## Young Living"

ESSENTIALOILS

Beginning June 15, we will be implementing a new set of shipping options for our U.S. members that will give them more choices for receiving their Young Living orders, while providing additional shipping perks to Essential Rewards members and to new members who order a Starter Kit. While many of these options are less expensive for our members, we estimate that they will also represent significant savings for Young Living.

Because the overwhelming majority of the orders we send out weigh just 1-2 pounds, we will be offering a new, less-expensive shipping option for packages of this size. At only $\$ 6.99$ for standard orders and $\$ 5.99$ for Essential Rewards orders, this new offering is $1-2$ dollars less than our current ground shipping. We are able achieve this lower-cost option through a variety of third-party shipping carriers, including FedEx, USPS, DHL, and UPS. Please note that these packages will take 38 days to arrive, rather than the 3-5 days required for our previous shipping. Young Living will select the best shipping carrier for each standard mail package at the time of shipment, and members will not pick the carrier when selecting this shipping option. This standard mail option will be the default option for all packages under 9 pounds.

For members who would like to guarantee the shipping carrier at time of checkout, they may still choose our same FedEx shipping options at slightly adjusted costs, some of which are lower, some slightly higher.

Other new shipping options where Young Living will select the best shipping carrier at the time of shipment include:

- Mail (3-8 days)
- Ground (3-5 days)
- 3-Day (3 days)
- 2-Day (2 days)
- Overnight (1 day)

For additional information on these new options, including the pricing of various package weights, order types, and standard vs. FedEx pricing comparisons, see the tables below:

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## Mail Option (3-8 days)

| Essential ReStandsadaili apolption (FedEx,(EESPBx,DH\&P,SIPSHIL, UPS) |  |
| :---: | :---: |
| Weight | Pricing |
| $<1 \mathrm{lb}$. | \$5.99 |
| 1 lb . | \$5.99 |
| 2 lbs. | \$5.99 |
| 3 lbs . | \$5.99 |
| 4 lbs . | \$5.99 |
| 5 lbs . | \$6.99 |
| 6 lbs. | \$6.99 |
| 7 lbs . | \$6.99 |
| 8 lbs. | \$6.99 |
| 9 lbs. | \$6.99 |

Customer-Selected FedEx Mail Option

| Weight | Pricing |
| :--- | :--- |
| $<1 \mathrm{lb}$. | $\$ 6.99$ |
| 1 lb. | $\$ 6.99$ |
| 2 lbs. | $\$ 7.99$ |
| 3 lbs. | $\$ 7.99$ |
| 4 lbs. | $\$ 7.99$ |
| 5 lbs. | $\$ 7.99$ |
| 6 lbs. | $\$ 7.99$ |
| 7 lbs. | $\$ 7.99$ |
| 8 lbs. | $\$ 7.99$ |
| 9 lbs. | $\$ 7.99$ |


| Weight | Pricing |
| :--- | :--- |
| $<1 \mathrm{lb}$. | $\$ 7.99$ |
| 1 lb. | $\$ 7.99$ |
| 2 lbs. | $\$ 8.49$ |
| 3 lbs. | $\$ 8.49$ |
| 4 lbs. | $\$ 8.49$ |
| 5 lbs. | $\$ 8.49$ |
| 6 lbs. | $\$ 8.49$ |
| 7 lbs. | $\$ 8.99$ |
| 8 lbs. | $\$ 8.99$ |
| 9 lbs. | $\$ 8.99$ |

## Standard Order 1-Pound Package Shipping Options

| Ship Method | Old Price | New Price | Essential <br> Rewards Price | Shipping Carrier <br> Options |
| :---: | :---: | :---: | :---: | :---: |
| Mail (3-8 days) | N/A | $\$ 6.99$ | $\$ 1$ off new price | FedEx, USPS, DHL, UPS |
| AK/HI Mail (5-8 days) | $\$ 8.35$ | $\$ 6.99$ | $\$ 1$ off new price | USPS PM |
| Ground (3-5 days) | $\$ 7.99$ | $\$ 8.99$ | $\$ 1$ off new price | FedEx, USPS, DHL, UPS |
| Expedited 3-day (3 days) | $\$ 10.83$ | $\$ 10.99$ | $\$ 1$ off new price | FedEx, USPS, UPS |
| Expedited 2-day (2 days) | $\$ 13.88$ | $\$ 12.99$ | $\$ 1$ off new price | FedEx, UPS |
| Overnight (next day) | $\$ 22.81$ | $\$ 20.99$ | $\$ 1$ off new price | FedEx, UPS |

## FedEx Order 1-Pound Package Shipping Options

| Ship Method | Old Price | New Price | Essential <br> Rewards Price | Shipping Carrier <br> Options |
| :---: | :---: | :---: | :---: | :---: |
| FedEx Mail (3-8 days) | N/A | $\$ 7.99$ | $\$ 7.99$ | FedEx |
| FedEx Ground (3-5 days) | $\$ 7.99$ | $\$ 9.99$ | $\$ 9.99$ | FedEx |
| FedEx 3-day (3 days) | $\$ 10.83$ | $\$ 11.99$ | $\$ 11.99$ | FedEx |
| FedEx 2-day (2 days) | $\$ 13.88$ | $\$ 13.99$ | $\$ 13.99$ | FedEx |
| FedEx Overnight (next day) | $\$ 22.81$ | $\$ 23.99$ | $\$ 23.99$ | FedEx |

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## Standard Order Starter Kit Shipping Options

| Ship Method | Old Price | New Price | Essential <br> Rewards Price | Shipping Carrier <br> Options |
| :---: | :---: | :---: | :---: | :---: |
| Mail (3-8 days) | N/A | $\$ 7.99$ | $\$ 1$ off new price | FedEx, USPS, DHL, UPS |
| AK/HI Mail (5-8 days) | $\$ 9.99$ | $\$ 10.00$ | $\$ 2$ off new price | USPS PM |
| Ground (3-5 days) | $\$ 9.99$ | $\$ 9.99$ | $\$ 2$ off new price | FedEx, USPS, DHL, UPS |
| Expedited 3-day (3 days) | $\$ 13.49$ | $\$ 12.99$ | $\$ 1$ off new price | FedEx, USPS, UPS |
| Expedited 2-day (2 days) | $\$ 17.29$ | $\$ 15.99$ | $\$ 1$ off new price | FedEx, UPS |
| Overnight (next day) | $\$ 28.00$ | $\$ 25.99$ | $\$ 1$ off new price | FedEx, UPS |

## FedEx Order Starter Kit Shipping Options

| Ship Method | Old Price | New Price | Essential <br> Rewards Price | Shipping Carrier <br> Options |
| :---: | :---: | :---: | :---: | :---: |
| FedEx Mail (3-8 days) | N/A | $\$ 8.49$ | $\$ 8.49$ | FedEx |
| FedEx Ground (3-5 days) | $\$ 9.99$ | $\$ 10.99$ | $\$ 10.99$ | FedEx |
| FedEx 3-day (3 days) | $\$ 13.49$ | $\$ 13.99$ | $\$ 13.99$ | FedEx |
| FedEx 2-day (2 days) | $\$ 17.29$ | $\$ 16.99$ | $\$ 16.99$ | FedEx |
| FedEx Overnight (next day) | $\$ 28.00$ | $\$ 29.99$ | $\$ 29.99$ | FedEx |

## Standard Order Premium Starter Kit Shipping Options

| Ship Method | Old Price | New Price | Essential <br> Rewards Price | Shipping Carrier <br> Options |
| :---: | :---: | :---: | :---: | :---: |
| Mail (3-8 days) | N/A | $\$ 7.99$ | \$1 off new price | FedEx, USPS, DHL, UPS |
| AK/HI Mail (5-8 days) | $\$ 11.49$ | $\$ 12.00$ | \$2 off new price | USPS PM |
| Ground (3-5 days) | $\$ 11.49$ | $\$ 9.99$ | $\$ 2$ off new price | FedEx, USPS, DHL, UPS |
| Expedited 3-day (3 days) | $\$ 16.22$ | $\$ 12.99$ | $\$ 1$ off new price | FedEx, USPS, UPS |
| Expedited 2-day (2 days) | $\$ 19.67$ | $\$ 19.99$ | $\$ 1$ off new price | FedEx, UPS |
| Overnight (next day) | $\$ 22.81$ | $\$ 25.99$ | $\$ 1$ off new price | FedEx, UPS |

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FedEx Order Premium Starter Kit Shipping Options

| Ship Method | Old Price | New Price | Essential <br> Rewards Price | Shipping Carrier <br> Options |
| :---: | :---: | :---: | :---: | :---: |
| FedEx Mail (3-8 days) | N/A | $\$ 8.49$ | $\$ 8.49$ | FedEx |
| FedEx Ground (3-5 days) | $\$ 11.49$ | $\$ 10.99$ | $\$ 10.99$ | FedEx |
| FedEx 3-day (3 days) | $\$ 16.22$ | $\$ 13.99$ | $\$ 13.99$ | FedEx |
| FedEx 2-day (2 days) | $\$ 19.67$ | $\$ 21.99$ | $\$ 21.99$ | FedEx |
| FedEx Overnight (next day) | $\$ 22.81$ | $\$ 29.99$ | $\$ 29.99$ | FedEx |

We are excited to provide the additional perk of more shipping options-often at a lower cost-to our members. Please take some time to review the information above to acquaint yourself with this change.

