

# YOUNG LIVING EUROPE BEAUTY SCHOOL PROMOTION 2017 OFFICIAL FAQs

## What is the qualification period for the European Beauty School Incentive?

1 October 2016 – 31 January 2017.

## When is Beauty School in Europe taking place?

London: 19 – 21 May 2017 and Austria: 26 – 28 May 2017.

## Where is the European Beauty School Event held?

In London and Austria, exact locations will be announced shortly.

## Do I arrange my own transport?

No, travel arrangements for the European Beauty School Events will be arranged for the qualifying Distributor through Young Living's preferred travel agency. Qualifying Distributors will be contacted within 10 business days of accepting the trip. All travel arrangements must be finalized and booked at least 4 weeks prior to the London Beauty School event. A Distributor's failure to respond to emails and phone calls from Young Living staff travel agent within 24 hours could result in a forfeit of the airfare portion of the airfare reward. All flight arrangements, once ticketed, are FINAL.

## Can I arrive early or extend my trip to either Beauty School Event location?

Yes, Distributors may arrive early or extend their trip to the relevant Beauty School Event; however, Distributors will be responsible for all extra travel and accommodation expenses.

## Will Young Living pay for my transportation to and from the airport in my hometown?

Travel costs incurred between a Distributor's home and the airport are at the Distributor's expense.

## Will Young Living pay for my luggage fees?

Travel costs incurred between a Distributor's home and the airport are at the Distributor's expense. Luggage fees and other expenses are also solely the responsibility of the Distributor.

## What is included with Beauty School Incentive?

- One ticket to either (i) the Beauty School event taking place in London, England on 19. - 21. May 2017 or (ii) the Beauty School event taking place in Vienna, Austria on 26. - 28. May 2017 (each an "Event") Location selection is on a first come first serve basis.
- One luxury gift bag valued at £250
- Meals will be provided on: Friday lunch and dinner as well as Saturday lunch
- One round-trip economy class airfare or train ticket within continental Europe to and from the event
- Transport to and from the hotel via car or train
- Standard hotel accommodations for two nights sharing
- 1 free Skin Analysis at the event

## What rank am I competing with during the incentive?

The rank you are competing with during the entire incentive is based on your highest-paid rank as of September 2016.

## When calculating growth based on increases in my monthly

## Organizational Group Volume (OGV) Essential Rewards (ER) volume what month is compared to which month?

The OGV growth over the whole incentive period (1. October 2016– 31. January 2017) is compared to the volume (OGV) of your sales organization as per the baseline of September 2016 (September 2016 Commission will be fixed at the end of October 2016, For example, If your maximum rank is Gold and you have a baseline OGV of 35,000 on September 2016 you must increase your OGV to at least 43,750 (25% growth).

ER participation percentage is measured against your full Sales Organisation (For example: If your maximum rank is Executive and you have 100 Active Distributors in your organization, 60 members in your organization (60%) must be enrolled in Essential Rewards by the end of the Promotion Period.)

## Can a NFR member participate in the European Beauty School Incentive?

YES.

## What happens if I uprank during the incentive, which rank am I competing with?

Good for you! The rank you are competing with during the entire incentive is based on your highest-paid rank as of September 2016.

## Who can participate in the European Beauty School Incentive?

All Young Living members (18 years and older) of any rank can participate.

## Who can qualify to earn a spot at the European Beauty School Event?

All European Young Living members 18 years or older as of 1 October 2016 who meet all requirements and achieve the criteria in the rules by the end of the qualification period.

## When are growth updates posted?

We will not post any growth updates but teach you how to track your own monthly ER and OGV volume increase basis estimated to be on or about the 20th of each month via the Virtual Office.

### Can Members transfer their growth results to another person?

No.

### Will product order returns and exchanges disqualify me from winning the Beauty School incentive?

Yes product returns and exchanges may affect you winning the Beauty School Incentive. If your OGV, ER requirement or maximum rank fall below the requirements due to the return of products, you will be disqualified from receiving the rewards of the Beauty School incentive.

### Do European Beauty School rewards have any cash or ER point value?

No.

### When will the qualifiers be notified that they qualified for the European Beauty School Event trip reward?

An email will be sent to qualifiers on or before 1 March 2017.