

# 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.

**LEG @ 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):** Members are encouraged to sign up for this autoship program in which they order products that are automatically shipped to them each month. Essential Rewards purchase earn the member ER points redeemable for free product and may be changed each month. ER members, who qualify to receive a commission by placing a minimum 100 PV order each month, can also have access to exclusive income opportunities. The Rising Star Team Bonus is just one of the ways for ER members to receive additional cash rewards. For more information on this program, visit Virtual Office at [www.youngliving.com/en\\_my](http://www.youngliving.com/en_my).

# ADDITIONAL EARNING OPPORTUNITIES

## FAST START BONUS

- Earn a generous 25% bonus, up to USD\$200 each, on your new, personally enrolled members’ orders during the first three calendar months!
- Second-level enrollers earn 10%, up to USD\$80 each, on the newly enrolled members’ orders described above during the same time period!

## STARTER KIT BONUS

- Earn a one-time USD\$25 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.

## ESSENTIAL REWARDS ENROLLMENT BONUS

- If a member enrolls on ER with a 100 PV order, at any time, the enroller will earn an additional USD\$15 bonus once the ER order processes successfully.



VISIT OUR VIRTUAL OFFICE AT  
[WWW.YOUNGLIVING.COM/EN\\_MY](http://WWW.YOUNGLIVING.COM/EN_MY) FOR:

- Policies and Procedures
- Compensation Plan Terms and Definitions
- PowerPoint of Compensation Plan
- Training Videos

PLEASE CONTACT:

For average earnings, see Young Living’s Income Disclosure Statement at [youngliving.com/en\\_US/opportunity/income-disclosure](http://youngliving.com/en_US/opportunity/income-disclosure).

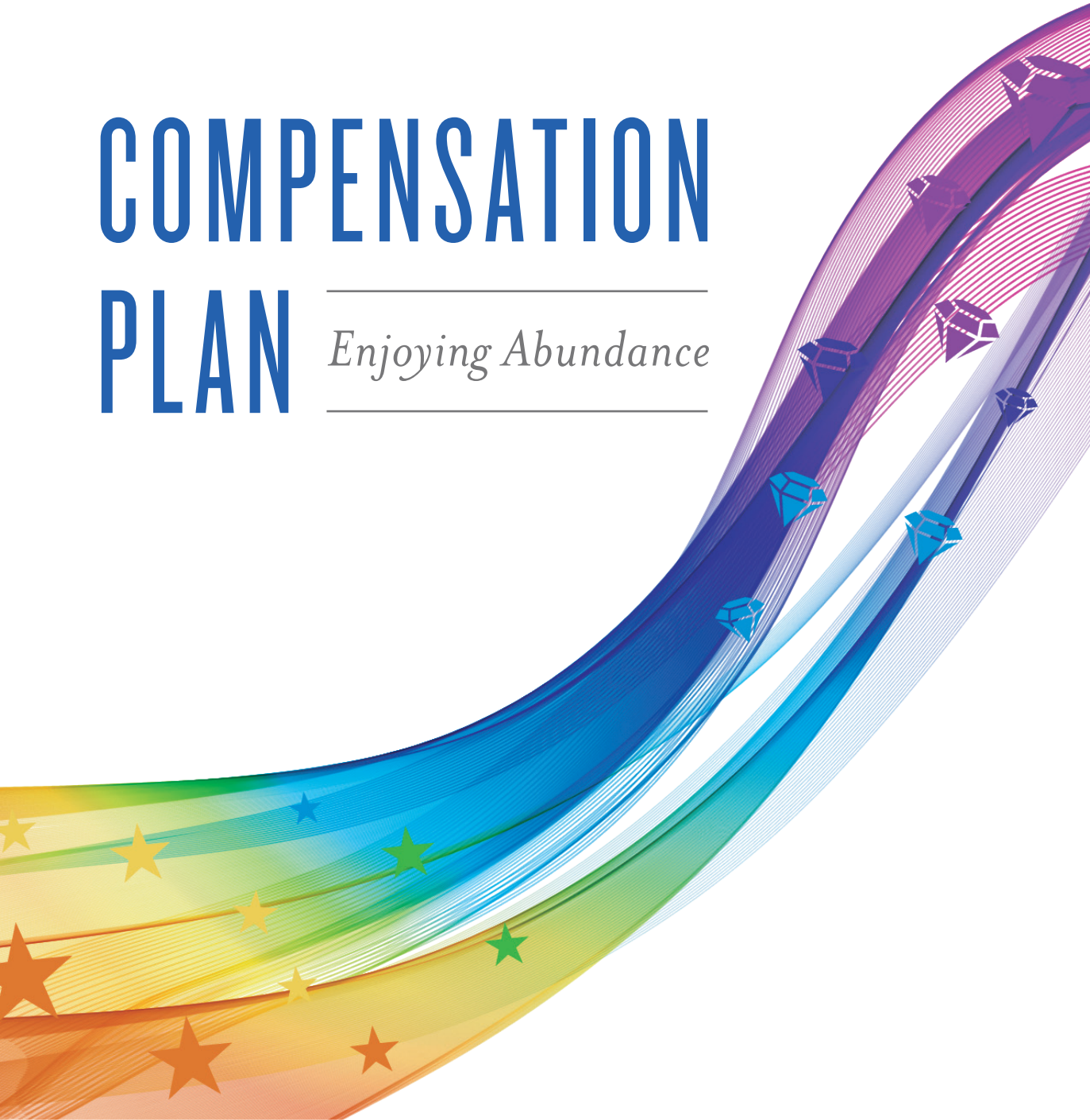
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# COMPENSATION PLAN

*Enjoying Abundance*



CREATING A FOUNDATION

Young Living’s compensation plan is designed to help you achieve abundance. The Rising Star Team Bonus is the blueprint for building a solid foundation that will lead you to success.

Qualifications	Member		Star	Senior Star	Executive
PV	50	100	100	100	100
OGV			500	2,000	4,000
PGV					
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%

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%	8%
Level 2	5%	5%	5%	5%
Level 3	4%	4%	4%	4%
Level 4	4%	4%	4%	4%
Level 5	4%	4%	4%	4%

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

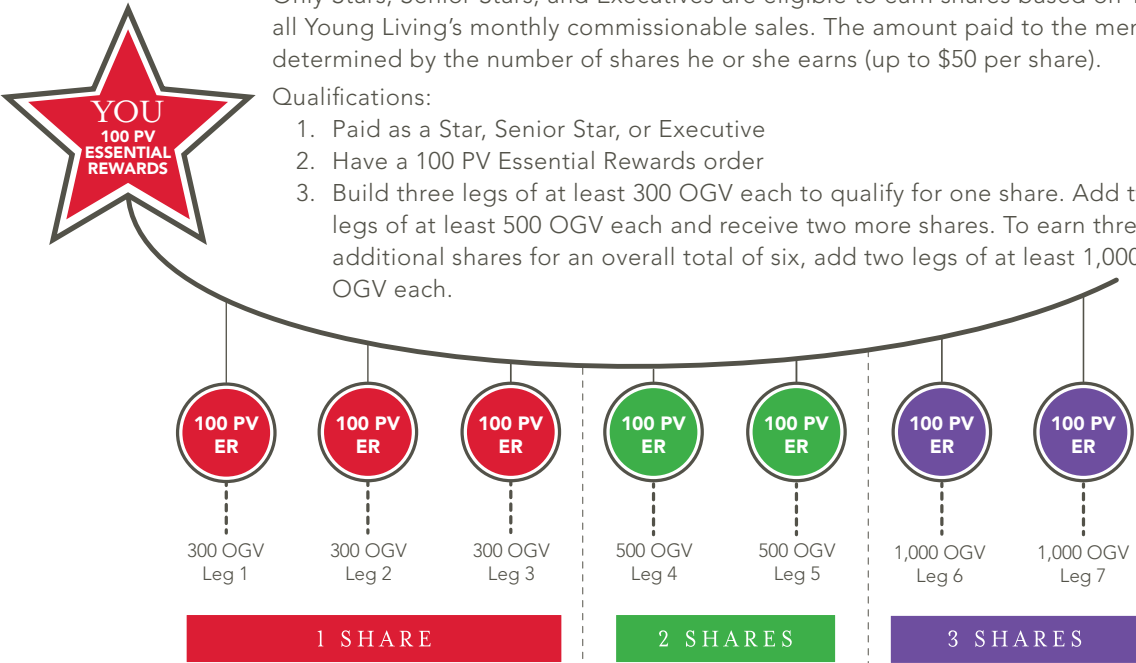
Compensation	Unilevel Commission Percentages			
Level 1	8%	8%	8%	8%
Level 2	5%	5%	5%	5%
Level 3	4%	4%	4%	4%
Level 4	4%	4%	4%	4%
Level 5	4%	4%	4%	4%

RISING STAR TEAM BONUS POOL

Only Stars, Senior Stars, and Executives are eligible to earn shares based on 1% of all Young Living’s monthly commissionable sales. The amount paid to the member is determined by the number of shares he or she earns (up to \$50 per share).

Qualifications:

- 1. Paid as a Star, Senior Star, or Executive
- 2. Have a 100 PV Essential Rewards order
- 3. Build three legs of at least 300 OGV each to qualify for one share. Add two legs of at least 500 OGV each and receive two more shares. To earn three additional shares for an overall total of six, add two legs of at least 1,000 OGV each.



TOTAL POSSIBLE SHARES = 6

MAXIMIZE YOUR EARNINGS. Learn more on the reverse of this flyer.

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			

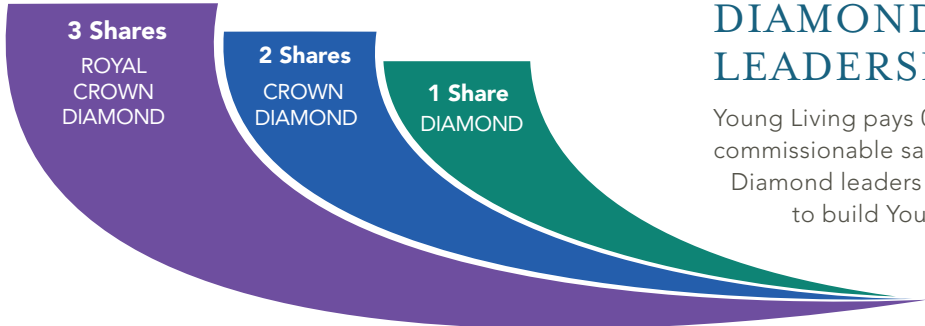


GENERATION LEADERSHIP BONUS

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.

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.

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