

# YOUNG LIVING 2017 WORLDWIDE INCOME DISCLOSURE STATEMENT

WORLDWIDE INCOME STATISTICS FOR JANUARY–DECEMBER 2017

**WHAT ARE MY EARNING OPPORTUNITIES?** This document provides statistical, fiscal data about the average member income and information about achieving various ranks.

YOUNG LIVING MEMBER RANK	PERCENTAGE OF ALL BUSINESS BUILDERS <sup>1</sup>	MONTHLY INCOME <sup>2</sup>				ANNUALIZED AVERAGE INCOME <sup>3</sup>	AVERAGE MONTHS TO ACHIEVE RANK <sup>4</sup>		
		Lowest	Highest	Median	Average		Low	Average	High
DISTRIBUTOR	33.3%	\$0	\$725	\$15	\$26	\$312	N/A	N/A	N/A
STAR	41.02%	\$0	\$932	\$58	\$75	\$906	1	12	267
SENIOR STAR	15.66%	\$2	\$5,531	\$193	\$235	\$2,819	1	19	255
EXECUTIVE	6.62%	\$34	\$13,210	\$425	\$502	\$6,028	1	25	254
SILVER	2.55%	\$229	\$29,248	\$1,698	\$2,088	\$25,059	1	32	252
GOLD	0.57%	\$1,506	\$48,630	\$4,541	\$5,666	\$67,995	2	49	263
PLATINUM	0.18%	\$4,375	\$90,275	\$11,057	\$13,872	\$166,468	5	58	243
DIAMOND	0.07%	\$6,256	\$163,387	\$27,972	\$35,348	\$424,178	7	70	251
CROWN DIAMOND	0.01%	\$28,492	\$231,397	\$53,589	\$64,477	\$773,724	16	85	258
ROYAL CROWN DIAMOND	0.02%	\$50,770	\$326,334	\$132,828	\$144,551	\$1,734,606	17	97	230

The income statistics in this statement are for incomes earned by all worldwide active Business Builder members in 2017. An “active Business Builder” member is a member who made at least one product purchase in the previous 12 months and has personally enrolled at least one person during the lifetime of the member account. The average annualized income for all active Business Builder members in this time was \$3,321, and the median annualized income was \$684.

Note that the compensation paid to members summarized in this disclosure does not include expenses incurred by members in the operation or promotion of their business, which can vary widely and might include advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs, and miscellaneous expenses. The earnings of the members in this chart are not necessarily representative of the income, if any, that a Young Living member can or will earn through the Young Living Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Young Living does not guarantee any income or rank success.

1

Because a member's rank may change during the year, these percentages are not based on individual member ranks throughout the entire year but are based on the average distribution of member ranks during the entire year. Business Builders are members who have personally enrolled at least one other person and does not include Preferred Customers.

2

Because a member's rank may change during the year, these incomes are not based on individual member incomes throughout the entire year but are based on earnings of all members qualifying for each rank during any month throughout the year.

3

This is calculated by multiplying the average monthly incomes by 12. These incomes include income earned from January 1, 2017, through December 31, 2017, but which was paid between February 2017 and January 2018.

4

These statistics include all historical ranking data for each rank and thus are not limited to people who achieved these ranks in 2017. Members who do not make at least one product purchase in the previous 12 months are considered inactive.