

# Young Living 2023 Canada Statement of Typical Participant Earnings

As a direct sales company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our independent contractor Brand Partners to earn sales commissions from selling Young Living products and to build their own business. Brand Partners may earn sales commissions and bonuses as outlined in the Young Living Sales Compensation Plan. As Brand Partners sell more products and move up the ranks within the Sales Compensation Plan, they become eligible for additional sales income opportunities.

RANK	PERCENTAGE OF ALL BRAND PARTNERS	ANNUAL INCOME IN USD				MONTHS TO ACHIEVE THIS RANK		
		Lowest	Highest	Average	Median	Lowest	Average	Highest
ASSOCIATE	90.1%	\$0	\$595	\$2	\$0	N/A	N/A	N/A
STAR	7.0%	\$0	\$1,459	\$226	\$156	1	9	171
SENIOR STAR	1.9%	\$0	\$22,474	\$1,281	\$1,115	1	16	157
EXECUTIVE	0.7%	\$214	\$15,845	\$3,228	\$2,833	1	20	157
SILVER	0.2%	\$2,713	\$117,913	\$14,978	\$10,216	1	24	152
GOLD	< 0.1%	\$14,763	\$205,268	\$54,058	\$38,488	4	28	80
PLATINUM	< 0.1%	\$37,758	\$213,706	\$102,724	\$93,772	10	29	76
DIAMOND PLUS RANKS	< 0.1%	\$118,982	\$721,553	\$376,692	\$352,743	20	128	258
ALL BRAND PARTNERS	100%	\$0	\$721,553	\$160	\$0	N/A	N/A	N/A

Note that the income paid to Brand Partners summarized in this disclosure represents potential gross income and does not include expenses incurred by a Brand Partner in the operation or promotion of their business, which can vary widely and might include product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and Internet costs, and any other miscellaneous expenses. These figures should not be considered as guarantees or projections of any actual income or profits. Brand Partner success will depend on individual diligence, work, effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success.

The primary source of income for participants in our Sales Compensation Plan is from commissions for product sales. While personal income varies, **the Statement of Typical Participant Earnings in Canada for 2022 is between \$0 and \$595 USD annually.**

We define Participants as any Canada Brand Partner who were active for any part of 2022. An “active” Brand Partner is a Brand Partner who made at least one product purchase in the previous 12 months.

This Statement provides truthful comprehensive information regarding income and costs for Young Living Canada Brand Partners. A copy of this Statement must be presented to prospective Brand Partners, any time Brand Partner compensation is presented, discussed or whenever an earnings claim or representation is made, to include individual meetings and any statements regarding typical Brand Partner earnings, non-typical earnings, compensation ranges, Brand Partner income testimonials, Brand Partner lifestyle claims and/or any hypothetical claims.