

# Dalmatia Aromatic Experience Promotion

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.

## Qualification Promotion Period:

1st March to 31st May, 2018.

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

- 14<sup>th</sup> Overnight flight from Auckland to Dubai, UAE on Emirates Airlines.  
*All members **MUST** depart on group flights from Auckland on the 14th*
- 15<sup>th</sup> 24 hours at leisure in Dubai. Overnight in Dubai.
- 16<sup>th</sup> Fly from Dubai to Split, Croatia. Welcome Reception. Overnight in Split.
- 17<sup>th</sup> Young Living Helichrysum Farm in Split. Evening at leisure in Split. Overnight in Split.
- 18<sup>th</sup> Transfer from Split to Rome. Evening at leisure in Rome. Overnight in Rome.
- 19<sup>th</sup> Day at leisure in Rome. Gala Dinner. Overnight in Rome.
- 20<sup>th</sup> Full day at leisure in Rome. Late evening flight back to Australia. (Option to extend personal arrangements at own cost.)
- 21<sup>st</sup> Arrive in New Zealand.

## Eligibility:

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 New Zealand on 1<sup>st</sup> March 2018. This promotion excludes all members in NFR markets.

## Qualification Criteria:

### Competition 1:

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

1. Rank advance to Gold AND maintain for one 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.
2. The remaining positions will be allocated based on the highest DSR Points up to a maximum of 5 positions. A minimum achievement of 20 DSR Points is required to earn one of these remaining positions.

## **Competition 2:**

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

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

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

### **Premium Starter Kit Sales**

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

### **Essential Rewards(ER) Enrolment**

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 100 PV and 299 PV earn **3 DSR Points** and purchases of 300 PV or more will earn **5 DSR Points**.

### **Retain Essential Rewards (ER) Enrolment**

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.

### **Reactivate Essential Rewards (ER) Enrolment**

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**.

### **Organisation Group Volume (OGV) Growth**

Sales growth points can be earned based on two scenarios:

1. Participants ranked Silver or above on 1<sup>st</sup> March 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.
2. Participants ranked Executive or below on 1<sup>st</sup> March 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.

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

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

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

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

<b>DSR Points Earned As Per Below:</b>	<b>Criteria</b>	<b>DSR Points Earned</b>	<b>Max DSR Points per Month</b>
Premium Starter Kit Sales	100PV	1	Unlimited
Essential Rewards (ER) Enrolment*	ER 100PV	3	Unlimited
	ER 300PV	5	
Retain Essential Rewards Enrolment*	ER100PV	1	10
Reactivate Essential Rewards Enrolment*	ER100PV	1	5
Organisation Group Volume Growth:	Baseline reset each month		
	5%**	1	20
Silver and above	500 OGV** for Executives	1	20
Executive and below	and below		

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

\*\*Baseline resets each month.

## Prizes:

Prizes	Prize Allocation
Land and air costs are covered for both participants and one guest.	Any qualifying new Gold member AND the highest DSR Points qualifier.
Land and air costs are covered for participant. Option to bring one guest with land costs covered. Guest must pay own airfare.	2 <sup>nd</sup> to 5 <sup>th</sup> DSR Points qualifiers.

## Cost:

### Registration:

A registration fee of AU\$50.00 per membership is payable by close of business on 30<sup>th</sup> April 2018. Please register in your Virtual Office using product code 23778.

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

## Definitions, Terms and Conditions:

**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.

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

**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.

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

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

**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.

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

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

**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.

## **Earning DSR Points:**

### **Premium Starter Kit Sales**

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**.

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.

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.

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

### **Essential Rewards (ER) Enrolment**

When an Australian or New Zealand 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 100 PV and 299 PV during the Promotion Period earn **3 DSR Points** and purchases of 300 PV or more will earn **5 DSR Points**.

### **Retain Essential Rewards (ER) Enrolment**

When an Australian or New Zealander 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**.

### **Reactivate Essential Rewards (ER) Enrolment**

When an Australian or New Zealander 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**.

### Organisation Group Volume Growth

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

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.**
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.**

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.

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 April 2018.

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 March 2018 to 50, the Baseline OGV will remain at 100 for the following month, April 2018.

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.

### **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 (Auckland 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.