

COMPENSATION PLAN

QUICK START GUIDE

So, you want to learn about the Young Living Compensation Plan but don't know where to start?

You don't need to know everything about the Compensation Plan to get started. In this guide we'll give you tips on what you need to know when starting and what to watch first, followed by what you need to know at each stage as you progress forward in your Young Living journey.

Click the [blue underlined links](#) to learn more about that part of the Compensation Plan. The [blue underlined links](#) will open an audio slide with an audio icon on the top left. The audio may take a few seconds to load, before auto-playing the sound.

Note: All AUD and NZD are based upon the relevant USD equivalent and determined by using a peg rate of 1.3 (AU) and 1.4 (NZ) (Peg rates may occasionally fluctuate).

I'M BRAND NEW, WHAT DO I NEED TO KNOW?

Understanding PV: When you look at the Young Living Price List you'll notice that each product has a dollar value and a PV ([Personal Volume](#)) amount. It is the 'PV' of a product that is used to calculate commissions and ranks.

When you enrol a member with any of the Starter Bundles you will earn approx AUD \$65 / NZD \$70. If that new member also starts with Essential Rewards then you can earn up to AUD \$85 / NZD \$91.

[View the enroller bonuses examples](#) to see which bonuses those amounts come from. Be aware that a person may become a [retail customer](#) or [wholesale member](#). To become a wholesale member, they must purchase one of the [starter bundles](#) or place a 100 PV Customised Enrolment Order.

For the first person you introduce to Young Living, you will be both their [enroller](#) and [sponsor](#). When your new member makes their first purchase on the YL website, make sure that they use your member number as the enroller and sponsor.

You need your own personal order of [50 PV](#) or more in the given month to be eligible to receive [enroller bonuses](#) in that month or [100 PV](#) minimum personal order to be eligible to receive all possible commissions and bonuses in that month.

I'VE ENROLLED MY FIRST MEMBER!

Congratulations! Refer to the [enroller bonuses examples](#) to see the bonuses you can earn and use the [Commission Calculation Tool](#) to calculate it - see [this video](#) to learn how to use the Commission Calculation Tool. Make sure you have placed your own 50 PV or higher order to qualify to receive the enroller bonuses.

In Australia, there are [two different ways](#) you can receive your commission - as [credit applied to your Young Living account](#) (the default option) or [directly into your bank account](#) if you complete the [Direct Credit of Commissions form](#). In New Zealand, all commissions earned under \$25 USD will remain on your Young Living account. For commissions over \$25 USD, you will receive an email from treasury@youngliving.com. You can [expect to receive your commission](#) around the 20th of the following month.

With your first new member you are now on your way towards achieving the [Star rank](#).

If you achieve the rank of Star within 2 months of enrolling with 2 legs of 200 OGV each, you will qualify to earn the "Star" [Silver Bound Bonus](#) which is AUD \$65 / NZD \$70.

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I JUST HIT THE RANK OF STAR!



Congratulations! You have just achieved the rank of Star with Young Living.

There are multiple commissions and bonuses that can be earned with Young Living. View and print the [Compensation Plan quick reference charts](#) to see a handy PDF file that displays all of the info about ranks, bonuses and commissions in easy to understand tables.

When first starting, you don't need to know everything. Find out [what bonuses you need to know about](#) and the [commission breakdown when you first start sharing](#).

If you're not already on the Essential Rewards program, by using Essential Rewards with 100 PV orders you'll qualify for all possible commissions and bonuses.

Your next rank is [Senior Star](#) - it requires a total of 2,000 OGV ([Organisation Group Volume](#)).

If you achieve the next rank of Senior Star within 3 months of achieving Star, with 2 legs of 500 OGV each, you will qualify to earn the "Senior Star" [Silver Bound Bonus](#) which is AUD \$325 / NZD \$350.

As your team grows, you may have team members who start introducing people to Young Living. As a general guide it's suggested that the person who introduced a new member is the enroller and sponsor. For example, you enrolled Sally and Sally introduces Steve. When Sally introduces the new member Steve, Sally's member number will be used as the enroller and sponsor.



I'M NOW A SENIOR STAR!



Being a Senior Star gives you one extra level deep that you can earn [Unilevel Commissions](#) on. You can now earn up to 4 [levels](#) deep!

Find out where the majority of your commissions will be coming from with this example of a [commission breakdown](#).

The next rank goal is [Executive](#) which requires a total of 4,000 OGV. To achieve this rank, one of the requirements is that you also have [2 qualifying legs](#) of 1,000 OGV each. Use these links to understand exactly what a [leg](#) and [qualifying leg](#) is.

How many people would you need in each leg to reach the 1,000 OGV requirement? Use the [Team Size Calculator](#) to help you find out (Tip: Scroll down to see the Legs section of the Calculator sheet).

To advance to Executive you need to focus on helping 2 of your legs build their teams.

If you are personally enrolling people on a consistent basis at some point you may decide to help to build those legs by making another member of your team the sponsor of your personally enrolled members. See the [differences between the Enroller and Sponsor](#) and an [example of when the Sponsor & Enroller are not the same person](#).

If you achieve the next rank of Executive within 3 months of achieving Senior Star, with 1 additional leg of 500 OGV (outside of your Executive qualifying legs), you will qualify to earn the "Executive" [Silver Bound Bonus](#) which is AUD \$650 / NZD \$700.

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I'M AN EXECUTIVE!



Congratulations! You are now an Executive and are on your way towards the first leadership rank of [Silver](#).

When you achieve the rank of Silver, you are eligible to receive the [Generation Commission](#) and [Generation Leadership Bonus](#), so it is important to familiarise yourself with these now.

The next rank goal of Silver requires a total of 10,000 OGV. To achieve this rank, one of the requirements is that you also have [2 qualifying legs](#) of 4,000 OGV each.

To achieve the rank of Silver you will also need 1,000 PGV ([Personal Group Volume](#)) - which is volume outside of your two [qualifying legs](#).

If you achieve the next rank of Silver within 3 months of achieving Executive, with 1 additional leg of 1,000 OGV (outside of your Silver qualifying legs), you will qualify to earn the "Silver" [Silver Bound Bonus](#) which is AUD \$1,950 / NZD \$2,100.

Find out where the majority of your commissions will be coming from with this example of a [Commission breakdown at Silver and above](#) and the commission breakdown as you [progress from Start to Silver](#).



I'M A SILVER!



Congratulations! You have reached the first leadership rank of Silver!

Being at the rank of Silver means that you want to have a good understanding of [Generations](#). Each month you qualify at the Silver rank you are able to receive the [Generation Commission](#) and [Generation Leadership Bonus](#).

After you have achieved the rank of Silver for three consecutive months, you will qualify to attend the international [Silver Retreat](#) and get to visit the Whispering Springs farm in Mona, Utah.

As you progress towards your next rank of Gold, you can goal for the [Bridge to Gold](#) program. The [Bridge to Gold](#) qualification criteria must be achieved within 6 months of hitting the rank of Silver for the first time. The qualification criteria includes achieving 2 additional legs of 1,000 OGV each (outside of your Silver qualifying legs) and 22,500 OGV.

If you achieve the qualification for [Bridge to Gold](#) you will earn an Aroma Complete valued at more than \$3,400 wholesale!