

YOUNG LIVING®

運費試行計劃

Pilot Shipping Program

9至12月
September to
December

我如何受惠於新運費計劃?

How Would I Benefit from the New Shipping Rate Scheme?

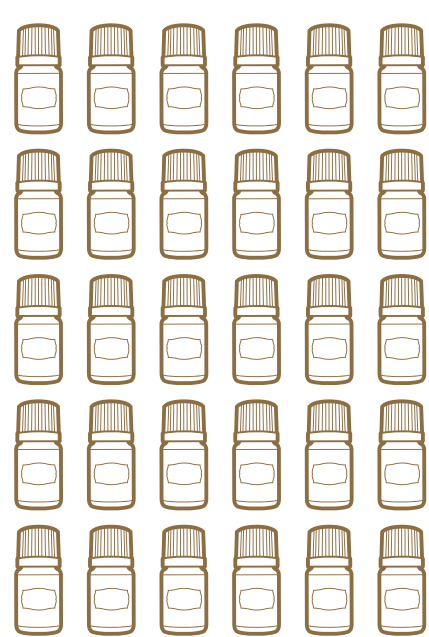
80% 訂單重量少於3公斤
平均運費節省了27%

80% of orders are below 3KG,
Average shipping decreased by 27%



3公斤訂單常見組合

Common Combinations of 3KG Orders



精油 X 30
Essential Oils



營養補充品 (Life 9)+
盜賊家居清潔液補充裝
Supplement (Life 9) +
Thieves Household Cleaner 1.8L



高級入門套裝(配水滴型擴香機)
Premium Starter Kit with
Dew Drop Diffuser

各類產品重量表

Weights of Various Types of Products

產品 Product	重量 Weight (kg)	產品 Product	重量 Weight (kg)
精油 Essential Oils (15ml)	0.1	高級入門套裝(配水滴型擴香機) Premium Starter Kit with Dew Drop Diffuser	2.5
滾珠精油 Roll-ons	0.1	盜賊高級入門套裝 Premium Starter Kit with Thieves	2.9
BLOOM膠原亮膚飲 Collagen Complete	1.4	寧夏紅高級入門套裝 Premium Starter Kit with NingXia Red	6.4
BLOOM植萃亮白潔面乳 Cleanser	0.2	水滴型擴香機 Dew Drop Diffuser	0.7
BLOOM植萃亮白乳液 Lotion	0.2	薰衣草潤澤洗髮乳 Lavender Shampoo	0.3
BLOOM植萃亮白精華 Essence	0.2	Life 9	0.2
寧夏紅基本獎勵套裝 NXR ER Kit	8.2	Slique Shake代餐	1
寧夏紅30包套裝 NXR Singles - 30ct	2.3	按摩油 Massage Oils	0.4
寧夏紅4枝套裝 NXR - 4pk	5.5	V-6綜合純植物油補充裝 V-6 Enhanced Vegetable Oil Refill	1.1
Thieves盜賊家居清潔液補充裝 Thieves Household Cleaner Refill	2		
Thieves盜賊倍加清新漱口水 Thieves Fresh Essence Mouthwash	0.3		
Thieves盜賊潔手泡沫補充裝 Thieves Foaming Hand Soap Refill	1.1		

* 重量只供參考，實際重量以系統為準
* Weights listed here are for reference only and are
subject to system's data

300PV 訂單推介組合

Recommended Combinations of 300PV Orders



寧夏紅基本獎勵產品套裝
NingXia Red® Essential Rewards Kit



膠原亮膚飲 X3
Bloom Collagen



1支17PV以上的精油
> 17PV Essential Oil



運費比較 (截至2020年8月21日)

Comparison of Shipping Rates

	YL新運費計劃	S速遞	Y速遞
3公斤	HK\$35	HK\$54	HK\$120
9公斤	HK\$65	HK\$126	HK\$120
15公斤	HK\$95	HK\$198	HK\$180

YOUNG LIVING®

運費試行計劃常見問題

Frequently Asked Questions about YL's Pilot Shipping Program

9至12月
September to
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1. 為甚麼要更換物流合作夥伴？

Why is Young Living Hong Kong changing its logistic partner?

由於公司業務不斷擴張，我們需要與規模更大、系統更完善的物流公司合作以滿足貨運及業務發展方面的需求；另外與原物流合作公司的合約期亦完滿結束，所以我們才更換物流合作夥伴，在此我們衷心感謝GO Logistics & Storage一直以來的幫忙。

新物流合作夥伴V-Logic將為會員提供升級送貨服務體驗，包括擴展至星期一至六的送貨時間、派遞前一天註明在翌日上午或下午送貨的短訊通知、穿著制服的派遞員以及印上Young Living標誌的包裹。

As our business expands, we would require a logistic company that is larger in scale and equipped with a more developed system, in order to meet our shipping and business development needs; another reason is that our contract with original partner has ended on good terms, hereby we would like to express our gratitude towards GO Logistics & Storage.

Our new logistic partner V-Logic will provide members with enhanced delivery experience, including extended delivery service dates of Monday to Saturday, SMS notification sent one day prior to delivery that specifies whether delivery will be in the morning or afternoon, couriers who will wear uniform when performing delivery duty and parcel packaging with YL logo printed on it.

2. 為甚麼取消YL Go / YL Go+ 運費優惠計劃？

Why are YL Go / YL Go+ Shipping Programs being retired?

YL Go/ YL Go+ 屬於優惠推廣，並不是常規運費計算方法，而香港亦是美國總部外唯一推行此優惠的地區，推出初時是為了配合公司當時的業務發展。因此，取消YL Go / YO Go+ 是全球市場的發展方向，取而代之的是同樣貼心和優秀的新運費計劃。

YL Go/ YL Go+ were special promotions instead of routine ways of calculating shipping rates. They were to coordinate with company's business development at the time of launch, Hong Kong was also the only city to run this program on a trial basis besides headquarter in the U.S. Withdrawing YL Go that was loved by many is a global direction, and we are paving the way for a competitive shipping program in lieu of YL Go / YL Go+.

3. 在新的運費計算機制下，有多少客戶能夠受惠，以及能如何受惠？

How many customers would benefit from the new shipping rate scheme, and how can they be benefited?

現時每月超過8成的訂單重量皆在3公斤以下，相比舊運費機制，在新機制下只需付HK\$35運費。因此，逾8成客戶均會受惠於新運費機制，每張訂單的運費平均較之前低27%。

As of now, over 80% of monthly orders are below 3KG, which shipping fee will only be HK\$35 when compared to the old shipping program. Therefore, more than 80% of customers will benefit from the new shipping rate scheme and each order's shipping fee is 27% lower than before on average.

4. 3公斤的訂單可購買多少產品？

How many products can be bought with a 3KG order?

3公斤已等於約30支精油的重量，因此可購買的產品其實不少。您亦可參考「3公斤訂單常見組合」一圖所列出的其他3公斤貨品組合

Three KG equals to the weight of 30 bottles of essential oils, therefore quite a lot of products can be bought with one 3KG order. You may also check out the visual of "Common Combinations of 3KG Orders" for other product combinations.

5. 新的運費計算機制會永久實行嗎？

Will this new shipping rate scheme be implemented on a permanent basis?

新機制會在2020年9月至12月期間試行，我們會收集會員意見並評估成效，再制訂2021年之運費計算機制。未來我們也會按年檢視機制，並視需要調整。

The new scheme will run as a pilot program from September to December 2020, we will collect members' feedback and evaluate its effectiveness to implement shipping scheme of 2021. We will also review on a yearly basis in the future and adjust as needed.

6. 我可如何得知訂單的運費金額？

How can I find out my order's shipping fee?

我們將會在網站的產品頁面註明貨品重量供客戶參考，如欲了解各類產品之重量，可參考上方各類產品重量表。

We will specify products' weights on product pages on our website for customers' reference. For details on weights of different product types, you may refer to the table of Weights of Various Types of Products above.

7. Young Living訂立新運費計算機制的準則是甚麼？

What do Young Living base on when coming up with this new shipping rate scheme?

新的運費機制是經過一系列詳細市場和數據分析而制訂出的一個合理及貼近市場的計劃，務求令大多數客戶受惠。新機制下的運費較香港的兩間大型快遞公司——S速遞及Y速遞為低：

The new scheme is set up after going through a series of detailed market and data research, to provide a reasonable program for customers thus benefit the majority of them. The shipping rate under new scheme is lower than 2 of the largest delivery service providers in Hong Kong — Company S and Company Y:

	YL新運費計劃 YL's New Shipping Program	S速遞 (截至2020年8月21日)	Y速遞 (截至2020年8月21日)
3公斤 _{kg}	HK\$35	HK\$54	HK\$120
9公斤 _{kg}	HK\$65	HK\$126	HK\$120
15公斤 _{kg}	HK\$95	HK\$198	HK\$180

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