

Program Period: November 1, 2023 to January 31, 2024

# FULL PROGRAM MECHANICS & TERMS AND CONDITIONS

Celebrate a special milestone anniversary of Young Living and be part of the 30<sup>th</sup> year grand celebration happening July 15 – 20, 2024, UTAH, USA. Get to experience the International Grand Convention (IGC), general sessions, farm tour and party with the global Young Living community.

### PROGRAM

YL30: Fly to Utah Challenge (the "Program") is sponsored by Young Living Philippines ("Young Living"). Qualification Period begins November 1, 2023, at 12:01 a.m. and ends January 31, 2024, at 11:59 p.m., Young Living's method of timekeeping is the official time clock for the program and is final and undisputable. Winners will be selected after the Qualification Period, based on the pre-determined criteria listed below and the membership rank of each eligible Young Living Brand Partner. Rank is based on the ranking system outlined in the Young Living Compensation Plan.

# ELIGIBILITY

YL30: Fly to Utah Challenge is open to paid Executives and above (as of September 2023) who are in good standing with Young Living. Eligible Members may be referred to herein as "Participants". Participants must:

- 1. Be 18 years old or above by October 16, 2023
- 2. Must be at least a PAID Executive by September 30, 2023 or PAID Senior Star (who has never achieved an Executive rank) as of September 2023
- **3.** To win: Must have a monthly 100 PV On-the-Ground (OTG) Essential Rewards (ER) personal order and have at least 12 personal enrollments for the challenge period.
- 4. Must register and complete the intent to join form: <u>https://bit.ly/YL30ChallengeRegistration</u>

### REGISTRATION

Eligible PH brand partners would need to opt in at <u>https://bit.ly/YL30ChallengeRegistration</u> which will be open from October 16, at 12:00 p.m. until October 31, at 11.59 p.m. Young Living's method of timekeeping is the official time clock for the program and is final and undisputable.

### QUALIFICATION PERIOD

Qualification period begins November 1, 2023 at 12:01 a.m. and ends January 31<sup>st</sup>, 2024, at 11:59 p.m. Young Living's method of timekeeping is the official time clock for the Program and is final and undisputable.



# HOW TO EARN POINTS

- Personal Enrollments
  - Earn 5 points for enrolling someone new at 100 PV and on Essential Rewards during the challenge period.
    - Only Philippine based enrollees are eligible for this incentive.
    - Reactivations will count as an enrollment if it has been 24 months from the time the account has been dropped.
- Retention
  - Earn 10 points when a newly enrolled member places their second and third consecutive loyalty or Essential Rewards order of 100 PV during the challenge period.
    - Must place both MONTH 2 AND MONTH 3 CONSECUTIVE ER orders to get 10 Points.
    - January 2024 new enrollees can still have a chance to place their second ER order in February 2024 for the qualifier to 10 earn points.

	November 2023	December 2023	January 2024	February 2024	Points to Gain by the Qualifier
Example 1	New Member purchases an enrollment set at 100 PV on ER	New Member places a 100 PV ER order	New Member places a 100 PV ER order	N/A	10 POINTS
Example 2	New Member purchases an enrollment set at 100 PV on ER	New Member places a 100 PV ER order	No ER order	New Member places a 100 PV ER order	0 POINTS
Example 3	N/A	N/A	New Member purchases an enrollment set at 100 PV on ER	New Member places a 100 PV ER order	10 POINTS

• Earn 5 points when your personal enrollees before November 2023 will:

- Enroll on ER for the 1st time after enrollment month.
- ENROLL ON ER AFTER BEING INACTIVE FOR AT LEAST 3 CONSECUTIVE MONTHS.



- Duplication
  - Earn 5 points when your new enrollee enrolls a new person at 100 PV on Essential Rewards.
    - Only Philippine based enrollees will count.
    - New Enrollee is counted from November 2023 to January 2024.
    - January 2024 new enrollees can still have a chance to enroll and points to be counted by February 2024.
    - Reactivations will count as an enrollment if it has 24 months from the time the account has been dropped.
- Leadership
  - Earn 5 points for each downline to rank up for the first time to Executive anytime during the challenge period (November 2023 to January 2024).
    - No rank maintenance required.
    - Downline must be a personal enrollee.
  - Earn 1 point for each rerank of personal enrollees.

# EXPERIENCE DATE

Convention date is July 15 – 20, 2024. Winners must arrive July 14 and depart July 21st.

# WINNERS:

Executives will compete among executives. Silvers will compete among Silvers and Gold+++ will compete among Gold+++

			Gold/Plat/Dia	# of
	Executive/ SS	Silver	mond	Winners
Tier 1: Accomodations, Airfare, Event Ticket	5	3	1	9
Tier 2: Accommodations, Event Ticket	5	3	1	9
Tier 3: Airfare, Event Ticket	9	3		12
Total Winners	19	9	2	30

\*Notes:

- 1. Ranks are based on PAID Ranks by September 30, 2023.
- 2. Paid Senior Stars (who have never achieved Executive rank) as of September 2023 will compete within the Executive category
- 3. Winners to be announced by March 2024.
- 4. Prizes are non-transferrable but are convertible to cash.

**PRIZES:** 



Prizes Per Tier	Prize Value*	60% Cash Conversion*	Peso Value of Cash
TIER 1: Accommodations, Airfare, and Event Ticket	\$ 2,957	\$1,774	₱90,823.70
TIER 2: Airfare and Event Ticket	\$ 2,225	\$ 1,335	₱ 68,352.00
TIER 3: Accommodations and Event Ticket	\$ 957	\$ 574	₱ 29,383.70

### \*Notes:

- 1. The prize value indicated are based on negotiated group airfare and accommodations.
- 2. Withholding tax will be applied on the total cash amount. Computation will be based on their business registration.
- 3. Peso conversion is based on the 60% of the prize value with YLPH's conversion rate.
- 4. The airfare included is a roundtrip ticket, limited to economy class, and includes a luggage allowance of 23kg each, 2pcs. YLPH will book for the qualifier should they follow the YLPH itinerary: Departing Manila July 14 and Returning July 21. For qualifiers with deviations, you may book on your own and a maximum budget of \$2,000 (YLPH negotiated group rate with local agency) to be reimbursed by YLPH. Any expense incurred due to deviations beyond the budget set will be shouldered by the qualifier.
- 5. The accommodations included will be at Holiday Inn Express for 7 nights with free breakfast. The room will be twin sharing with a fellow qualifier as roommate. If the qualifier will not avail of the hotel booking, they can book on their own with reimbursable maximum budget of \$104 USD (based on YLEO's negotiated accommodations rate per person, per night) per night per person (qualifier).



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# **TERMS & CONDITIONS**

### **General Prize Conditions**

Young Living is not responsible, and the Winner will not receive the difference, if any, between the current value of a Prize at the time of the prize and the ARV indicated in these Official Rules or in any correspondence or materials related to the Program. All federal, state and local taxes (including income tax (income) and withholding tax), if any, as well as any other costs and expenses related to the acceptance and use of the Prize not specified herein, will be the winner's responsibility, regardless of whether the Prize is used in whole or in part. In no event will Young Living be responsible for awarding more Prizes than what is listed here. The "paid trip" for this Program, if applicable, will be limited to airfare, lodging and event ticket provided to the winner by Young Living reserves the right to award only the number of Rewards according to eligible Participants. Any Prize not awarded after the Program Period may be left unawarded. The prize restrictions/conditions set forth herein are not inclusive. Prizes are non-transferable, except that Young Living reserves the right, at its discretion, to substitute a prize (or a portion thereof) for a prize of equal or greater value. The Prizes are awarded "AS IS" and WITHOUT WARRANTY OF ANY KIND, express or implied, including, but not limited to, any implied warranties of merchantability and for any other particular purpose.

All expenses not indicated herein as part of a Prize are at the sole responsibility of the Prize winner. A Prize will be confiscated if: 1) the winner is not available to travel on the dates specified for the trip; or 2) if the Winner and/or their Companion, if any, does not have the required travel documents for the scheduled date for the trip. Travel insurance is mandatory for each Winner. Each Winner is fully responsible for obtaining any travel insurance (and any other form of insurance) hereby acknowledge that Young Living does not obtain and will not obtain or provide travel insurance or any other type of insurance. Winners are willing to accept the terms and conditions of all airlines and other third-party service providers used in connection with the Awards. Young Living is not responsible if tickets, etc., are stolen, lost or transferred by a Prize winner and will not be replaced or rescheduled if they lose transportation for any reason. Exact dates and locations are subject to change at Young Living's discretion.

All prize winners and their travel companions must set off together on the same itinerary and have all required travel documents. Airfare is non-refundable and non-transferable and is not valid for upgrades and/or frequent flyer miles. Prize winners will not receive cash or any other form of compensation if the current travel costs are less than the ARVs indicated in these Official Rules. Young Living shall not be liable for any cancellation, delay, diversion or substitutions or any other fact or omission in any way by airlines or other carriers or any other person providing any of these required services and accommodation. No refunds, no compensation will be made in the event of cancellation or delay of any flight except young Living's discretion.



During the Program Period, participants may be regularly audited to monitor their compliance with the Young Living Policies and Procedures applicable to the Participant's jurisdiction ("Young Living Policies and Procedures"), especially, but not limited to, those sections belonging to advertising and Programs. Any violation of Young Living's Policies and Procedures will disqualify the Program participant in its entirety. Young Living reserves all rights to adjust the mechanics or criteria of the challenge within the Program period and decide on winners after auditing results.

### Notification/Prize Acceptance

The Prize winner will be selected after the end of the Program Period or before March 2024. The Prize Winner's name will be available in Young Living website of your market once the winner has been selected and all qualification goals have been completed and verified after the end of the Program Period.

On or near March 2024, an email will be sent to the Participant who has been eligible for the Prize. The acceptance email will be sent to the email indicated in the Participant's file. This email will contain the acceptance link where the Participant must accept or decline the prize and complete a registration form by April 30, 2024 at 11:59 p.m. Failure to respond to the acceptance email via the link within this period will be considered as a travel rejection. This rejection cannot be reversed and in a similar way, acceptance of the Prize will be final. If a Participant rejects the trip, he/she will no longer be eligible for any Prize.

# Travel

Travel arrangements will be made for the winners through Young Living's preferred travel agent. If a winner purchases their own airline tickets, without prior approval from Young Living's preferred travel agent, they will be ineligible for reimbursement.

All travel arrangements must be finalized and booked at least four weeks prior to the start of the trip. A Participant's failure to respond to emails and phone calls from Young Living or Young Living's preferred travel agent within 24-hours could result in a forfeiture of the airfare portion of the Prize. All flight arrangements associated with the Prizes, once ticketed, are final and winners are responsible for any and all fees associated with changing travel in any way. Travel costs incurred between a winner's home and the departure airport are at the Participant's expense. Excess luggage fees and other expenses are also solely the responsibility of the winner.

All personal expenses incurred on the Young Living Incentive Trip are the responsibility of the winners. Winners will be required to provide their own personal credit card or debit card to cover their own incidental expenses. Incidentals are not included with in the Prizes for the Program.



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### Cancellations and Refunds; Force Majeure

Prize winners who cancel their participation in the Young Living Incentive Trip will not receive a refund for the value of the Prizes. Young Living may request Participants who have canceled their participation, at the company's discretion, to reimburse Young Living for costs related to the cancellation of their trip. Young Living will not compensate, in cash or in kind, qualifiers who are unable to participate in the trip after their acceptance. Traveler insurance must be purchased by the Winning Participant on their own. Young Living will not be liable in the event of cancellation due to any of the following: extreme weather, natural disasters, strikes, demonstrations, attempted boycotts, fires, floods, accidents, wars (declared or not revolutions, riots, insurrections, acts of the Natural, governmental provisions, acts of public enemy, shortage or rationing of gasoline or other vital fuels or products, inability to obtain materials or the hand of or other causes that are not reasonably beyond Young Living's control. In the event of such events, Young Living may provide cash prizes of equivalent value at its discretion.

### Authorization

By accepting the Prize, the respective winner approves the use of his/her name/address (city and state/province), voice and statements relating to the Program and Young Living, as well as photographs or similar, without receiving additional compensation, notice or permits for any advertising conducted by Young Living or any related entity in any media without time or territorial limitation, except where prohibited by law.

### Limitations of Liability

Young Living and its affiliates, subsidiaries, parent companies, advertising and Program agencies, printers and judges involved in this Program are not responsible for any inaccuracies in the information that may be used in the Program, for any error technical or human errors that may occur in the input process, including data entered by Participants, any communication failures such as technical errors related to computers, telephones, cables and unavailable networks or connections of servers, related technical failures, or other failures related to the computer, software, or viruses or incomplete, late, or misdirected entries. Any compromise with the fair and appropriate conduct of this Program related to a computer virus or similar type of technical impairment that may affect the appropriate impartiality, security and administration of the Program could result in the modification or modification of the Program or any part of the Program at Young Living's discretion. Young Living reserves the right, at its discretion, to void any entry by Participants whom Young Living deems to have breached or harm the administration, security, impartiality, or proper development of this Program or that does not act in an honorable manner or that acts with the intent to threaten or harass any other person.

By participating in the program, Entrants waive all rights to sue for punitive, incidental, and consequential damages, attorneys' fees, or any damages other than current costs or losses that may arise in participation in the Program or acceptance, possession, and use of any prize.



All causes of demand arising out of or relating to this program, or any Prize awarded shall be resolved individually, without recourse to any form of group action. Some jurisdictions may not allow certain limitations of damages or liability to seek damages through group actions, so some of these restrictions may not apply to certain cases.

### Other Rules and Regulations

If certain aspects of the Awards change and are not under the control of Young Living, Young Living, or any other Program partner providing the Awards will be responsible for any such changes and Young Living reserves the right to substitute a prize equivalent or greater value, at Young Living's absolute discretion, if for any reason, the Prize is wholly or partially unavailable, as described herein. The prize is not allowed to be transferred to a third party. By accepting the Prize, the Prize winners agree that Young Living shall not be liable for any injury, damage or loss of any kind resulting from or in connection with the award, acceptance, possession or use of the Prize or any part or aspect thereof.

Young Living shall be the final arbitrator of the interpretation of the rules and of the qualification determinations and such decisions shall be final. If it is necessary to clarify doubts about the rules or interpretations of the document, Young Living may amend these rules by publishing a new version of these rules. Where necessary, the Prizes will be reported as income in the winner's annual tax format. Prize winners will be responsible for the payment of all taxes for any Prize and/or the grant or subsidies awarded by Young Living. Young Living reserves the right to suspend or terminate this Program without notice, for any reason or any reason, at its discretion. Young Living employees and their associated entities and their spouses and immediate family members are not eligible to participate in this Program. This Program is void where prohibited by law. All Qualifying Participants will be subject to auditing.

By participating in the program, you (i) acknowledge compliance with these Program Rules including all eligibility requirements, (ii) warrant that any information you provide in connection with this Program is true and reliable and (iii) agrees to abide by Young Living's decisions, which will be unappealable and binding on all matters relating to this Program. Entrants who have not complied with the Program Rules are subject to disqualification.

This Program is subject to all applicable laws of the Philippines. For Participants, all matters and questions relating to the structure, validity, interpretation and enforcement of these Program Rules, or the rights and obligations of the participant and Young Living in connection with the Program, shall be governed and interpreted in accordance with the substantive legislation of the courts in the Philippines regard to conflicts of law principles, for international markets the current substantive legislation shall be the one that corresponds to the Jurisdiction of the Participant . All Participants agree to the jurisdiction and jurisdiction courts of the country where they are participating.

In the event of any conflict with any details of the Program contained in these Official Rules and Program details contained in other Program Materials (including, but not limited to, any point of sale, online or printed advertising), the details of the Program as set forth in these Official Rules shall prevail.



Failure by Young Living or the decision not to enforce any provision of these Official Rules shall not constitute a waiver of that or any other clause. In the event that any provision is found to be invalid or unenforceable or otherwise unlawful, these Official Rules shall remain in effect and shall be construed in accordance with its terms as if the invalid or illegal clause is not contained herein.