



# YOUNG LIVING 2020 GLOBAL INCOME DISCLOSURE STATEMENT

As a direct-selling company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our brand partners to build a business or simply receive discounts on our products. Whatever your goals, we hope to count you among the millions of Young Living brand partners who have joined us in our mission enhance and empower lives around the world by sharing the unique benefits of essential oils.

## WHAT ARE MY INCOME OPPORTUNITIES?

Brand partners can earn commissions and bonuses as outlined in our Compensation Plan. As brand partners move up in the ranks of Young Living, they become eligible for additional income opportunities.

RANK	PERCENTAGE OF ALL BRAND PARTNERS <sup>1</sup>	ANNUAL INCOMES <sup>2</sup>				MONTHS TO ACHIEVE THIS RANK <sup>3</sup>		
		Lowest	Highest	Average	Median	Low	Average	High
ASSOCIATE	87.0%	\$0	\$1,824	\$4	\$0	N/A	N/A	N/A
STAR	9.5%	\$0	\$3,472	\$217	\$124	1	8	301
SENIOR STAR	2.1%	\$0	\$51,890	\$1,320	\$1,138	1	14	297
EXECUTIVE	1.0%	\$53	\$100,760	\$3,241	\$2,840	1	19	301
SILVER	0.3%	\$582	\$235,654	\$13,254	\$9,702	1	27	299
GOLD	0.1%	\$3,357	\$532,081	\$43,227	\$34,324	1	40	277
PLATINUM	< 0.1%	\$13,700	\$981,223	\$105,510	\$86,456	1	49	256
DIAMOND	< 0.1%	\$65,151	\$1,655,593	\$296,943	\$234,867	11	63	291
CROWN DIAMOND	< 0.1%	\$171,186	\$2,110,654	\$612,547	\$469,145	20	68	275
ROYAL CROWN DIAMOND	< 0.1%	\$348,370	\$3,125,729	\$1,367,354	\$1,149,399	30	84	275
ALL MEMBERS	100%	\$0	\$3,125,729	\$227	\$0	N/A	N/A	N/A

The income statistics in this statement are for incomes earned by all global brand partners who were active for any part of 2020. An “active” brand partner is a brand partner who made at least one product purchase in the previous 12 months.<sup>4</sup> Fifty-six percent (56%) of all brand partners who enrolled in 2019 did not make a purchase with Young Living in 2020. Seventy percent (70%) of all brand partners who enrolled in 2018 did not make a purchase with Young Living in 2020.

Note that the income paid to brand partners summarized in this disclosure do not include expenses incurred by a brand partner in the operation or promotion of his or her business, which can vary widely and might include product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs, and miscellaneous expenses. These figures should not be considered as guarantees or projections of your actual income or profits. Your success will depend on individual diligence, work, effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success.

- 1 Brand partners’ ranks may change during the year. These percentages are based on individual distributors’ highest achieved ranks earned during the year.
- 2 These incomes are categorized based on the highest achieved rank individual distributors earned throughout the entire year and may contain income earned at a lower rank.
- 3 These statistics are limited to those who achieved this rank for the first time in 2020.
- 4 Brand partners who have not made at least one product purchase in the previous 12 months have their membership inactivated.