

# 2013 U.S. INCOME DISCLOSURE STATEMENT

*The reasons for joining Young Living are as diverse as our product offerings.* Some members are attracted to the compensation Young Living offers, some wish to discover a sense of purpose and independence, while still others simply want to enjoy wholesale access to superior products. Whatever our members' reasons for joining, Young Living is committed to the quality and authenticity of our product line and believe that our Young Living family shares this common belief.

Members who rank as Distributor are primarily loyal product users who have not yet qualified for the rank of Star. The average Distributor-ranking member makes \$1 per month.





 **92 percent of all active members are ranked as Distributor.**

The percentage above illustrates to Young Living that most members simply enjoy access to wholesale pricing on our unique products. It is Young Living's belief that our members' passion for our products is a testament of the products' quality and is the reason Young Living continues to build unprecedented growth, even after 20 years of business. Young Living has developed what it considers a generous payout to provide members a worthwhile opportunity to build a Young Living business, and some members choose to participate in this opportunity, taking advantage of its limitless potential.

Members who rank as Star and above are represented in the table below.

 **8 percent of all active members are ranked as Star or above.**

The information below presents statistics for incomes<sup>1</sup> earned by active<sup>2</sup> U.S. Young Living members in 2013 who ranked as Star or above. Rankings are based on members' monthly paid-as rank. The average annual income for all active members in 2013 was \$312.

Member Rank	 Average Hours Worked per Week	 Average Percentage of Total Grouping <sup>3</sup>	 Average Monthly Income <sup>4</sup>	 Average Annualized Income <sup>5</sup>
Star	5	62.2%	\$73	\$876
Senior Star	7	20.8%	\$261	\$3,132
Executive	11	12.1%	\$617	\$7,404
Silver	17	3.5%	\$2,335	\$28,020
Gold	23	1.0%	\$6,527	\$78,324
Platinum	32	0.3%	\$15,721	\$188,652
Diamond	45	0.1%	\$32,003	\$384,036
Crown Diamond	36	<0.1%	\$57,300	\$687,600
Royal Crown Diamond	37	<0.1%	\$106,432	\$1,277,184

The earnings of the members in this chart are not necessarily representative of the income, if any, that a Young Living member can or will earn through the Young Living Compensation Plan. A member's success will depend on individual diligence, work effort, and market conditions. Young Living does not guarantee any income or rank success.

<sup>1</sup>2013 income includes income earned from January 1, 2013, through December 31, 2013. Commission income was paid for 2013 earnings between February 2013 and January 2014.

<sup>2</sup>An active member is a member who has purchased at least 50 PV in the previous 12 months.

<sup>3</sup>This number is the monthly percentage of members in each rank out of the group of members ranked Star or above in 2013.

<sup>4</sup>The average income earned by all members qualifying for each rank in any month in 2013.

<sup>5</sup>Average annualized income is calculated by multiplying by 12 the average monthly income earned by members qualifying for that rank in a given month.