidiaries, parent companies, advertising and promotion agencies, printers, and judges involved in this promotion are not responsible for any

inaccuracies in information which may be used in the promotion, for any technical or human error which may occur in the processing of entries, including data entered by Participants, any entry miscommunications such as technical failures related to computer, telephone, cable, and unavailable network or server connections, related technical failures, or other failures related to hardware, software, or virus, or incomplete, late, or misdirected entries. Any compromise to the fair and proper conduct of this promotion related to a computer virus or similar type of technical impairment that may affect the proper fairness, security, and administration of the promotion may result in the termination, amendment, or modification of the promotion or portion thereof at the sole discretion of Young Living. Young Living reserves the right, in its sole discretion, to void any entries of Participants whom Young Living believes has attempted to tamper with or impair the administration, security, fairness, or proper play of this promotion or who acts in a non-sportsman like manner or with the intent to threaten or harass any other person.

By participating in the Promotion, Participants waive all rights to claim punitive, incidental and consequential damages, attorneys' fees, or any damages other than actual out-of-pocket costs or losses that may arise in connection with participation in the promotion or acceptance, possession, and use of any Prize.

All causes of action arising out of or connected with this Promotion or any Prize awarded shall be resolved individually, without resort to any form of class action. Some jurisdictions may not allow certain limitations on damages or the ability to seek damages through a class action, so some of these restrictions may not apply to you.

### **Other Rules and Regulations**

If aspects of the Prizes change that are beyond the control of Young Living, neither Young Living, nor any other promotional partners furnishing Prizes, will be liable or responsible for any such changes and Young Living reserves the right to substitute a prize of equivalent or greater value, at Young Living's sole and absolute discretion, if, for any reason, all or any portion of a Prize, as described herein, are or become unavailable. No transfer of a Prize to a third party is permitted. By accepting a Prize, Prize winners agree that Young Living shall not be liable for any injuries, damages, or losses of any kind resulting from or in connection with the awarding, acceptance, possession, or use of the Prize or any aspects or parts thereof.

Young Living will be the final arbiter of all rule interpretations and qualification determinations and such decisions will be final. If necessary to clarify questions in the rules or interpretations thereof, Young Living may amend these rules by publishing a new version of the rules. Where applicable, Prizes will be reported as income on the winners' annual tax form. Prize winners will be responsible for paying all taxes on any Prizes and/or subsidy or subsidies granted by Young Living. Young Living reserves the right to suspend or terminate this Promotion, without notice, for any reason or no reason, in its sole discretion. Employees of Young Living and its associated entities and their spouses and immediate family members are not eligible to participate in this Promotion. This Promotion is void where prohibited by law. All Participants who qualify will be subject to auditing or verification of their DSR Point totals.

By participating in the Promotion, you:

- (i) acknowledge compliance with these Promotion Rules including all eligibility requirements,
- (ii) warrant that any information you provide in connection with this Promotion is true and accurate, and
- (iii) agree to be bound by the decisions of Young Living which shall be final and binding in all matters relating to this Promotion. Participants who have not complied with these Promotion Rules are subject to disqualification.

In the event of any conflict with any Promotion details contained in these Official Rules and Promotion details contained in other Promotion materials (including, without limitation, any point of sale, online or print advertising), the details of the Promotion as set forth in these Official Rules shall prevail.

Young Living's failure to or decision not to enforce any provision in these Official Rules will not constitute a waiver of that or any other provision. In the event that any provision is determined to be invalid or otherwise unenforceable or illegal, these Official Rules shall otherwise remain in effect and shall be construed in accordance with their terms as if the invalid or illegal provision were not contained herein.