DEFINITIONS

Enroller: The person responsible for introducing a new member to Young Living. Enrollers are eligible to qualify for financial bonuses, including the Fast Start and Starter Kit bonuses.

Sponsor: A new member's direct upline and main support. The sponsor may also be the enroller.

PV (Personal Volume): The total monthly volume of your personal orders.

OGV (Organization Group Volume): The monthly volume of your entire organization.

PGV (Personal Group Volume): The monthly volume in an organization, excluding any Silver or higher rank volume and any qualifying leg(s) volume.

Leg: Each personally sponsored member is considered first level and a separate leg within an organization.

LV (Leg Volume) @ OGV: The number of legs and the amount of monthly OGV required for each leg to qualify for each rank.

Level: The position of a member within an organization. Members who are directly sponsored by another member are considered the sponsoring member's first level. Those members who are sponsored by a member's first level are considered that member's second level and so on.

Compression: If a member does not meet the 100 PV qualification to earn commissions, his or her volume, if any, is combined, or "compressed," with all the volume of members down to and including the next qualifying member in the organization with at least 100 PV.

Unilevel: Unilevel is a term used to define the percentage of commission earned for each level. Qualifying members with 100 PV earn 8% on the PV of each member on the first level within their organization, 5% on the second level, and 4% on the third through fifth levels depending on rank achieved that month.

Personal Generation Commissions: Additional commissions are paid to members who achieve the rank of Silver or higher on all volume within each leg of the organization, down to but excluding the next Silver or higher ranked member within the leg.

Generation: A Silver or higher ranked member and his or her entire organization.

Generation Commissions: Based on a member's monthly rank of Silver or higher, an additional 3% commission is paid on the OGV of each Silver or higher in the member's organization. This commission is paid down to the next Silver or higher ranked member and down to eight generations deep in each leg.

Essential Rewards (ER): For our members convenience we have a monthly ordering program that allows them to order products which get automatically shipped to them each month. Based on their purchases they can earn loyalty rewards points (ER points) which can be redeemed for free product. For more information on this program, visit YoungLiving.com/ en_US/Opportunity/Essential-Rewards.

ADDITIONAL EARNING OPPORTUNITIES

FAST START BONUS

- Earn a generous 25% bonus, up to R2300 each, on your new, personally enrolled members' orders during the first three calendar months!
- Second-level enrollers earn 10%, up to R920 each, on the newly enrolled members' orders described above during the same time period!

ER BONUS

- If a member or preferred customer enrolls on ER with a 100 PV order at any time—excluding the wholesale membership enrollment month—the enroller will earn an additional R172,50 bonus once the ER order processes successfully.

STARTER KIT BONUS

- Earn a one-time R287,50 cash bonus when your new, personally enrolled member orders the Premium Starter Kit! Member must purchase a Premium Starter Kit in the same month as enrolled to qualify.

RETAIL EARNINGS

- When you personally sponsor retail customers, you may earn the 24% difference between the retail and wholesale price for their orders.

PLEASE CONTACT:

Comments or Suggestions? YoungLiving.com/toolfeedback

For complete details, see Terms and Definitions, which is incorporated into and made part of the Compensation Plan. Young Living cannot be responsible for commissionable income or organizational growth.

For average earnings, see Young Living's Income Disclosure Statement at youngliving.com/en_US/opportunity/incomedisclosure.

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COMPENSATION PLAN

Enjoying Abundance

YOUNG LIVING ESSENTIAL OILS

CREATING A FOUNDATION

Young Living's compensation plan is designed to help you achieve abundance.

QUALIFICATIONS	MEMBER		STAR	SENIOR STAR	EXECUTIVE
PV	50	100	100	100	100
OGV			500	2,000	4,000
PGV					
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%

SILVER BOUND BONUS

The Silver Bound Bonus rewards you for how you build your Young Living business during the initial ranks of the compensation plan. Earn any of the one-time bonuses by meeting the corresponding rank's time, leg, and volume requirements. Follow the roadmap to help set your team up for success through Silver and beyond!

STAR	SENIOR STAR	EXECUTIVE	SILVER
2 MONTHS TO HIT STAR*	3 MONTHS TO HIT SR. STAR*	3 MONTHS TO HIT EXECUTIVE*	4 MONTHS TO HIT SILVER*
2 LEGS @ 200 OGV EACH	2 LEGS @ 500 OGV EACH	1 1 ADDITIONAL LEG @ 500 OGV**	1 1 ADDITIONAL LEG @ 1,000 OGV**
500 TOTAL OGV	2,000 TOTAL OGV	4,000 TOTAL OGV	10,000 TOTAL OGV
R575 BONUS	R2,875 BONUS	R5,750 BONUS	R17,250 BONUS

*Time frames measure the number of calendar months from first-time qualification of your previous rank

**Outside of qualifying leg requirement for rank

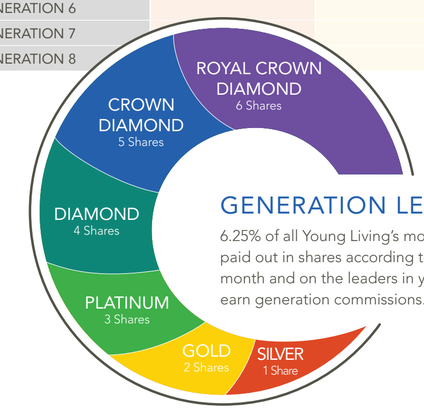
BUILDING YOUR BUSINESS

Building on your foundation, you can now focus on helping others create their success.

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

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.

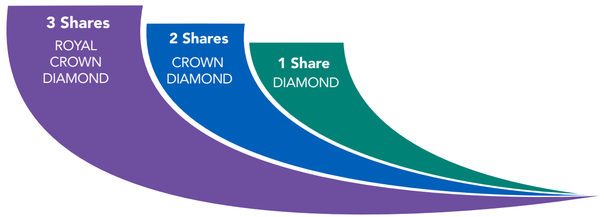
DEVELOPING LEADERS

Share the joy of an abundant life by leading others to success as you share the Young Living mission throughout the world.

QUALIFICATIONS	DIAMOND	CROWN DIAMOND	ROYAL CROWN DIAMOND
PV	100	100	100
OGV	250,000	750,000	1,500,000
PGV	1,000	1,000	1,000
LEG @ OGV	5 @ 15,000	6 @ 20,000	6 @ 35,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES		
LEVEL 1	8%	8%	8%
LEVEL 2	5%	5%	5%
LEVELS 3	4%	4%	4%
LEVELS 4	4%	4%	4%
LEVELS 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.