

# Compensation Plan

*Enjoying Abundance*

# Simplified Definitions

**Enroller:** The person responsible for introducing a new brand partner to Young Living. Enrollers are eligible to qualify for financial bonuses, including the Fast Start and Starter Bundle bonuses.

**Sponsor:** A new brand partner's main support. The sponsor may also be the enroller.

**PV (Personal Volume):** The total monthly volume of your personal orders.

**OGV (Organisation Group Volume):** The monthly volume of your entire organisation.

**PGV (Personal Group Volume):** The monthly volume in an organisation, excluding any Silver or higher rank volume and any qualifying leg(s) volume.

**Leg:** Each personally sponsored brand partner is considered first level and a separate leg within an organisation.

**LV (Leg Volume) @ OGV:** The number of legs and the amount of monthly OGV required for each leg to qualify for each rank.

**Level:** The position of a brand partner within an organisation. Brand partners who are directly sponsored by another brand partner are considered the sponsoring brand partner's first level. Those brand partners who are sponsored by a brand partner's first level are considered that brand partner's second level and so on.

**Compression: Unilevel Commissions:** If a brand partner is not commission qualified, or if a customer does not have 100 PV, his or her volume is combined, or compressed, with all of the volume of YL individuals down to and including the next commission qualified brand partner or customer with 100 PV.

**Unilevel:** Unilevel is a term used to define the percentage of commission earned for each level. Qualifying brand partners with 100 PV earn 8% on the PV of each brand partner on the first level within their organisation, 5% on the second level and 4% on the third through fifth levels depending on rank achieved that month.

**Personal Generation Commissions:** Additional commissions are paid to brand partners who achieve the rank of Silver or higher on all volume within each leg of the organisation, down to but excluding the next Silver or higher ranked brand partner within the leg.

**Generation:** A Silver or higher ranked brand partner and their entire organisation.

**Generation Commissions:** Based on a brand partner's monthly rank of Silver or higher, an additional 3% commission is paid on the OGV of each Silver or higher in the brand partner's organisation. This commission is paid down to the next Silver or higher ranked brand partner and down to eight generations deep in each leg.



# Creating a Foundation

Young Living's compensation plan is designed to help you achieve abundance.

QUALIFICATIONS	BRAND PARTNER		STAR	SENIOR STAR	EXECUTIVE
PV	50	100	100	100	100
OGV			500	2,000	4,000
PGV					
LEG (VOLUME PER EACH LEG) OGV					2 @ 1,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES				
LEVEL 1		8%	8%	8%	8%
LEVEL 2		5%	5%	5%	5%
LEVEL 3			4%	4%	4%
LEVEL 4				4%	4%
LEVEL 5					4%

## Additional Earning Opportunities

### Fast Start Bonus<sup>\*^</sup>

Enroller:

- **MONTH 1:** Earn a generous 50% bonus on your new, personally enrolled Brand Partners' orders during their first calendar month. No PV required to qualify!
- **MONTH 2 and 3:** Earn a 25% bonus on your new, personally enrolled Brand Partners' orders during their second and third calendar months. 50 PV required to qualify.

Second-level enroller:

- **MONTH 2 and 3:** Second-level Enrollers earn 10% on the newly enrolled Brand Partners' orders during the second and third calendar months. 50 PV required to qualify.

### Starter Bundle Bonus<sup>\*^</sup>

- Earn a one-time \$32.50 AUD / \$35.00 NZD cash bonus when your new, personally enrolled brand partner orders the Starter Bundle! Brand partner must purchase a Starter Bundle in the same month as enrolled to qualify. As the enroller, you are not required to place an order to receive this bonus.

### Retail Earnings

- When you personally sponsor retail customers, you may earn the 24% difference between the retail and wholesale price for their orders. 50 PV required to qualify.



# Building Your Business

Building on your foundation, you can now focus on helping others create their success.

QUALIFICATIONS	SILVER	GOLD	PLATINUM
PV	100	100	100
OGV	10,000	35,000	100,000
PGV	1,000	1,000	1,000
LEG @ OGV	2 @ 4,000	3 @ 6,000	4 @ 8,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES		
LEVEL 1	8%	8%	8%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

GENERATION COMMISSION PERCENTAGES			
PERSONAL GENERATION	2.5%	2.5%	2.5%
GENERATION 2	3%	3%	3%
GENERATION 3	3%	3%	3%
GENERATION 4		3%	3%
GENERATION 5			3%
GENERATION 6			
GENERATION 7			
GENERATION 8			



## Generation Leadership Bonus

6.25% of all Young Living's monthly commissionable sales is paid out in shares according to the rank you achieved for the month and on the leaders in your organisation on which you earn generation commissions.



# Developing Leaders

Share the joy of an abundant life by leading others to success as you share the Young Living mission throughout the world.

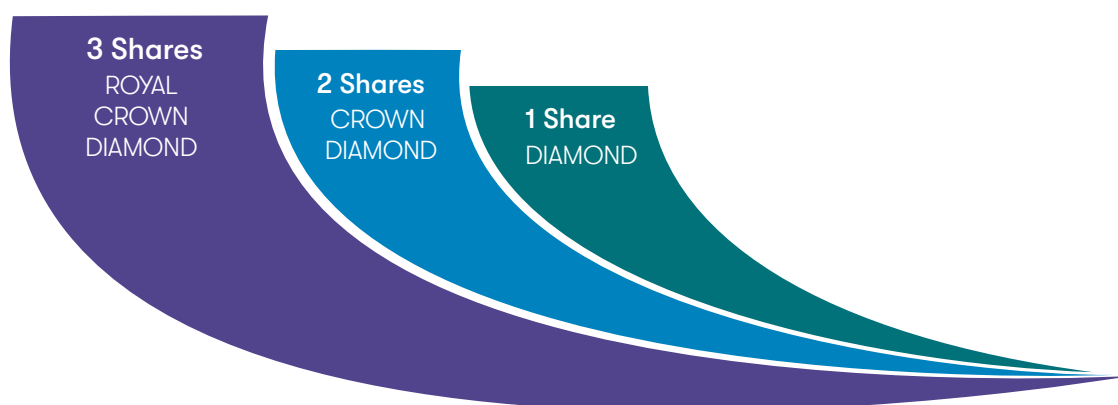
QUALIFICATIONS	DIAMOND	CROWN DIAMOND	ROYAL CROWN DIAMOND
PV	100	100	100
OGV	250,000	750,000	1,500,000
PGV	1,000	1,000	1,000
LEG @ OGV	5 @ 15,000	6 @ 20,000	6 @ 35,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES		
LEVEL 1	8%	8%	8%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

GENERATION COMMISSION PERCENTAGES			
PERSONAL GENERATION	2.5%	2.5%	2.5%
GENERATION 2	3%	3%	3%
GENERATION 3	3%	3%	3%
GENERATION 4	3%	3%	3%
GENERATION 5	3%	3%	3%
GENERATION 6	3%	3%	3%
GENERATION 7		3%	3%
GENERATION 8			1%

## Diamond Leadership Bonus

Young Living pays 0.5% of the monthly commissionable sales in shares to Diamond leaders as a reward for helping to build Young Living worldwide.



# Nature Distilled, Life Enhanced.



For more information, please contact this  
Young Living brand partner:

## Visit your Virtual Office for:

- Policies and Procedures
- Full Compensation Plan Terms and Definitions
- Training Videos

© 2024 V2. Effective 1 March, 2024. Last published 1 March, 2024.

\*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, very occasionally, fluctuate.)

^Does not apply to Basic Starter Bundles.

Always refer to complete details relating to the Compensation Plan and related bonuses. Go to your VO for additional information. Read the Compensation Plan Terms and Definitions which forms part of the Compensation Plan and provides full details. Young Living cannot be responsible for commissionable income or organisational growth.

The Brand Partner sales earnings disclosed are potential gross earnings. Most Brand Partners only earn modest supplemental income. A Brand Partner's income and earnings will depend on their individual diligence, work effort and market conditions. Young Living does not guarantee any earnings, income or rank success. For examples of average earnings, see Young Living's Income Disclosure Statement at [YoungLiving.com.au](http://YoungLiving.com.au) or [YoungLiving.co.nz](http://YoungLiving.co.nz) > Brand Partner Benefits > Compensation Plan

