



# Understanding COMP PLAN 101





# By the end of this presentation, you will:

- Know the basic terms used in Young Living
- Develop an understanding of Young Living's compensation plan
- Understand the bonuses & commissions that can be earned as a new Young Living member



# CLASS PREVIEW

- Basic terms
- Requirements to earn bonuses and commission
- Enroller bonuses (Starter Kit and Fast Start Bonus)
- Unilevel commission



# Basic Terms





# BASIC TERMS

- **Enroller:** The individual responsible for introducing a new member to Young Living.
- **Sponsor:** A new member's upline and main support; the sponsor may also be the enroller.



SPONSOR/ENROLLER



YOU



# BASIC TERMS

- **Enroller:** The individual responsible for introducing a new member to Young Living.
- **Sponsor:** A new member's upline and main support; the sponsor may also be the enroller.



ENROLLER



SPONSOR



YOU



# BASIC TERMS

## PV (Personal Volume)

- Points attached to every YL Product which are basis for bonus and commission computations
- Total points/value you personally purchased in a month
- Used for PV Promo
- Requirement for commission eligibility and rank advancement



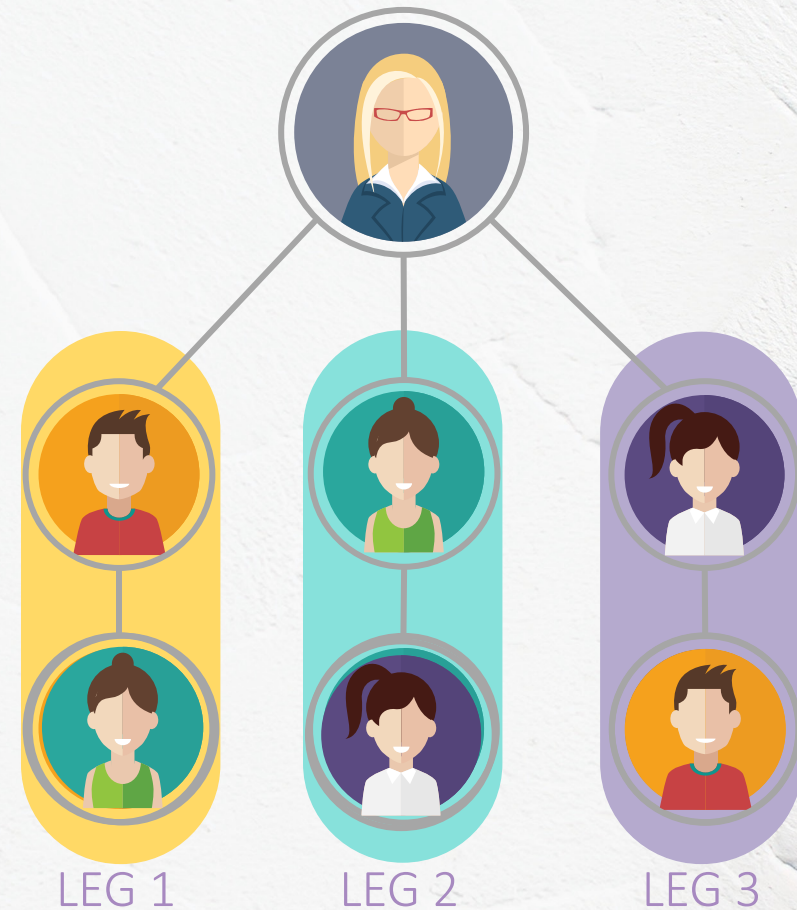
YOU 100 PV



# BASIC TERMS

## Legs:

- Each personally sponsored member is considered a leg.
- Legs run vertically down.
- In order for a leg to count there must be 100PV at the top of the leg.

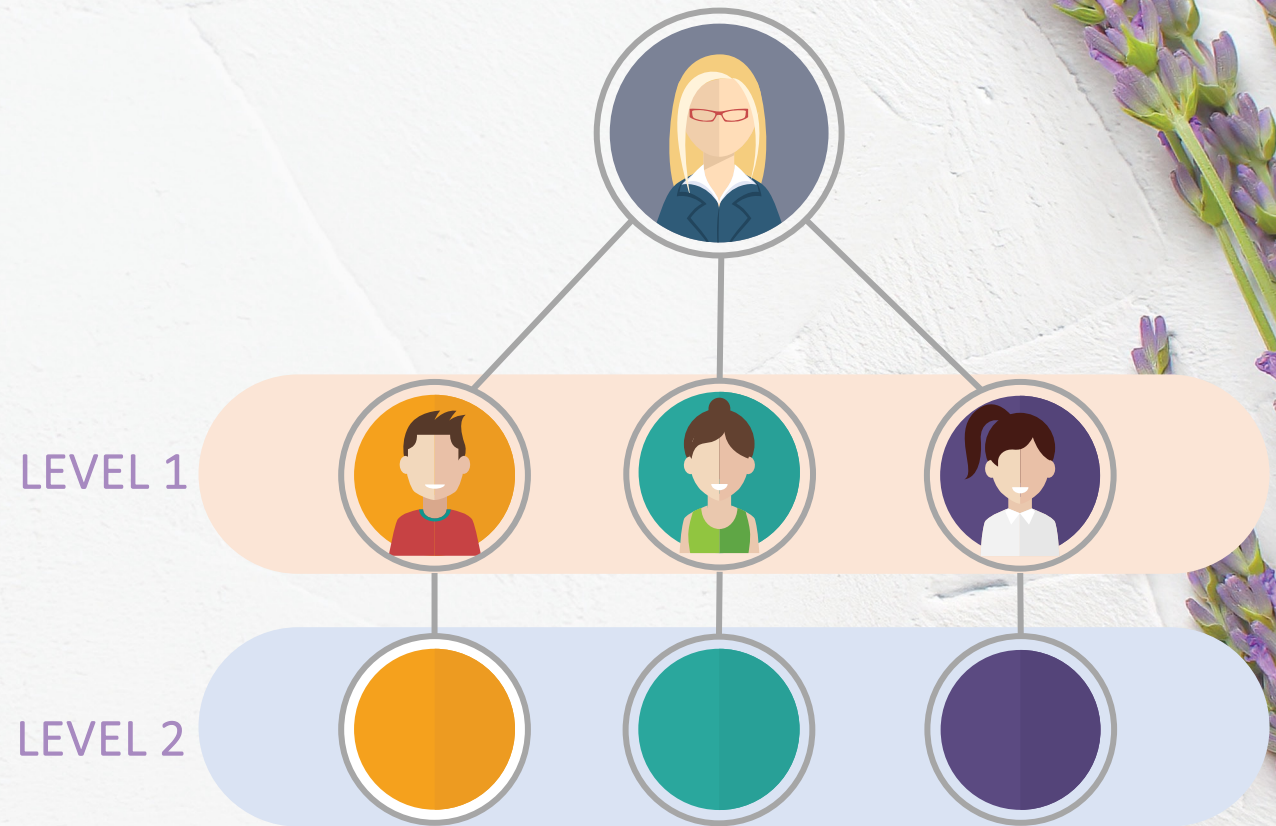




# BASIC TERMS

## Levels:

- The position of a member within an organization.
- Members who are directly sponsored by another member are considered the sponsoring member's first level.
- Levels run horizontally across.





# BASIC TERMS

## OGV (Organizational Group Volume)

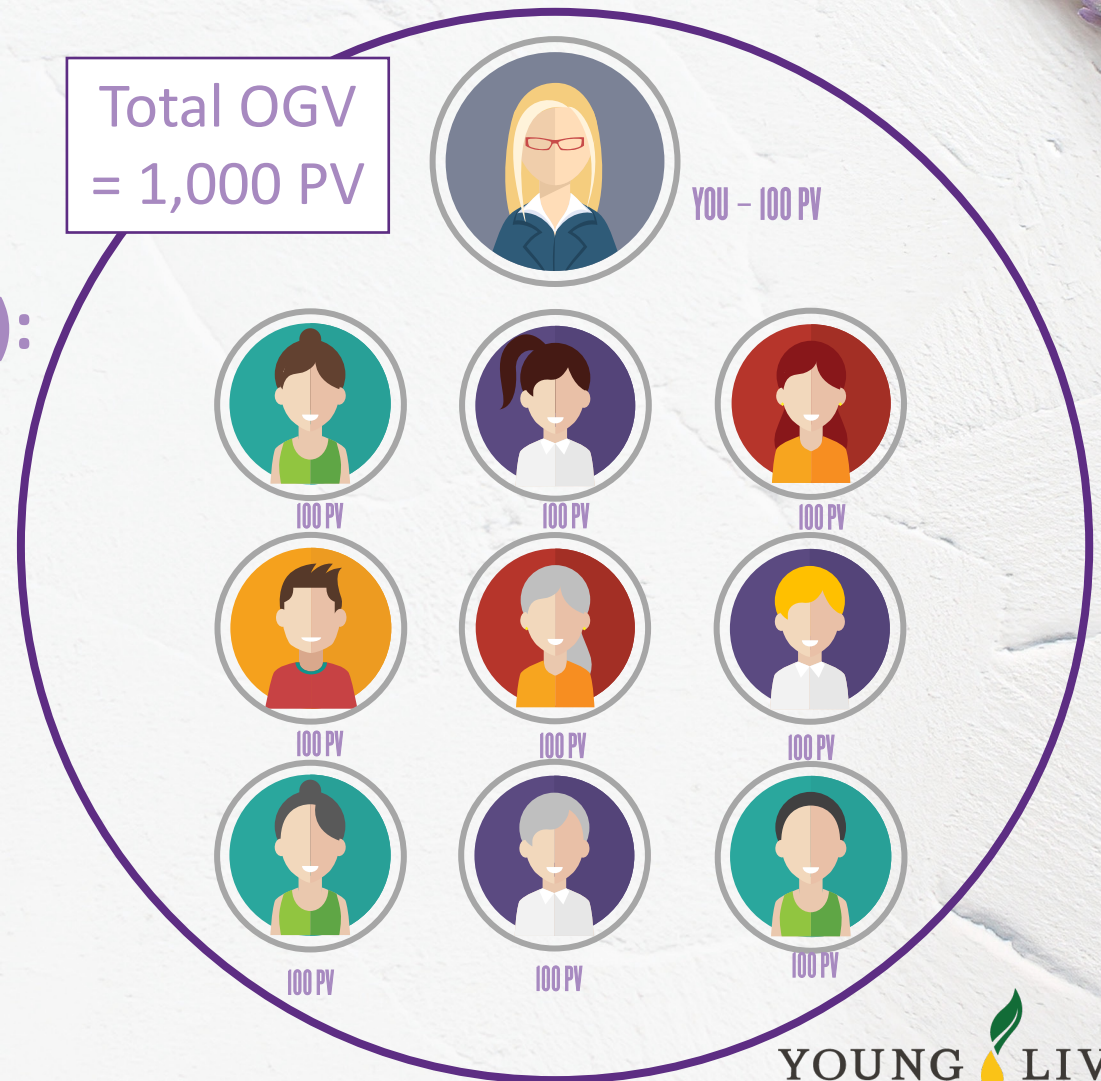
- The total volume that you and your organization have collectively purchased for the month.





# BASIC TERMS

- **OGV (Organizational Group Volume):**  
The total volume that you and your organization have collectively purchased for the month.





# BASIC TERMS

- **OTG** On-The-Ground products
- **NFR** Not-For-Resale products
- **ER** Essential Rewards
- **VO** Virtual Office
- **LH** Live Help



# BONUSES AND COMMISSIONS



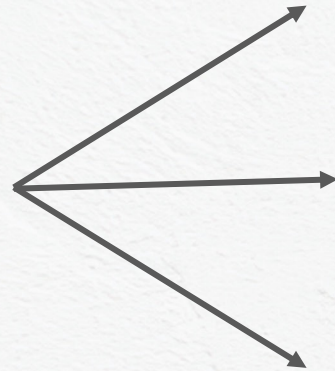


# BONUSES AND COMMISSIONS

Members can earn the following when they introduce new members to the Young Living lifestyle.



ENROLLER/SPONSOR



1. Starter Kit Bonus (Enroller)

2. Fast Start Bonus (Enroller)

3. Unilevel Commission (Enroller/Sponsor)







# Enrollment Bonuses



# ENROLLMENT BONUSES: Bonuses earned upon enrolling a new member

## Starter Kit Bonus (with 50 PV requirement)

- Earn **\$25** when a new member purchases a Premium Experience Set

## Fast Start Bonus

- **FSB Level 1 Enroller:** Earn **50%** of total PV purchase for the 1st month and earn **25%** from 2<sup>nd</sup> and 3<sup>rd</sup> months of enrollment.
- **FSB Level 2 Enroller's Enroller:** Earn **10%** of total PV purchase for the 2<sup>nd</sup> and 3<sup>rd</sup> months of enrollment.





# ENROLLMENT BONUSES: Bonuses earned upon enrolling a new member

## 1. Starter Kit Bonus

Earn **\$25** when a new member purchases a PREMIUM EXPERIENCE SET

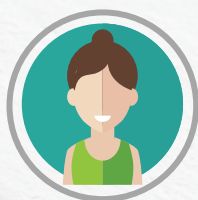




# ENROLLMENT BONUSES: Bonuses earned upon enrolling a new member

## 2. Fast Start Bonus

### Level 1 Enroller



ENROLLER



Earn **50%** of total PV purchase of 1<sup>st</sup> month of enrollment, and 25% from 2<sup>nd</sup> and 3<sup>rd</sup> months of enrollment.

NO MAXIMUM.

Month 1  
50%  
\$50

Month 2  
25%  
\$25

Month 3  
25%  
\$25



# ENROLLMENT BONUSES: Bonuses earned upon enrolling a new member

## Fast Start Bonus

Level 2 Enroller



ENROLLER's Enroller - Jam



Enroller - Amy

Earn **10%** of total PV purchase of the 2<sup>nd</sup> and 3<sup>rd</sup> month of enrollment.

NO MAXIMUM.

Month 1  
0

Month 2  
10%  
\$10

Month 3  
10%  
\$10



## EXAMPLE ON PES: FSB level 1 Month 1



ENROLLER

Month 1  
Enrollment Month  
50% X 100PV  
\$50 = PHP 2,560

Month 2  
25% X 100PV  
\$25 = PHP 1,280

Month 3  
25% X 100PV  
\$25 = PHP 1,280

**\*NO MAXIMUMS!!**

Enroll 2 X \$ 50 = \$ 100

\$100 X PHP 51.2 = PHP 5,120

Enroll 5 X \$ 50 = \$ 250

\$250 X PHP 51.2 = PHP 12,800

**With Starter Kit Bonus (with 50PV Requirement)**

Enroll 2 = 2 (\$25 SB + \$50 FSB)  
2 X \$75  
\$150 X PHP 51.20  
PHP 7,680

Enroll 5 = 5 (\$25 SB + \$50 FSB)  
5 X \$75  
\$375 X PHP 51.20  
PHP 19,200



## ENROLLMENT BONUSES: Bonuses earned upon enrolling a new member

	MAY Enrollee Purchases 100 PV PES	JUNE Enrollee Purchases 250 PV	JULY Enrollee Purchases 1000 PV	AUGUST Enrollee Purchases 350 PV
Starter Kit Bonus	\$25 \$25 X PHP 51.2 PHP 1,280	-	-	-
Fast Start Bonus (Level 1)	50% of 100PV .50 X 100PV = \$50 PHP 2,560	25% of 250PV .25 X 250PV = \$62.5 PHP 3,200	25% of 1000PV .25 X 1000PV = \$250 PHP 12,800	-
Total Enroller Payout	\$75 \$75 X PHP 51.2 PHP 3,840	\$62.5 PHP 3,200	\$250 PHP 12,800	-

This is for illustrative purposes only | Potential income numbers are based on 2020 Global IDS | Conversion rate: \$1 = ₱51.20 | Amount indicated is Gross Income, subject to local taxes.



# Unilevel Commission

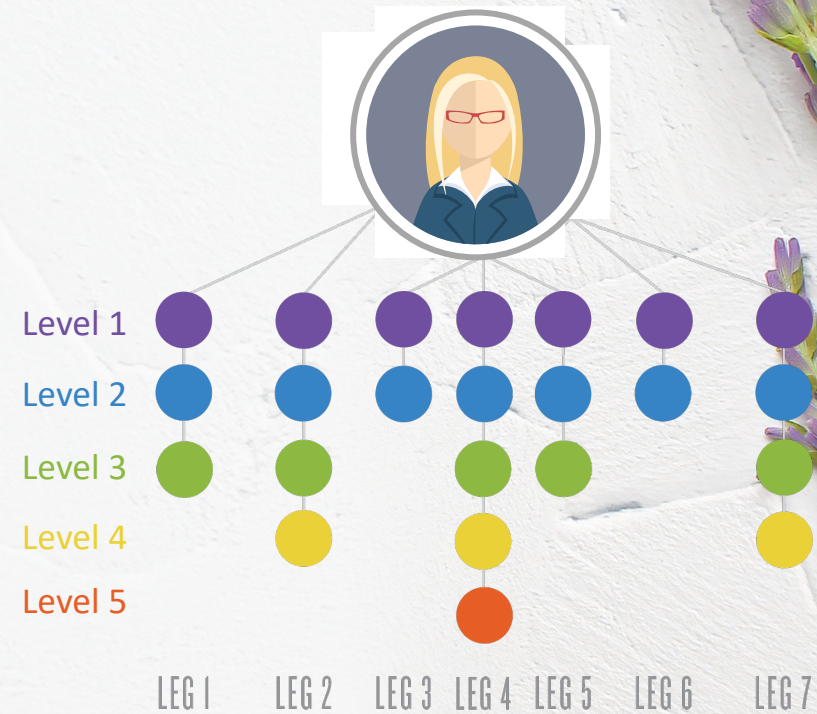




### 3. UNILEVEL COMMISSION: Must have 100 PV to qualify

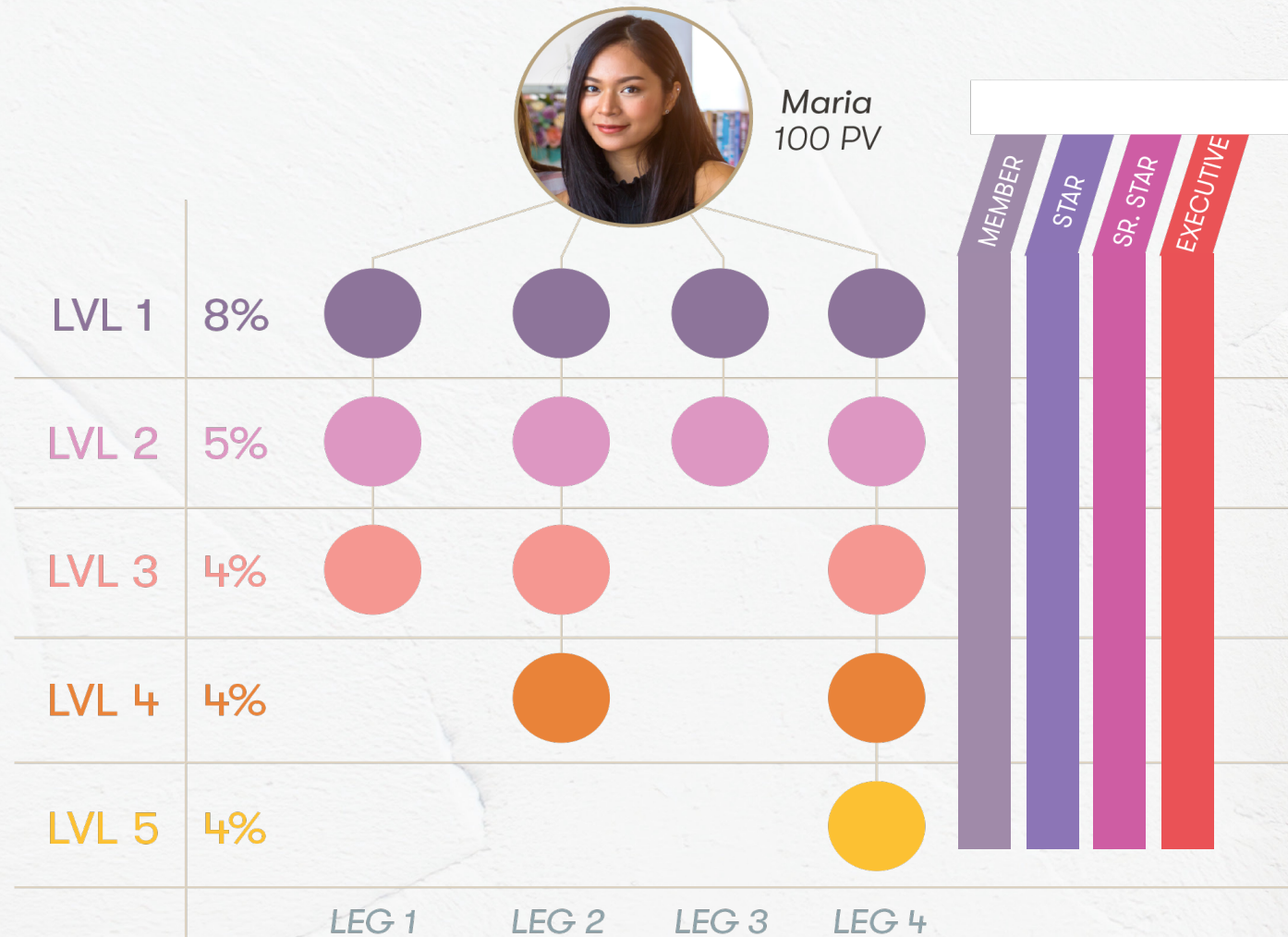
**Unilevel** is the term used to define the percentage of commission earned for each level based on your current rank.

- Members who order 100 PV in any given month will be paid unilevel commission on any of their downline's volume in that month.
- The depth on which unilevel commission is paid is based on the member's current rank.





### 3. UNILEVEL COMMISSION: Must have 100 PV to qualify





# CREATING A FOUNDATION:

Young Living's Compensation Plan is designed to help you achieve abundance

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



# CREATING A FOUNDATION:

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PV	50	100	100	100	100
OGV			500	2,000	4,000
PGV					
LEG (VOLUME PER EACH 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%



# COMPRESSION

Compression combines all orders under 100PV on each level to maximize payout.

50 PV



75 PV



100 PV



140 PV



100 PV



75 PV



100 PV



100 PV





# COMPRESSION

Compression combines all orders under 100PV on each level to maximize payout.

$$50\text{PV} + 75\text{PV} + 100\text{PV} = 225\text{PV}$$
$$8\% \times 225\text{PV} = \$18$$

50 PV



75 PV



100 PV



140 PV



100 PV



75 PV



100 PV



100 PV



8% LEVEL I





# COMPRESSION

Compression combines all orders under 100PV on each level to maximize payout.

$$50\text{PV} + 75\text{PV} + 100\text{PV} = 225\text{PV}$$
$$8\% \times 225\text{PV} = \text{\$18}$$

$$5\% \times 140\text{PV} = \text{\$7}$$

50 PV



75 PV



100 PV



140 PV



100 PV



75 PV



100 PV



100 PV



8% LEVEL 1

5% LEVEL 2





# COMPRESSION

Compression combines all orders under 100PV on each level to maximize payout.

$$50PV + 75PV + 100PV = 225PV$$
$$8\% \times 225PV = \text{\$18}$$

$$5\% \times 140PV = \$7$$

$$4\% \times 100PV = \$4$$

50 PV



75 PV



100 PV



140 PV



100 PV



75 PV



100 PV



100 PV



8% LEVEL 1

5% LEVEL 2

4% LEVEL 3





# COMPRESSION

Compression combines all orders under 100PV on each level to maximize payout.

$$50PV + 75PV + 100PV = 225PV$$
$$8\% \times 225PV = \$18$$

$$5\% \times 140PV = \$7$$

$$4\% \times 100PV = \$4$$

$$75PV + 100PV = 175PV$$
$$4\% \times 175PV = \$7$$

50 PV



75 PV



100 PV



140 PV



100 PV



75 PV



100 PV



100 PV



8% LEVEL 1

5% LEVEL 2

4% LEVEL 3

4% LEVEL 4





# COMPRESSION

Compression combines all orders under 100PV on each level to maximize payout.

$$50PV + 75PV + 100PV = 225PV$$
$$8\% \times 225PV = \text{\$18}$$

$$5\% \times 140PV = \text{\$7}$$

$$4\% \times 100PV = \text{\$4}$$

$$75PV + 100PV = 175PV$$
$$4\% \times 175PV = \text{\$7}$$

$$4\% \times 100PV = \text{\$4}$$

50 PV

75 PV

100 PV

140 PV

100 PV

75 PV

100 PV

100 PV

8% LEVEL 1

5% LEVEL 2

4% LEVEL 3

4% LEVEL 4

4% LEVEL 5





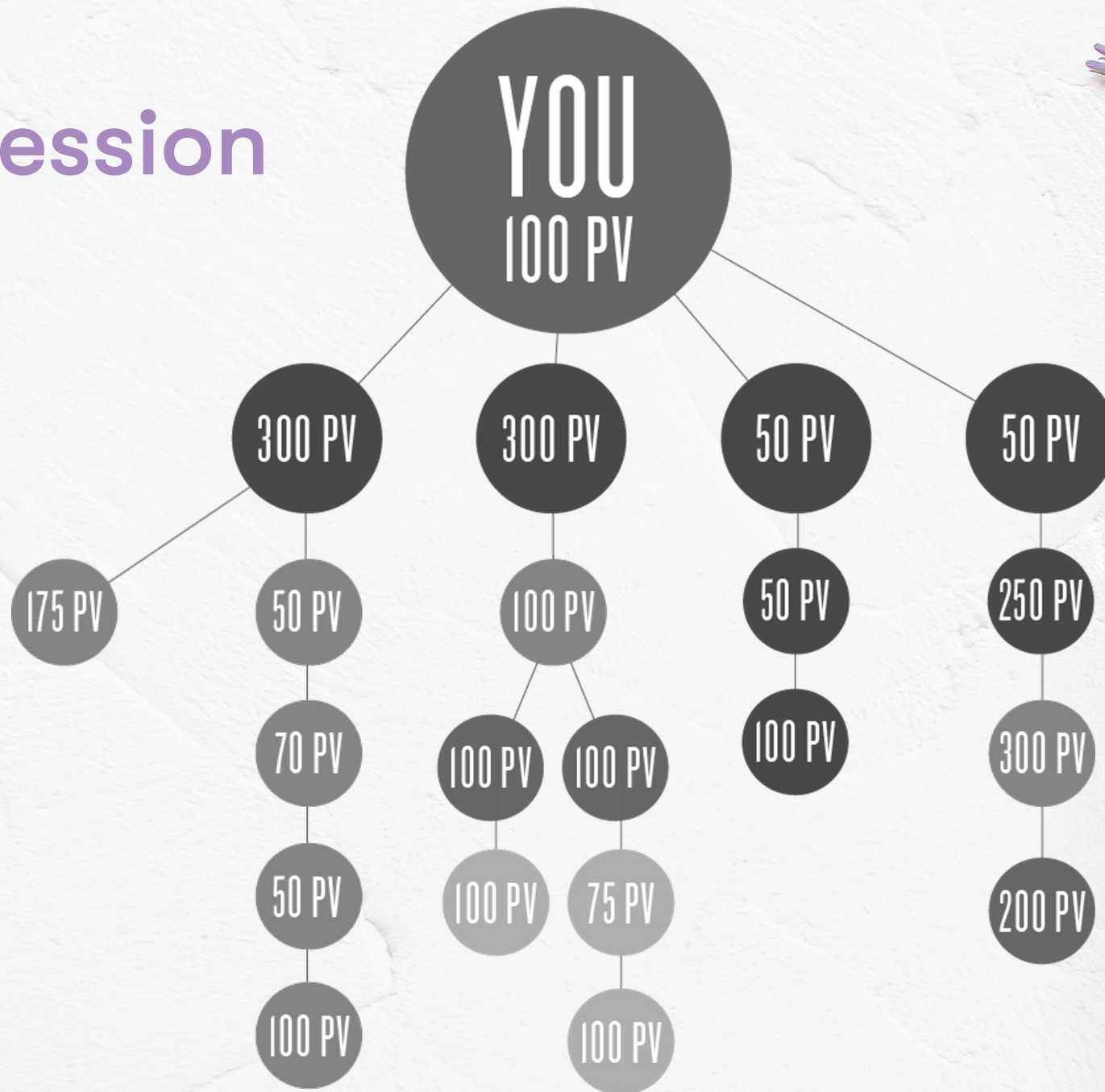
# EARNINGS WITH YOUNG LIVING

	MAY Enrollee Purchases 100 PV PES	JUNE Enrollee Purchases 250 PV	JULY Enrollee Purchases 1000 PV	AUGUST Enrollee Purchases 350 PV
Starter Kit Bonus	<b>\$25</b> \$25 X PHP 51.2 PHP 1,280	-	-	-
Fast Start Bonus (Level 1)	<b>50% of 100PV</b> .50 X 100PV = \$50 PHP 2,560	<b>25% of 250PV</b> .25 X 250PV = \$62.5 PHP 3,200	<b>25% of 1000PV</b> .25 X 1000PV = \$250 PHP 10,240	-
Unilevel Commission Assumed on Level 1	-	30% X 8%(250PV) .3 X \$20 = \$6 PHP 307.2	30% X 8%(1000PV) .3 X \$80 = \$24 PHP 1,228.8	4 <sup>th</sup> month onwards 8% X 350PV = \$28 PHP 1,433.6
Total Enroller Payout	<b>\$75</b> <b>PHP 3,840</b>	<b>\$68.5</b> <b>PHP 3,507.2</b>	<b>\$224</b> <b>PHP 11,468.8</b>	<b>\$28</b> <b>PHP 1,433.6</b>

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# Compression



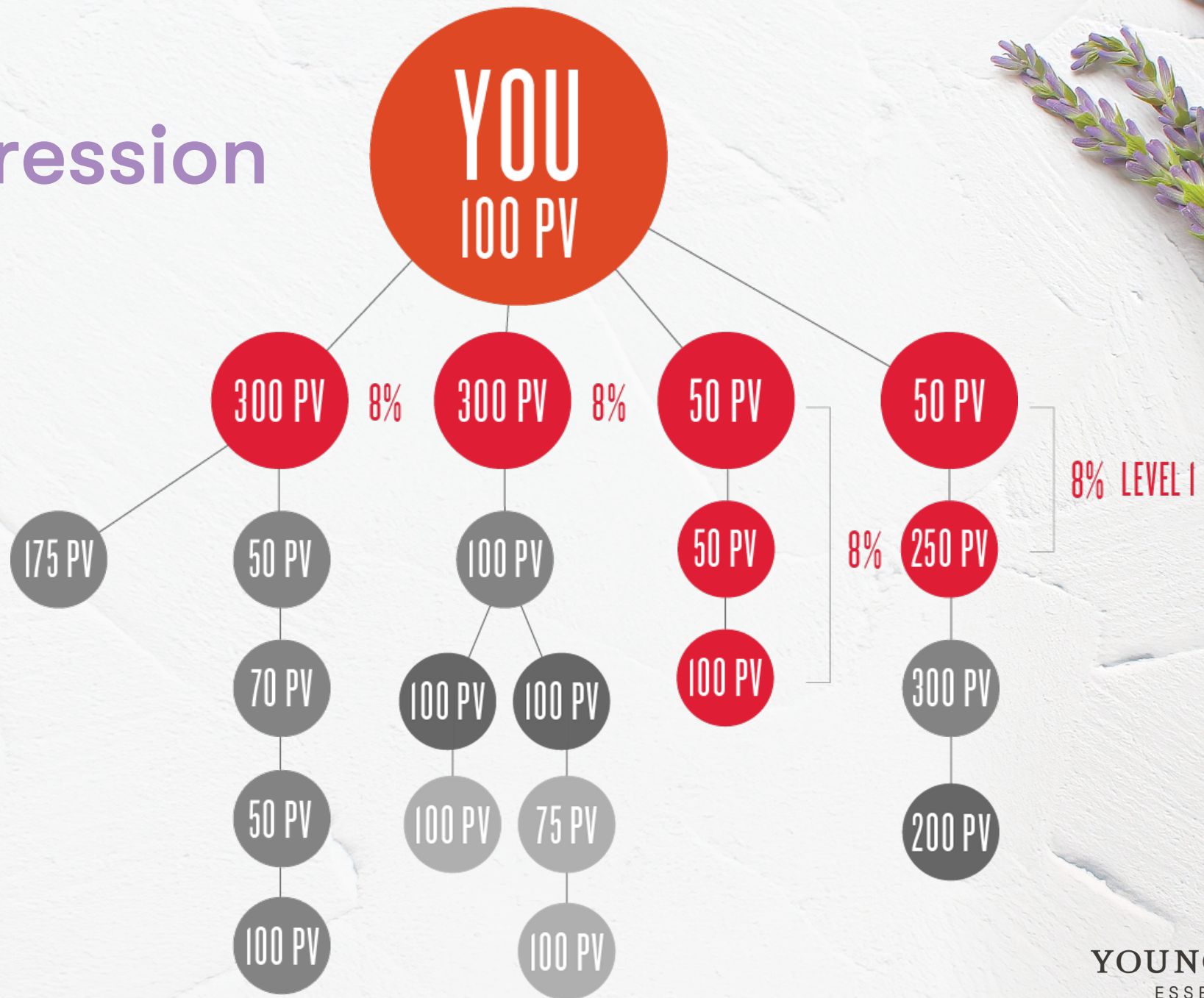


# Compression



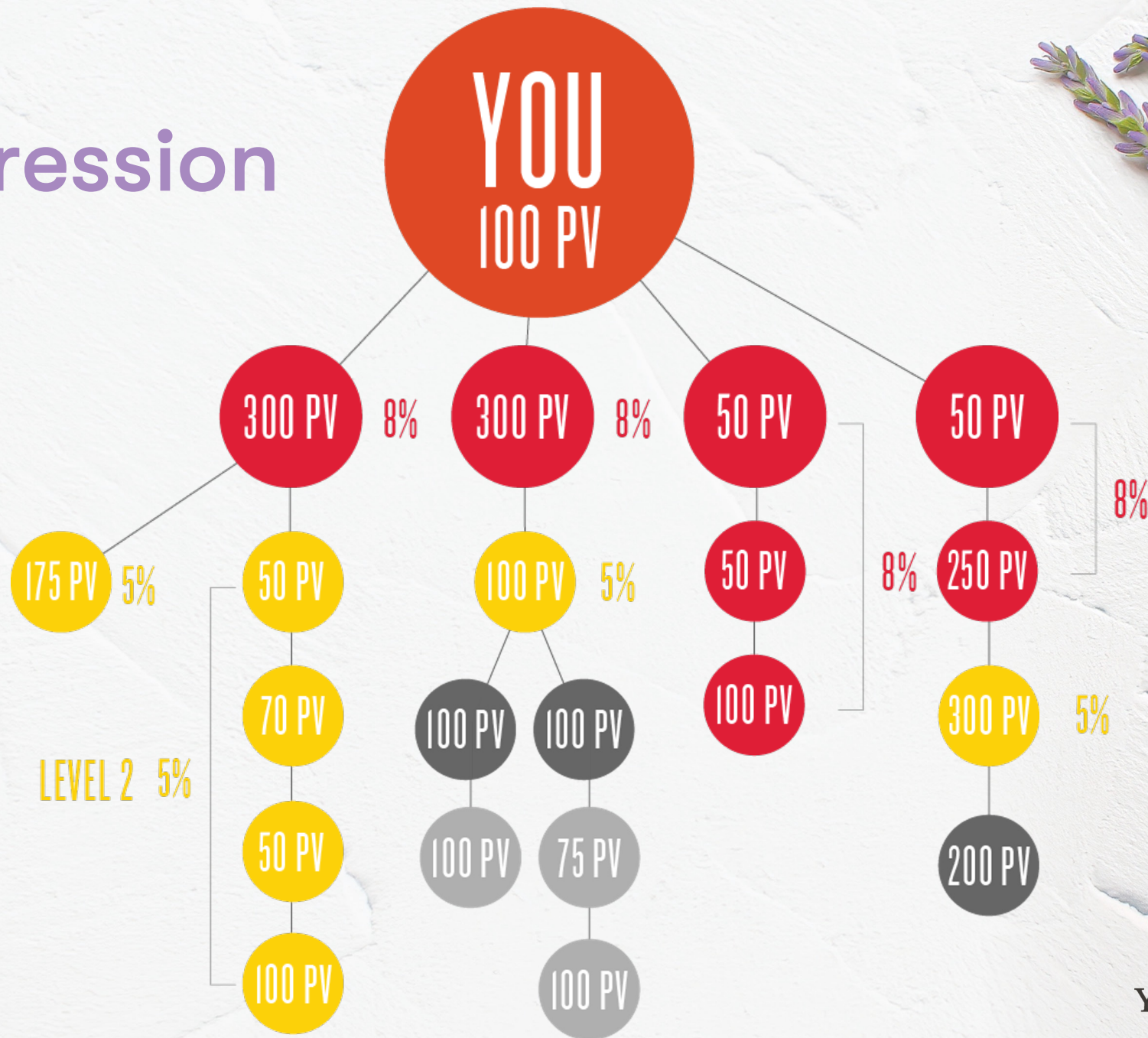


# Compression



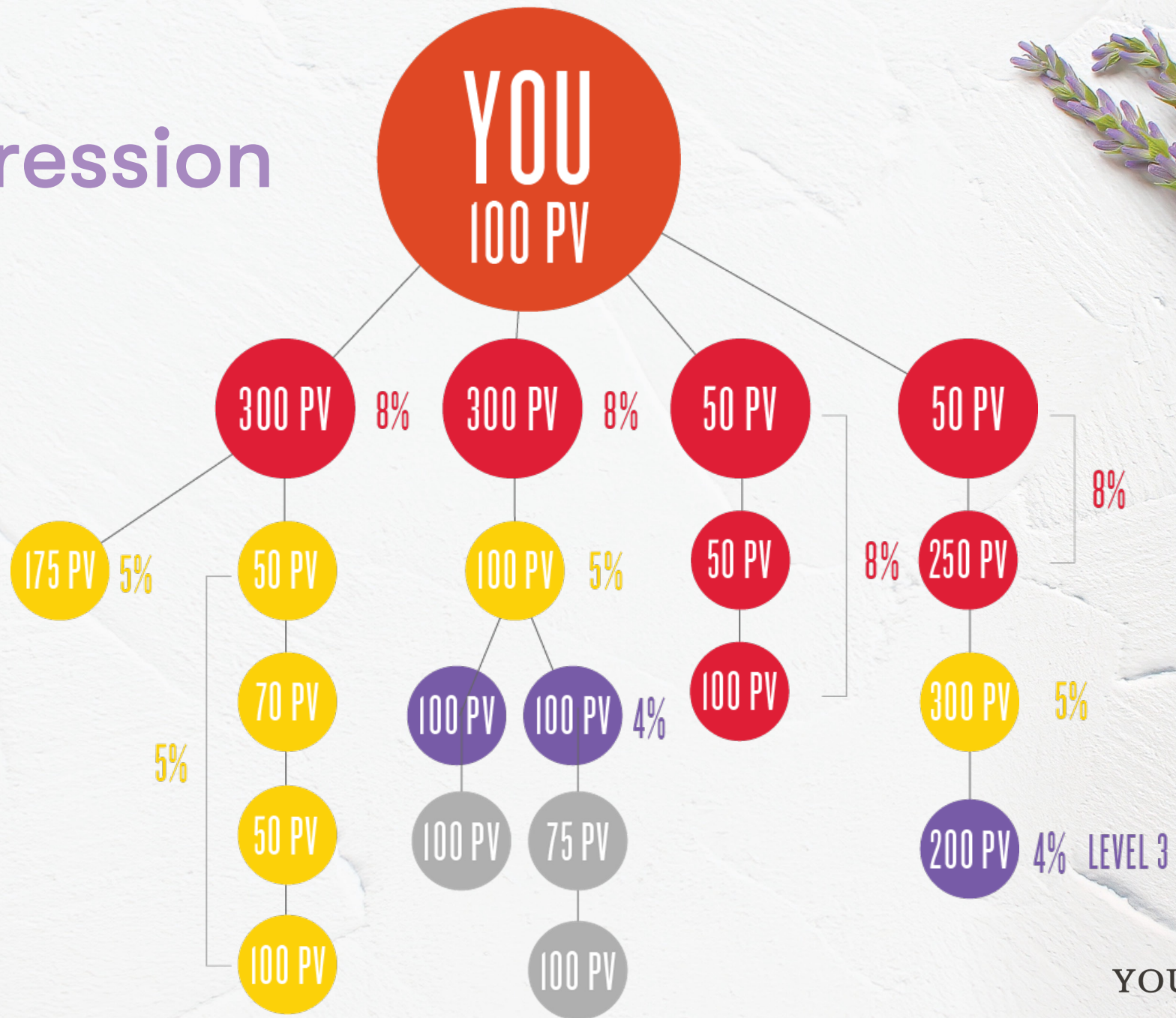


# Compression





# Compression





# Compression



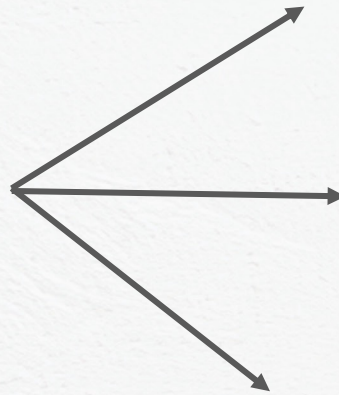


# RECAP

Members can earn the following when they introduce new members to the Young Living lifestyle.



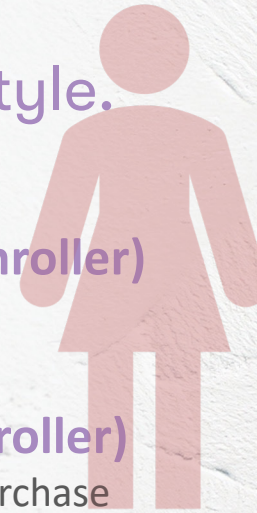
SPONSOR  
/ENROLLE  
R



**1. Starter Kit Bonus (Enroller)**  
(\$25)

**2. Fast Start Bonus (Enroller)**  
(1L 50% from the total PV Purchase  
2L 10%)

**3. Unilevel Commission (Enroller/Sponsor)**  
1L 8%  
2L 5%  
3L to 5L 4% based on your current rank





# MAINTAINING 50PV VS 100PV

## 50 PV

- ✓ Starter Kit Bonus
- ✓ Fast Start Bonus
- ✓ ER Points

## 100 PV

- ✓ Starter Kit Bonus
- ✓ Fast Start Bonus
- ✓ ER Points
- ✓ ER Loyalty Products
- ✓ Unilevel Commission
  - 8%, 5% ,4% of your organizations OGV
- ✓ Generation Commission
  - Silver & Above
- ✓ Generation Leadership Bonus
  - ✓ Silver & Above
- ✓ Diamond Leadership Bonus
  - ✓ Diamond & Above

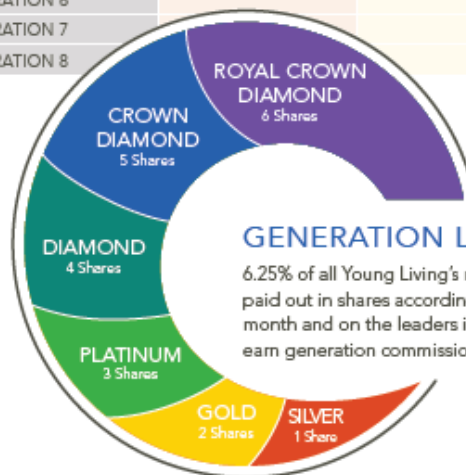


# DEVELOPING LEADERS

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

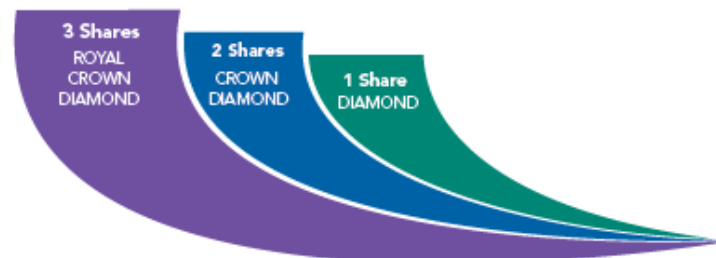
QUALIFICATIONS	DIAMOND	CROWN DIAMOND	ROYAL CROWN DIAMOND
PV	100	100	100
OGV	250,000	750,000	1,500,000
PGV	1,000	1,000	1,000
LEG & OGV	5 & 15,000	6 & 20,000	6 & 35,000

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





## Young Living 2023 U.S. Income Disclosure Statement

As a direct sales company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our independent Brand Partners to earn sales commissions from selling Young Living products and to build their own business. Brand Partners may earn sales commissions and bonuses as outlined in the Young Living Sales Compensation Plan. As Brand Partners sell more products and move up the ranks within the Sales Compensation Plan, they become eligible for additional sales income opportunities.

RANK	PERCENTAGE OF ALL BRAND PARTNERS¹	ANNUAL INCOME²				MONTHS TO ACHIEVE THIS RANK¹		
		Lowest	Highest	Average	Median	Lowest	Average	Highest
ASSOCIATE	64.1%	\$0	\$599	\$22	\$0	N/A	N/A	N/A
STAR	25.0%	\$0	\$2,723	\$293	\$233	1	11	193
SENIOR STAR	6.9%	\$0	\$64,608	\$1,427	\$1,220	1	17	195
EXECUTIVE	2.8%	\$178	\$88,897	\$3,583	\$3,026	1	22	200
SILVER	0.9%	\$1,033	\$182,232	\$17,860	\$13,375	1	28	188
GOLD	0.2%	\$5,108	\$297,330	\$56,192	\$45,614	1	34	185
PLATINUM	0.1%	\$14,841	\$878,596	\$158,792	\$117,957	2	41	170
DIAMOND	< 0.1%	\$78,995	\$1,923,241	\$349,448	\$286,617	10	48	157
CROWN DIAMOND	< 0.1%	\$364,950	\$1,875,628	\$834,336	\$731,225	17	48	112
ROYAL CROWN DIAMOND	< 0.1%	\$690,193	\$2,802,046	\$1,527,942	\$1,262,921	18	52	107
ALL BRAND PARTNERS	100%	\$0	\$2,802,046	\$881	\$23	N/A	N/A	N/A

The income statistics in this statement are for income earned by all U.S. Brand Partners who had a Brand Partner account for any part of Calendar Year 2022. Note that the income paid to U.S. Brand Partners summarized in this disclosure represents potential gross income and does not include costs or expenses incurred by a Brand Partner in the operation or promotion of their business, which can vary widely and might include product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs, and/or any other miscellaneous expenses. These figures should not be considered as guarantees or projections of any actual income or profits. Brand Partner success will depend on individual diligence, work, effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success.

This Statement provides truthful comprehensive information regarding income and costs for Young Living U.S. Brand Partners. A copy of this Statement must be presented to prospective Brand Partners any time Brand Partner compensation is presented and/or discussed or whenever an earnings claim or representation is made, to include individual meetings and any statements regarding typical Brand Partner earnings, non-typical earnings, compensation ranges, Brand Partner income testimonials, Brand Partner lifestyle claims, and/or any hypothetical claims.

1 Brand Partner ranks may change. These percentages are based on individual Brand Partners' highest achieved ranks earned during the calendar year. Brand Partners are defined as any U.S. account categorized as a Brand Partner during the year. Brand Partners who do not make at least one product purchase in the prior 12 months have their Brand Partner account converted into a Customer account, per the Agreement.

2 These incomes are categorized based on the highest achieved rank individual Brand Partners earned throughout the entire year and may contain income earned at a lower rank.



THANK YOU