

# RANK UP FAQS

# Q. What is Rank Up?

A. Rank Up is a three-month program that rewards the hard work of building your Young Living business. Members are awarded prizes for ranking up from their highest paid rank or re-ranking to their highest paid rank of Executive, Silver, Gold, or Platinum.

#### Q. How long will the promotion run?

A. Rank Up will run from Tuesday, October 1, 2019, at 12 a.m., MT, until Tuesday, December 31, 2019, at 11:59 p.m., MT. Please be aware that achieved Rank Up prizes will be shipped monthly.

#### Q. Which Young Living markets can participate in this promotion?

A. Rank Up is open to active U.S. Young Living members who are in good standing with Young Living during the promotional period, are 18 years of age or older at the time of the incentive, and have a primary billing address (listed on their member account) and proof of citizenship in the United States of America. Members in NFR markets are not eligible to participate, and the promotion is void where prohibited. Active members are members who have purchased at least 50 PV from Young Living in the last 12 months and signed the Young Living Member Agreement.

### Q. What can I win with Rank Up?

A. Rank Up qualifiers who achieve their highest paid rank of Executive or re-rank during the promotional period will be able to receive a free Aria® Ultrasonic Diffuser. Rank Up qualifiers who achieve their highest paid rank of Silver, Gold, or Platinum or re-rank during the promotional period will be able to receive a free Select 30 Oil Collection.

#### Q. What does re-rank mean in the context of Rank Up?

A. Re-ranking for Rank Up indicates that:

- 1. You achieved your highest rank of Executive, Silver, Gold, or Platinum for the first time on or before close of October 2018.
- 2. Between November 2018 and September 2019, you did not maintain/achieve your highest rank (as of October 2018) again.
- 3. You re-qualify (re-rank) for your highest rank of Executive, Silver, Gold, or Platinum (on or before close of October 2018) again at least once during October, November, and/or December 2019. Rank Up runs from October 1, 2019, at 12 a.m., MT until December 31, 2019, at 11:59 p.m., MT.

#### Q. What is the cut-off date to determine my highest paid rank for re-rank?

A. To re-rank a member must have achieved their highest paid rank on or before close of October 2018 and not have maintained that rank since that date.

# Q. How can I still qualify for a Rank Up prize if I achieved my highest paid rank November 2018 or later?

A. You are still eligible to win a Rank Up prize if you achieved your highest paid rank November 2018 or later. To be able to participate, you will need to achieve a new, higher rank within the promotional timeframe.

# Q. Which rank types can participate in this promotion?

A. Rank Up prizes will be awarded for Executive, Silver, Gold, and Platinum ranks.

#### Q. Is there a limit on the prizes that can be earned?

A. Qualifying members can earn promotional products once for each achieved rank. Members are not able to earn multiple awards for the same achieved rank.

#### Q. Can I earn multiple prizes with Rank Up?

A. Yes. Members are able to earn multiple prizes for achieving multiple ranks within the promotional period. For example, if a member were to achieve the rank of Executive in October, Silver in November, and Gold in December, they would receive a total of three prizes.

# Q. If a member skips a rank, can they still qualify for a prize?

A. Yes. Members will be awarded for all ranks included in Rank Up during the promotional period. For example, if you were to achieve the rank of Silver one month and Platinum the following month, you would be awarded three Select 30 Oil Collections.

# Q. Can NFR customers participate in this promotion?

A. No. NFR customers cannot earn Rank Up prizes.

#### Q. Can Professional Account customers participate in this promotion?

A. No. Professional Account customers cannot participate in this promotion.

# Q. Can Canadian members qualify for U.S. Rank Up?

A. No. Canadian members can qualify for the prizes associated with Canada's Rank Up program.

#### Q. Can the Rank Up prizes be purchased?

A. Yes. Members are able to purchase all prizes included in Rank Up. The Aria Ultrasonic Diffuser has a retail value of \$304.93 USD. The Select 30 Oil Collection has a retail value of \$508.22 USD.

#### Q. After qualifying for Rank Up, what's next?

A. All qualifying Rank Up winners will be notified by email and will have their promotional product shipped in the first two weeks of January 2020. Make sure your address is up to date in your Virtual Office, as your incentives will be shipped via ground shipping.

# Q. Do I have to place an order following the end of the promotion to earn my prize?

A. No. Young Living will ship your prize in a separate order, following the end of the promotion.