



## Third-Party Materials

Young Living's Conduct Success team exists to help all Young Living members adhere to government regulations and maintain the company's standard of quality and compliance, so every member can successfully and safely share Young Living products. Recently, our team has received specific questions about when it's appropriate to use third-party materials. To help answer these questions without offering legal counsel, we've compiled some information to help members navigate this topic.

### Product Compliance

According to Young Living's Policies and Procedures, an inappropriate or noncompliant product claim may include:

- An inaccurate and/or impermissible claim that Young Living products are intended for use in the diagnosis, cure, mitigation, treatment, or prevention of disease
- A false or misleading statement about Young Living products
- A defaming or untruthful statement about Young Living products

### Third-Party Materials and Compliance

Members sometimes ask: "What if I have books or other third-party materials that discuss how to use products for diseases or ailments of the body?"

Young Living's policies do not restrict books and third-party materials members choose to purchase, gift, read, or possess, as long as they are distinctly separate from a Young Living business. However, that means that when you share third-party materials—such as books, articles, and brochures—while promoting Young Living, the materials must contain only compliant product claims.

Please remember that Young Living cannot review all third-party materials to see whether or not they are compliant. If material is reported as noncompliant and it's used to promote Young Living products, Young Living will investigate it further.

### Guidelines for Sharing Third-Party Materials

While promoting or selling Young Living products, the following materials and channels should contain only compliant product claims and information:

- Brochures
- Social media
- Emails
- Webinars
- Events, training, or teaching connected with the sale of Young Living products

- Recorded events that promote the sale of Young Living products
- Media interviews that discuss Young Living products

If you have further questions regarding channels or materials not mentioned here or questions regarding your activities and the guidelines listed, we encourage you to seek professional counsel and a specialized opinion from someone versed in FDA and FTC regulations.

Thank you for all you do to support Young Living and our efforts to set an industry standard for compliance. Every member's effort plays a part in our success and future!