

SIMPLIFIED DEFINITIONS

Compression - Fast Start Bonus: Fast Start Bonus commissions will be compressed upward. The Level 1 Fast Start Bonus will be awarded to the first Brand Partner Enroller in the Enroller tree. The Level 2 Fast Start Bonus will be awarded to the second qualified Brand Partner Enroller in the Enroller tree.

Compression - Unilevel Commissions: If a Customer or Brand Partner does not have 100 PV, their volume is combined, or compressed, with all of the volume down to and including the next Customer or Brand Partner with 100 PV to form a level.

Enroller: The person who places a new Young Living Brand Partner in an organization. Enrollers may be eligible to qualify for financial bonuses.

Generation: A Silver or higher-ranked Brand Partner and their entire organization.

Generation Commissions: Based on a Brand Partner’s monthly rank of Silver or higher, a commission is paid on the OGV of each Silver or higher in the Brand Partner’s organization, down to the next Silver or higher-ranked Brand Partner, down to eight generations.

Leg: Each new Customer or Brand Partner becomes a new Leg directly under the person who sponsors them.

Leg @ OGV: The number of Qualifying Legs and the OGV required per Leg for rank qualification.

Level: Brand Partners who are directly sponsored by another Brand Partner are considered the sponsoring Brand Partner’s first level. Any person sponsored by the new first level individual becomes second level to the original Sponsor and so on.

Organizational Group Volume (OGV): The monthly volume within a Brand Partner’s organization.

Personal Generation Commissions: Commissions paid to Silver or higher Brand Partners on all volume in their organization, down to but excluding the next Silver or higher ranked Brand Partner.

Personal Group Volume (PGV): The sum of all PV of all Brand Partners and Customers outside of the Brand Partner’s qualifying legs and any legs ranked as Silver or higher.

Personal Volume (PV): The total Product Value or Point Value attributed to a Brand Partner’s personal purchases.

Qualifying Leg: Any sponsored, first level Leg with the required OGV is a Qualifying Leg.

Sponsor: The person under whom a new Brand Partner is directly sponsored. The Sponsor may also be the Enroller.

Unilevel Commissions: The percentage paid on the first five levels of an organization: 8% at level one, 5% at level two and 4% each at levels three through five.



PLEASE CONTACT:

This document is intended to serve as a guide but is subject to the definitive Terms and Definitions for the Compensation Plan.

For average earnings, see Young Living's Income Disclosure Statement at youngliving.com/IDS/

SALES COMPENSATION PLAN

Rise Above



CREATING A FOUNDATION

Young Living’s sales compensation plan is designed to help you achieve abundance.

QUALIFICATIONS	ASSOCIATE		STAR	SENIOR STAR	EXECUTIVE
PERSONAL VOLUME (PV)	50	100	100	100	100
OGV			500	2,000	4,000
PGV					
LEG @ OGV					2 @ 1,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES			
LEVEL 1	8%	8%	8%	8%
LEVEL 2	5%	5%	5%	5%
LEVEL 3		4%	4%	4%
LEVEL 4			4%	4%
LEVEL 5				4%

ADDITIONAL EARNING OPPORTUNITIES

FAST START BONUS

- Earn a generous 50% bonus on your new, personally enrolled Brand Partners’ orders during their first calendar month. No PV required to qualify!
- Earn a 25% bonus on your new, personally enrolled Brand Partners’ orders during their second and third calendar months. 50 PV required to qualify.
- Second-level Enrollers earn 10% on the newly enrolled Brand Partners’ orders during the second and third calendar months. 50 PV required to qualify.

RETAIL EARNINGS

- When you personally sponsor retail customers, you can earn the 24% difference between the retail and wholesale price for their orders.

STARTER KIT BONUS

- Earn a one-time \$25 cash bonus when your new, personally enrolled Brand Partner orders a Premium Experience Set. Brand Partners must purchase a Premium Experience Set in the same month as enrolled to qualify.

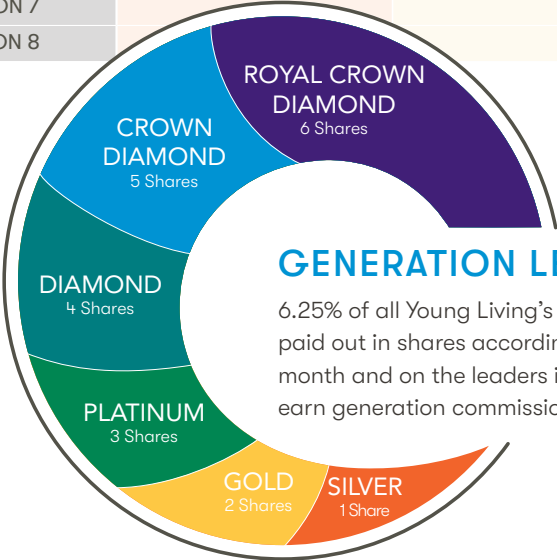
BUILDING YOUR BUSINESS

Building on your foundation, you can now focus on helping others create their success.

QUALIFICATIONS	SILVER	GOLD	PLATINUM
PV	100	100	100
OGV	10,000	35,000	100,000
PGV	1,000	1,000	1,000
LEG @ OGV	2 @ 4,000	3 @ 6,000	4 @ 8,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES		
LEVEL 1	8%	8%	8%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

GENERATION COMMISSION PERCENTAGES			
PERSONAL GENERATION	2.5%	2.5%	2.5%
GENERATION 2	3%	3%	3%
GENERATION 3	3%	3%	3%
GENERATION 4		3%	3%
GENERATION 5			3%
GENERATION 6			
GENERATION 7			
GENERATION 8			



GENERATION LEADERSHIP BONUS

6.25% of all Young Living’s monthly commissionable sales is paid out in shares according to the rank you achieved for the month and on the leaders in your organization on which you earn generation commissions.

DEVELOPING LEADERS

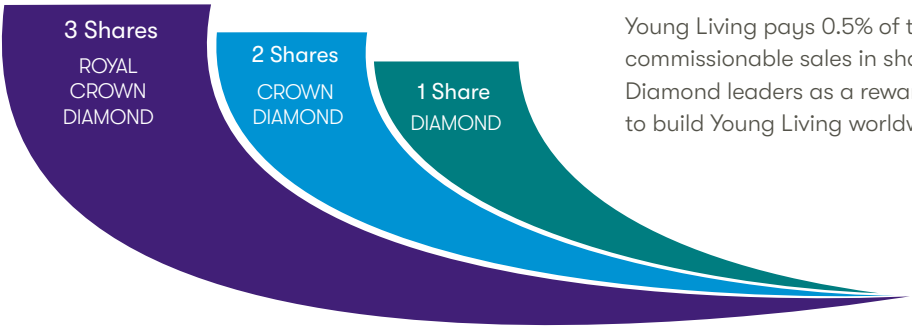
Share the joy of an abundant life by leading others to success as you share the Young Living mission throughout the world.

QUALIFICATIONS	DIAMOND	CROWN DIAMOND	ROYAL CROWN DIAMOND
PV	100	100	100
OGV	250,000	750,000	1,500,000
PGV	1,000	1,000	1,000
LEG @ OGV	5 @ 15,000	6 @ 20,000	6 @ 35,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES		
LEVEL 1	8%	8%	8%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

GENERATION COMMISSION PERCENTAGES			
PERSONAL GENERATION	2.5%	2.5%	2.5%
GENERATION 2	3%	3%	3%
GENERATION 3	3%	3%	3%
GENERATION 4	3%	3%	3%
GENERATION 5	3%	3%	3%
GENERATION 6	3%	3%	3%
GENERATION 7		3%	3%
GENERATION 8			1%

DIAMOND LEADERSHIP BONUS



Young Living pays 0.5% of the monthly commissionable sales in shares to Diamond leaders as a reward for helping to build Young Living worldwide.