



BUILDING YOUR YOUNG LIVING BUSINESS WITH INTEGRITY

Bonus Buying, Front-End Loading, and Stacking—Policies and Procedures 3.11.5 Bonus Buying, Front-End Loading, and Stacking—6 .1 Product Sales and Sales Receipts

At Young Living, we are almost as proud of our industry-leading Compensation Plan as we are of our members who make the most of it. Members who work hard and make sure they and their organization are operating within the guidelines of the Member Agreement will always enjoy the greatest personal and professional success.

We hold high standards for our members. When you abide by the guidelines in the Member Agreement and Policies and Procedures, you help set a good example while protecting yourself, your team, and Young Living.

Building your Young Living business means both excitement and hard work. We've created a list of tips for you to keep in mind as you work to grow your own organization and encourage your team members to grow their organizations with integrity.

TIPS FOR BUILDING YOUR YOUNG LIVING BUSINESS WITH INTEGRITY

- When enrolling new members, educate them about the Member Agreement before they agree to it.
- Encourage members to purchase products using their own form of payment.
- Avoid providing financial assistance to increase your commission or bonus earnings.
- Encourage members to have their own information on their account, including name, phone number, mailing address, email, and form of payment.
- Furnish your customers who are buying directly from you with two copies of an official Young Living receipt, which specifies the date of sale, the amount of sale, and the items purchased. This can be found in the Virtual Office.
- Make sure the product you buy is for consumption or sale and not for commission qualification only.
- A minimum of 70 percent of your and your personally enrolled customers' orders must be sold before you purchase additional products. By ordering more product, you certify that you have sold or used at least 70 percent of all your prior orders. The 70 percent rule can be followed by not stocking excessive inventory.

STACKING

Stacking is often misunderstood as strategic placement. They are not the same. Young Living offers our members 20 days after enrollment to strategically place members in their organization.

As you build a sustainable business by sharing Young Living's wonderful products with your friends and family and enroll new members, it's important to understand what is considered stacking under Young Living's Policies and Procedures; therefore, we have included a list of different situations below that may be considered stacking.

WHAT IS STACKING?

- Holding on to a Member Agreement for more than two days after execution.
- Holding the member enrollment before or beyond the calendar month.
- Signing the Member Agreement on behalf of a member.
- Altering the date on a signed Member Agreement.
- Excessive use of the Sponsor Change policy to maximize the Compensation Plan.