

# SIMPLIFIED DEFINITIONS

**Compression:** If a brand partner is not commission qualified, or if a customer does not have 100 PV, his or her volume is combined, or compressed, with all of the volume of YL individuals down to and including the next commission qualified brand partner or customer with 100 PV.

**Customer Volume (CV):** Customer volume is any combination of volume from a brand partner's personal purchases (PV) and/or volume from front-line (sponsored) customers. The ranks up to and including Executive have a monthly requirement of 100 CV for rank and commission qualification.

**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 his or her 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 Volume (LV) @ OGV:** The amount of volume in each individual leg.

**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.

**Organization 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 PV outside of the brand partner's qualifying legs or any legs ranked as Silver or higher.

**Personal Volume (PV):** The total volume of an individual's personal purchases. The ranks of Silver and above have a monthly requirement of 100 PV for rank and commission qualification.

**Qualifying Leg:** A leg that has a brand partner at the top who meets the qualifying volume for their rank.

**Sponsor:** The person under whom a new brand partner is directly placed. The sponsor may also be the enroller.

**Unilevel Commission:** 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/](http://youngliving.com/IDS/)

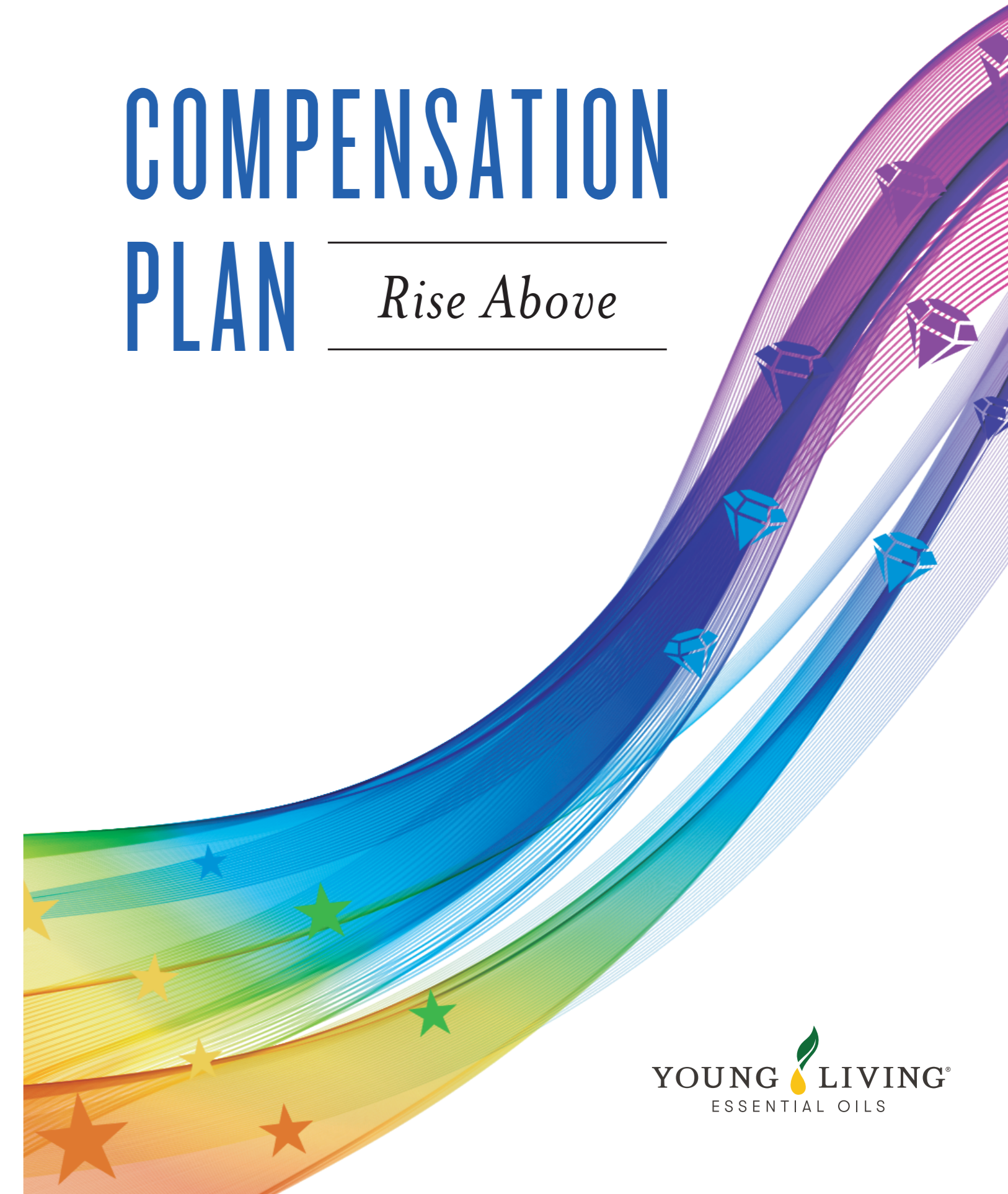
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# COMPENSATION PLAN

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## *Rise Above*

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YOUNG LIVING<sup>®</sup>  
ESSENTIAL OILS

# CREATING A FOUNDATION

QUALIFICATIONS	ASSOCIATE	STAR	SENIOR STAR	EXECUTIVE
CUSTOMER VOLUME (CV)	100	100	100	100
OGV		500	2,000	4,000
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%

# ADDITIONAL EARNING OPPORTUNITIES

## FAST START BONUS

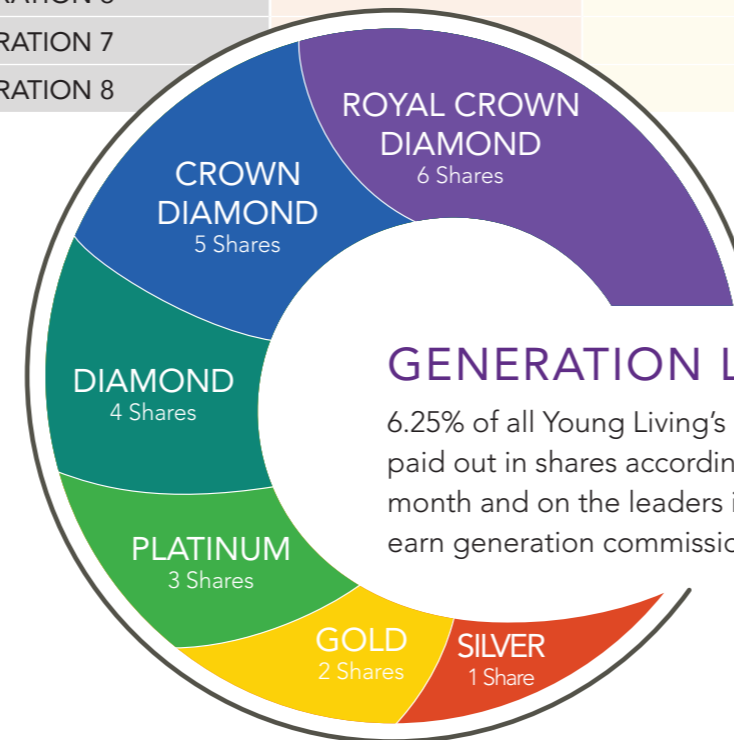
- Earn a generous 25% bonus, up to \$200 each, on your new, personally enrolled customers' orders during the first three calendar months.
- Second-level enrollers earn 10%, up to \$80 each, on the newly enrolled customers' orders during the same time period.

# BUILDING YOUR BUSINESS

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

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
PERSONAL VOLUME (PV)	100	100	100
OGV	250,000	750,000	1,500,000
LEG @ OGV	5 @ 15,000	6 @ 20,000	6 @ 35,000
PGV	1,000	1,000	1,000

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.

