

# 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 next Brand Partner Enroller in the Enroller tree. The Level 2 Fast Start Bonus will be awarded to the next Qualified Brand Partner Enroller in the Enroller tree.

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

**Qualifying Leg:** Any sponsored, first level Leg with the required OGV for a particular rank 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:



# SALES COMPENSATION PLAN\*

Rise Above

Most Brand Partners only earn modest supplemental income. A Brand Partner's income and earnings will depend on their individual diligence, work effort and market conditions. Young Living does not guarantee any earnings, income, or rank success.

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# CREATING A FOUNDATION

Young Living's sales compensation plan is designed to help you achieve your goals.

QUALIFICATIONS	ASSOCIATE	STAR	SENIOR STAR	EXECUTIVE
PERSONAL VOLUME (PV)	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%

## RANK ACHIEVEMENT BONUS

Brand Partners who advance in rank for the first time to Senior Star, Executive, or Silver can earn this bonus up to three times per advancement. The months of qualification do not have to be consecutive and will move according to the rank qualification until the bonus is paid out for the complete three months. The amounts to be earned for each rank achieved are listed below.

RANK	FIRST TIME	SECOND TIME	THIRD TIME
SENIOR STAR	\$100 USD	\$100 USD	\$100 USD
EXECUTIVE	\$150 USD	\$150 USD	\$150 USD
SILVER	\$200 USD	\$200 USD	\$200 USD

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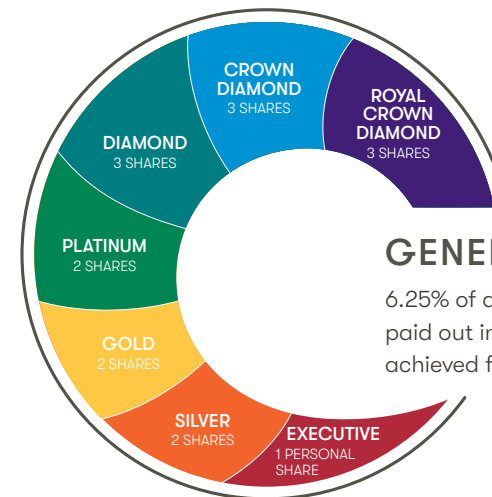
# BUILDING YOUR BUSINESS\*

Building on your foundation, you can now focus on helping others build their businesses.

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 and qualifications you achieved for the month and on the leaders in your organization.

# DEVELOPING LEADERS

Share the joy of creating your own business 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%

# ADDITIONAL EARNING OPPORTUNITIES

## FAST START BONUS

- Earn a generous 25% bonus on your new, personally enrolled Brand Partners' orders up to 1,000 PV during their first three calendar months. No PV required to qualify!
- Second-level Qualified Brand Partner Enrollers earn 10% on the newly enrolled Brand Partners' orders during the first three calendar months. Fifty 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 BUNDLE BONUS

- Earn a one-time \$25 USD cash bonus when your new, personally enrolled Brand Partner purchases a Premium Starter Bundle in the same month they enroll.