



Fast Start Bonus*

The 50 percent Fast Start Bonus *is going global!*

March 2023

Last November, we launched some exciting enhancements to the Fast Start Bonus program in the U.S. and Canada with tremendous success. Today, we're bringing those same benefits to the rest of the world. Get ready to earn greater rewards than ever when you share your passion for wellness!

Starting March 1, when Brand Partners enroll a new Brand Partner or a U.S. Customer, they'll earn a generous 50 percent bonus on all first-month orders the enrollee places in any country (except Japan and Malaysia).**

Brand Partner Enroller	Fast Start Bonus percentages First calendar month	Fast Start Bonus percentages Second and third calendar months
Level 1 Enroller	50 percent	25 percent
Level 2 Enroller	0 percent	10 percent

**The Brand Partner sales earnings disclosed herein are potential gross earnings and not net of other business expenses and not necessarily representative of the actual income, if any, that a Brand Partner can or will earn through the Young Living Sales Compensation Plan. 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.*

***The 50 percent Fast Start Bonus is not yet launching in Japan or Malaysia. Fast Start Bonus-qualifying orders placed in Japan or Malaysia will continue to generate a 25 percent Fast Start Bonus to the first qualified Brand Partner Enroller and a 10 percent Fast*



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50 Percent Fast Start Bonus

Q. What is the Fast Start Bonus?

A. The Fast Start Bonus is a generous bonus included in Young Living's Sales Compensation Plan. The Fast Start Bonus allows Brand Partners to increase their earning potential from the moment they start selling products.

All Brand Partner Enrollers are eligible to earn this bonus on the PV purchases made by their newly enrolled Brand Partner during the first three months of the enrollee's membership. Brand Partner Enrollers can also earn this bonus on the PV purchases made by their newly enrolled U.S. Customer during their first three months.

The Fast Start Bonus is calculated by taking the total PV purchased by the enrollee in each of their first three months and paying the percentage(s) you see below to the respective Brand Partner Enroller(s):

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Level 1 Enroller	50 percent	25 percent
Level 2 Enroller	0 percent	10 percent

Q. What are the qualification requirements for the Fast Start Bonus?

A. There are no qualification requirements associated with the first-month 50 percent Fast Start Bonus. All Brand Partner Enrollers in good standing will receive this bonus when applicable. However, Brand Partner Enrollers must be qualified to earn a Fast Start Bonus in calendar months two and three. Refer to your local Sales Compensation Plan for qualification requirement details.

Q. Are there any limits to what I can earn through the Fast Start Bonus?

A. No! All Fast Start Bonus maximums were removed globally on November 1, 2022.

Q. Can I earn the Fast Start Bonus for enrolling U.S. Customers and Brand Partners?

A. Yes, if you enroll a Brand Partner or a U.S. Customer, you can earn the Fast Start Bonus on the purchases they make.

Q. Are there any countries or markets that are not offering the 50 percent Fast Start Bonus?

A. Yes. Until further notice, Fast Start Bonus-qualifying orders placed in Japan and Malaysia will not qualify for the 50 percent Fast Start Bonus. Instead, these orders will continue to pay out a 25 percent Fast Start Bonus to the first qualified Brand Partner Enroller and a 10 percent Fast Start Bonus to the second qualified Brand Partner Enroller for each of the three Fast Start Bonus calendar months.

Q. How will the volume reductions work now?

A. When the Fast Start Bonus is paid at any level, the PV used to calculate the bonus will be reduced for all other commissionable payouts on the same PV.

- When the 50 percent payout occurs, the PV used to calculate the bonus will be reduced by 100 percent. This means that no other commissions or bonuses will be paid on the newly enrolled individual's PV.
- When the 25 percent or the 10 percent payout occurs, the PV used to calculate the bonus will be reduced by 70 percent.

For example, if a new Brand Partner purchases products totaling 100 PV in their first calendar month and the 50 percent Fast Start Bonus is paid out to their Enroller, the Brand Partner's 100 PV will be reduced to 0 PV for the calculation of all other applicable commissions, bonuses, or payouts, such as Unilevel Commissions. When the same new Brand Partner purchases products totaling 100 PV during their second calendar month and the 25 percent Fast Start Bonus is paid out to their Enroller, the Brand Partner's 100 PV will be reduced to 30 PV for the calculation of all other applicable commissions, bonuses, or payouts, such as Unilevel Commissions.

Please note that this Fast Start volume reduction does not impact your rank and monthly OGV.

Q. Can I earn a Fast Start Bonus when I reactivate a U.S. Customer or Brand Partner?

A. Depending on the Sales Compensation Plan for your region, you may be eligible to earn the Fast Start Bonus on the reactivation of a Brand Partner and/or the reactivation of a U.S. Customer, if the individual has been in a deactivated status for 24 months or more.

Q. When does this Fast Start Bonus enhancement take effect?

A. The first-month 50 percent Fast Start Bonus has been active in the U.S. and Canada since November 1, 2022. It will go into effect in all other countries and markets, including the NFR market, on Wednesday, March 1, 2023—excluding Japan and Malaysia.

As a reminder, the following features were launched globally on November 1, 2022.

Point-of-Sale Location

Q. What does point-of-sale location refer to exactly?

A. This feature of our Sales Compensation Plan applies solely to the Fast Start Bonus. We use the location of the sale, and the Fast Start rules that are active in that location, to determine which Fast Start Bonus percentage to pay to the Brand Partner Enroller in month one.

Starting Wednesday, March 1, 2023, orders placed in nearly all countries and markets will generate the first-month 50 percent Fast Start Bonus. Until further notice, Fast Start Bonus-qualifying orders placed in Japan and/or Malaysia will not generate the first-month 50 percent Fast Start Bonus. Instead, these orders will continue to generate the unchanged version of the Fast Start Bonus, which offers a 25 percent Fast Start Bonus to the first qualified Brand Partner Enroller and a 10 percent Fast Start Bonus to the second qualified Brand Partner Enroller.

Fast Start Bonus Compression

Q. What is Fast Start Bonus compression?

A. Fast Start Bonus compression is another enhanced feature to the Fast Start Bonus program that was launched globally on November 1, 2022. Fast Start Bonus compression ensures that Fast Start Bonuses are never lost. They are compressed upward along the Enroller tree and are paid to qualifying Brand Partner Enrollers.

Q. What is the Enroller tree?

A. Like the Sponsor tree or path, the Enroller tree is the upward line of those designated as the Enrollers. The Enroller tree begins with the Enroller on record. Next in line is the Enroller of the Enroller, then the Enroller of that Enroller, and so on.

Q. How does Fast Start Bonus compression work?

A. The process of paying the Fast Start Bonus starts with a qualifying order—meaning, an order with PV placed by a newly enrolled Brand Partner or a newly enrolled U.S. Customer within their first three calendar months.

For qualifying orders placed in calendar month one, we first look at the Enroller on record for the newly enrolled individual. With the 50 percent Fast Start Bonus, there are no qualification requirements for the Enroller. As long as the Enroller is a Brand Partner in good standing, the 50 percent Fast Start Bonus will be paid to them.

If the qualifying order is coming from calendar month two or three, again, we first look at the Enroller on record for the newly enrolled individual. This time, we're looking at the account type of the Enroller on record, as well as the commission qualification status of the Enroller. If we encounter a Brand Partner who is not commission qualified, we will continue upward along the Enroller tree until we find the first and second qualified Brand Partner Enrollers. These individuals will be paid the level 1 and level 2 Fast Start Bonuses in calendar months two and three.

Only Brand Partner Enrollers can earn a Fast Start Bonus, and only Brand Partners may earn any other sales commissions from our Sales Compensation Plan.

Q. Does Fast Start Bonus compression apply to qualifying orders placed in Japan or Malaysia?

A. Yes! Fast Start Bonus compression was launched globally on November 1, 2022. No matter which version of the Fast Start Bonus applies, we will use Fast Start Bonus compression to locate the Brand Partner Enrollers who are eligible to receive this bonus. Brand Partner Enrollers must be qualified in each of the three calendar months in order to receive Fast Start Bonus commissions from qualifying orders placed in Japan and/or Malaysia.

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