

# Young Living Compensation Plan Highlights

The Young Living Compensation Plan is built around high-quality products that offer astounding benefits. Young Living distributors receive one of the highest payouts in network marketing for sharing information and useful products with others.

The stable growth of the company is dependent on adding and educating new distributors. So, in addition to unilevel compensation, bonus incentives are included that encourage new distributor sign-ups.

With analytical input from Young Living distributors, industry experts, and corporate professionals, this tested Compensation Plan is an exciting tool that enables distributors to gain financial freedom while doing what they love—improving the quality of life, everywhere.

## Personal Rebate ●

This bonus provides a rebate on your personal orders, as well as additional profit on your customers' and Preferred Customers' orders. It is a 10% rebate on your monthly PV that exceeds 200. The rebate is available to Stars and above.

## Star Performance and Matching Bonuses ●

Available to all distributors, the Star Performance Bonus offers quick compensation as follows:

- 25% commission on first-month purchases made on each new distributor enrolled;
- 15% commission on their second consecutive month of purchases.

Each participant must be an active distributor. To earn the second month 15% bonus, you must have a minimum 50 PV Autoship order.

Help your new distributors sign up their own distributors, and they receive the Star Performance Bonus as explained above. Young Living matches that dollar amount and gives it to you! (Available on your personally enrolled distributor's first three months of business.)

To earn the Matching Bonus, you must have a minimum 100 PV Autoship order.

## Customer and Preferred Customer Earnings ●

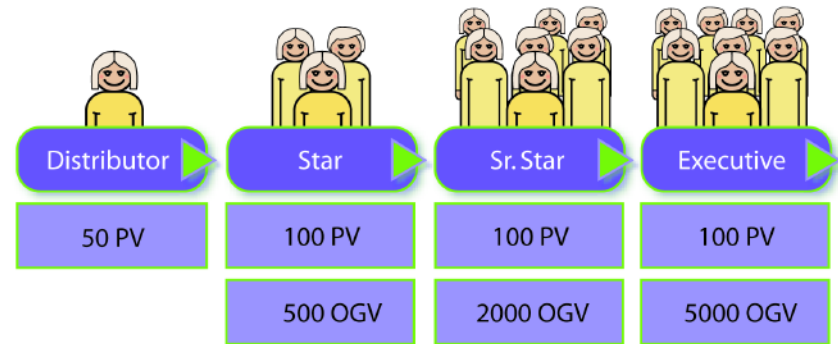
Immediately start earning financial rewards by creating customers. A customer purchases YLEO products for their personal use at the full customer price. A Preferred Customer purchases products at an approximate 12% discount from the customer price. Customers become Preferred Customers by committing to a monthly Autoship order.

If you:

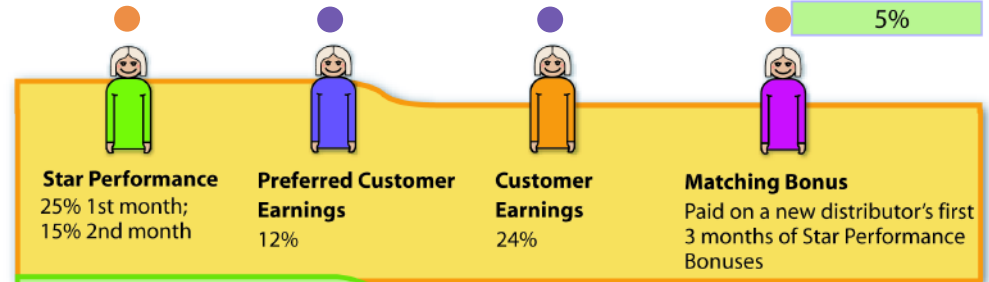
1. Sponsor customers, you earn approximately 24% of the total amount of product they purchase.
2. Sponsor Preferred Customers, you earn approximately 12% of the total amount of product they purchase.

Customer purchases are included in your Personal Volume (PV).

## Phase I — Growth Phase



● Personal Rebate	N/A	10%	10%	10%
● Star Performance Matching Bonus	25%/15%	25%/15%	25%/15%	25%/15%
Unilevel	5%	5%	5%	5%
	5%	5%	5%	5%
		5%	5%	5%
			5%	5%
				5%



## Key Points

- Payouts calculated on dollar for dollar amounts
- Bonus incentives for new distributor sign-ups
- Star Performance Bonus for quick compensation
- Additional Matching Bonus to reward for helping team members succeed
- Up to 5 level Unilevel and up to 7 Generations
- Lucrative Leadership Bonus

## Unilevel Rewards (Up to 5 Levels Deep) ●

As you continue to share the Young Living lifestyle, build your business, and advance in rank, you receive a percentage of the sales generated by your group. These cumulative percentage amounts increase as you advance in rank, when you sign up new distributors, and when the depth of distributors in your organization increases. Payment is awarded for 1-5 levels, depending on rank.

## Generation Bonus ●

Once you advance to the rank of Silver, you immediately become a generation. You earn an additional 3% on all of the sales volume in your organization down to, but not including, the next Silver or above. This is called the Generation Bonus. As distributors in your organization advance to the rank of Silver, new generations are created. You are paid a Generation Bonus of 4% on these Silver generations. You may be paid on up to 7 generations, depending on your rank.

## Leadership Bonus ●

In addition to their normal earnings, Diamond distributors who help develop a Diamond under them will earn an additional 1% Generation Bonus on that Diamond and on their next 4 generations. When the second diamond is formed in that leg (in the example of a Crown Diamond), the 1% is paid on this group's 5 generations. This continues with each Diamond addition to that leg. This bonus is another example of how Young Living rewards those who help others achieve success.

**Personal Volume (PV)**— points calculated from a distributor's personal purchases and from any customer purchases during any one calendar month. The PV is generally the same or within \$.75 of the wholesale price.

**Organization Group Volume (OGV)**— the total sales volume generated by your entire organization, all customers, and distributors.

**Personal Group Volume (PGV)**— the sales volume that is not a part of someone else's generation, i.e., all of your volume that is not under another Silver distributor or above.

	Phase II — Leadership			Phase III — Abundance	
	Silver	Gold	Platinum	Diamond	Crown Diamond
	100 PV	100 PV	100 PV	100 PV	100 PV
	1,000 PGV	1,500 PGV	2,000 PGV	2,000 PGV	2,000 PGV
	2 Executive Legs	2 Silver Legs	4 Silver Legs	6 Silver Legs	6 Silver Legs and 1 Diamond Leg
Personal Rebate 10% Over 200 PV					
Star Performance Matching Bonus	25%/15%	25%/15%	25%/15%	25%/15%	25%/15%
● Unilevel	5%	5%	5%	5%	5%
	5%	5%	5%	5%	5%
	5%	5%	5%	5%	5%
	5%	5%	5%	5%	5%
● Generations	3%	3%	3%	3%	3%
	4%	4%	4%	4%	4%
	4%	4%	4%	4%	4%
		4%	4%	4%	4%
			4%	4%	4%
				4%	4%
					4%
● Leadership Bonus				1%	1%
					1%