



## Seville 2020 YL Breakthrough YLMY Incentive Trip FREQUENTLY ASKED QUESTION (FAQ)

Q1. WHAT IS THE QUALIFICATION PERIOD FOR YOUNG LIVING BREAKTHROUGH (YLB)?

A. The qualification period begins April 1, 2020, at 12:01 a.m. MYT and ends July 31, 2020, at 11:59 p.m. MYT.

Q2. WHEN IS YLB INCENTIVE TRIP?

A. The incentive trip will take place in mid or end October 2020. The actual travel dates will be announced when available.

Q3. WHERE WILL THE YLB INCENTIVE TRIP TAKE PLACE?

A. The YLB winner will travel from their home country to Seville, Spain.

Q4. CAN I ARRIVE EARLY OR EXTEND MY TRIP?

A. All winners and any travel companions must set off together on the same itinerary and possess all required travel documents. If you and/or your guests choose to extend your trip outside of the event dates, you may do so at your own cost, based on availability. Young Living will not cover additional expenses for early arrivals or late departures.

Q5. WILL YOUNG LIVING PAY FOR MY TRANSPORTATION TO AND FROM THE AIRPORT?

A. Travel costs incurred between your home and the airport are at your own expense. Travel costs incurred between the Seville Airport and destinated hotel within the program dates and time will be paid for by Young Living if they are part of the event program.

Q6. WILL YOUNG LIVING PAY FOR MY BAGGAGE FEES?

A. Baggage fees and other expenses are solely the responsibility of the winner.

Q7. WILL YOUNG LIVING PAY FOR MY INSURANCE COVERAGE?

A. Travel insurance is mandatory for every traveler and is not covered by Young Living. Winner and guests may select any travel insurance of your choice and must show proof of travel insurance prior to boarding the flight.



Q8. WHAT IS INCLUDED IN YLB INCENTIVE TRIP?

- 6D5N trip to Seville, Spain (for 2 pax, winner + co-applicant/guest\*)
- Transportation to and from the airport in Seville
- 2 x intentional leadership training sessions with Young Living professionals
- Visit to Young Living's Partnering Vida De Seville Distillery for a Frankincense/Myrrh/Cistus Seed to Seal® experience
- Seville City Tours
- YL Spiritual Activities
- Welcome Lunch
- Gala Dinner in Spanish Style

Q9. CAN NFR MEMBERS PARTICIPATE IN YLB?

A. Only On-The-Ground (OTG) members can participate in YLB via registering through their own market's hosting channel.

Q10. CAN CROWN DIAMOND AND ROYAL CROWN DIAMOND MEMBERS PARTICIPATE IN YLB?

A. Only Silver to Diamond members are welcome to join YLB. Crown Diamond and Royal Crown Diamond members are allowed to buy-in while leadership training sessions are only open to winners.

Q11. WHEN WILL I BE NOTIFIED IF I QUALIFY FOR YLB PRIZES?

A. Winners will be notified on September 8, 2020, once all auditing has been completed.

Q12. AM I ELIGIBLE FOR A PRIZE IF I TURN 18 DURING THE PROGRAM PERIOD?

A. The program is open to active members who are in good standing with Young Living and who will be 18 years of age or older or the majority age in their jurisdiction as of February 1, 2020.

Q13. WHO CAN I BRING AS MY GUEST?

A. Your guest can be anyone of your choosing who is at least 18 years of age, including co-applicants or downlines. Please see the exceptions in the following questions.



Q14. CAN I BRING MORE THAN ONE GUEST ON YLB INCENTIVE TRIP WITH ME?

A. Winner can only bring 1 guest to the trip. Please be advised that all event activities, meals, excursions, transportation etc., are for winners and their registered guest only.

Q15. HOW CAN I CHECK MY YLB PERFORMANCE?

A. There would be a portal that participants can access to check the weekly update of business growth, personal productivity and team management goals.

Q16. WHEN WILL THE YLB PORTAL BE ACCESSIBLE?

A. Portal will go live on April 6, 2020.

Q17. HOW FREQUENTLY WILL THE PORTAL BE UPDATED?

A. The YLB Portal will be updated weekly, before noon every Monday.

Q18. WHO WILL BE SUBJECTED TO BUSINESS GROWTH CRITERIA EXCLUSION?

A. Participants that exceed the minimum or maximum BOGV as stated in the Business Growth criteria table will be given a minimum or maximum cap in QOGV growth.

Q19. WHAT IF I JOIN AS A PAID EXECUTIVE IN FEBRUARY 2020?

A. Executives will have the same qualification goals as a Silver where Minimum QOGV is 68,000 or more.

Q20. WHAT IF I AM A NEW SILVER IN FEBRUARY 2020 AND HAVE LESS THAN 40K OGV IN MY BASELINE MONTHS?

A. Executives and Silvers have to compete at a minimum BOGV of 40k + incremental 28k if their BOGV is less than 40k

Q21. FOR PERSONAL PRODUCTIVITY GOAL, CAN I ENROLL ANYONE?

A. Participants must personally enroll TWO new members per month with minimum 100PV each within APAC markets only (whether with or without YL physical office). If in doubt, please contact your sales coach to verify.



Q22. CAN I ENROLL 1 NEW MEMBER THIS MONTH AND MAKE UP WITH 3 ENROLLMENTS NEXT MONTH?

A. No, participants must enroll minimum TWO new members in every qualifying month of the program to fulfill Personal Productivity Goal.

Q23. FOR TEAM MANAGEMENT GOAL, HOW DO I DIFFERENTIATE BETWEEN QUALIFYING LEG VS NON-QUALIFYING LEG

A. Qualifying legs are the legs (level 1 downlines) that qualify you for your paid rank at that month. For example, to qualify for a Silver rank, one must have two legs with at least 4k OGV. The two legs with minimum 4k OGV will be the qualifying legs for the Silver, the rest of legs will be non-qualifying legs. If the Silver has 3 legs with 4k OGV and above, the top two legs with higher OGV amount will be the qualifying legs.

Q24. FOR TEAM MANAGEMENT GOAL, CAN I GROW ANY NON-Q LEG TO GOAL?

A. You must choose only ONE non-Q leg to grow the required amount of OGV vs BOGV. This non-Q leg must be a YL member within APAC markets (whether with or without YL physical office). If in doubt, please contact your sales coach to verify.

Q25. FOR TEAM MANAGEMENT GOAL, CAN I CHOOSE TO UPRANK ANY DOWNLINE TO EXECUTIVE(/SILVER)?

A. The Downline to Uprank (D2U) must be within the organization of your selected non-Q leg (can be the non-Q leg's downline or the non-Q leg himself/herself). The D2U must be personally enrolled by you, and must be a YL member within APAC markets (whether with or without YL physical office).

Q26. FOR TEAM MANAGEMENT GOAL, IF I MUST UPRANK SOMEONE TO EXECUTIVE(/SILVER) BY JULY 2020 AND MAINTAINED IN AUGUST 2020, MUST IT BE A NEW RANK UP?

A. You can choose to rank up someone new (who has never achieved Executive rank before) or to re-rank someone. By re-rank, the D2U must not be an Executive in recent months, i.e. the D2U must not have been paid as an Executive during Baseline Months (November 2019-February 2020) nor in Registration Month (March 2020).

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