

Ready to Grow: Cultivate 2 Incentive*



QUALIFICATION PERIOD AND DETAILS:

Q. How long does the Ready to Grow: Cultivate 2 incentive run?

A. The Ready to Grow: Cultivate 2 incentive begins July 14, 2023, at 12:01 a.m., MT, and ends December 31, 2023, at 11:59 p.m., MT.

Q. Which Brand Partner ranks and Customers can earn the rewards in the Ready to Grow: Cultivate 2 incentive?

A. All Young Living® Brand Partners in participating locations can participate in the Ready to Grow: Cultivate 2 incentive. If a Customer would like to participate, they will need to buy a Business Essentials Kit to become a Brand Partner.

Q. If I have already enrolled a new Customer or Brand Partner with 100+ PV on Loyalty/Essential Rewards in July before the Ready to Grow: Cultivate 2 announcement, will that count toward my Cultivate 2 for July?

A. No, only qualifying enrollments from July 14th through July 31st will count towards Ready to Grow: Cultivate 2 for July.

Q. What markets can qualify for the Ready to Grow: Cultivate 2 incentive rewards?

A. The Ready to Grow: Cultivate 2 incentive is open to Brand Partners in the U.S., Canada, Mexico, and LATAM (Ecuador, Colombia, Costa Rica, Panama, and Cayman Islands) markets.

Q. Do all new enrollments have to be located in the market I reside in?

A. No, you can have new Customers and Brand Partners from other markets and still qualify for the incentive if you are in one of the participating locations: U.S., Canada, Mexico, and LATAM (Ecuador, Colombia, Costa Rica, Panama, and Cayman Islands) markets.

Q. How many rewards can I earn if I participate in the Ready to Grow: Cultivate 2 incentive?

A. You will have the opportunity to earn up to nine rewards during the incentive period by selling products to two new enrolling Customers and/or Brand Partners for the duration of the enrollment period, as well as enrolling consistently for two, four, and six months.

Q. How do I earn the rewards for the Ready to Grow: Cultivate 2 incentive?

A. **STEP 1 (MONTHLY REWARDS):** Share Young Living products with two new enrolling Customers and/or Brand Partners and help them each place 100+ PV Loyalty/Essential Rewards orders each month during the incentive period. This will allow you the opportunity to earn up to six rewards from July 14 through December 31, 2023.

STEP 2 (CONSISTENCY REWARDS): Share Young Living products with two new enrolling Customers and/or Brand Partners and help them each place 100+ PV Loyalty/Essential Rewards orders each month consistently for two, four, and six months. This will allow you the opportunity to earn up to three additional rewards during the incentive period.

MONTHLY REWARD QUALIFICATION DETAILS:

Q. What are the qualification requirements to earn the monthly rewards for the Ready to Grow: Cultivate 2 incentive?

- A. To earn the monthly rewards, sell at least 100+ PV in qualifying loyalty or monthly (Essential Rewards) orders to two new enrolling Customers or Brand Partners each month.

MONTHLY REWARD: A new reward will be announced on the first of each month. The rewards will differ each month and can only be earned once and only during that qualification period.

For example, July's reward is an exclusive Young Living® branded Stanley 40-ounce Adventure Quencher. To qualify for this reward, you must complete your sales to new enrollments July 14th at 12:01 am through 31 at 11:59 p.m., MT. On August 1, there will be a new reward announced that you can qualify for during August's qualification period.

- U.S. Brand Partners: If you qualify in July, your reward will ship in your next one-time or loyalty order after commissions are finalized the next month.
- Canada Brand Partners: If you qualify in July, you'll have 90 days from the August commission run to place a monthly (ER) product order and have your reward shipped with it.

There will be a new reward offered each month, totaling six different monthly rewards.

If you do not qualify for the July reward, there will not be another opportunity to earn that specific reward.

CONSISTENCY REWARD QUALIFICATION DETAILS:

Q. What are the qualification requirements to earn the consistency rewards for the Ready to Grow: Cultivate 2 incentive?

- A. To earn the consistency rewards, sell at least 100+ PV in qualifying loyalty or monthly (Essential Reward) orders to two new enrolling Customers or Brand Partners for two, four, and six months straight.

TWO CONSECUTIVE MONTHS: Meet the sales qualifications for two new enrolling Customers and/or Brand Partners for two consecutive months and earn the two-month consistency reward.

Q. What qualifies as two consecutive months?

- A. Sell at least 100+ PV in a qualifying loyalty or monthly (Essential Reward) order to two new enrolling Customers or Brand Partners in two consecutive months. This can be July and August, August and September, September and October, October and November, OR November and December, as long as the months are done consecutively. You can earn this reward only one time.

TIP: Start selling to new enrolling Customers and/or Brand Partners July 14th to qualify for the six-month consistency reward!

FOUR CONSECUTIVE MONTHS: Meet the sales qualifications for two new Customers and/or Brand Partners monthly for four consecutive months and earn an additional reward.

Q. What qualifies as four consecutive months?

- A. Sell at least 100+ PV in a qualifying loyalty or monthly (Essential Reward) order to two new enrolling Customers or Brand Partners for four consistent months. This can be July 14th-31st, August, September, and October OR August, September, October, and November OR September, October November, and December, as long as the months are done consecutively. You can earn this reward only one time.

If one month is skipped in between, you will start over the next month.

- For example, if you qualify in July, August, and September but then do not meet the sales requirements in October, you will not be eligible to earn this reward or the six-month consecutive reward.

SIX CONSECUTIVE MONTHS: Meet the sales qualifications for two new Customers and/or Brand Partners monthly for all six consecutive months and earn an additional reward.

Q. What qualifies as six consecutive months?

- A. Sell at least 100+ PV in a qualifying loyalty or monthly (Essential Reward) order to two new enrolling Customers or Brand Partners for the entirety of the incentive (July 1st–December 31st) and earn the six-month consistency reward.

If there is a month when you did not meet the requirements of selling products to two new enrolling Customers and/or Brand Partners and did not earn the monthly reward, you will not qualify for the six-month consistency reward.

Q. If I sell products to two new enrolling Customers and/or Brand Partners for two consecutive months and then miss the third month, will I still qualify for any additional rewards?

- A. No, if you qualify in July and August but then do not qualify in September, you will not be able to earn the four-month or six-month consistency reward, since there would only be three months left in the incentive period. This is why it's important to stay on track and remain consistent month to month to ensure you can earn all of the rewards.

Q. If I sell products to two new enrolling Customers and/or Brand Partners for one month, miss the next month, and qualify in the third month, can I still qualify for an additional reward?

- A. If you skip a month, your qualification will start over the next month. For example, if you qualify in July but then do not meet the enrollment requirements in August, you will have the opportunity to start over in September and will need to sell products to new enrolling Customers and/or Brand Partners consistently in September and October to earn the two-month consistency reward.

QUALIFICATION INFORMATION:

Q. If my new enrollee saves 10 percent from ShareYL on their enrollment sales order, will they still count toward the Ready to Grow: Cultivate 2 incentive for me?

- A. Yes, as long as their sales enrollment order is at least 100 PV BEFORE any discount is applied.

Q. Do sales to reactivating Brand Partners count in this incentive?

- A. No, sales to reactivating Brand Partners do not count as qualifying sales for the Ready to Grow: Cultivate 2 incentive. Only sales to new enrollments will count toward this incentive.

Q. Do I have to be the Sponsor and Enroller of the new enrollee to earn the Ready to Grow: Cultivate 2 incentive rewards?

- A. You only need to be the Brand Partner Enroller for the sales to newly enrolled Customers and/or Brand Partners to earn the Ready to Grow: Cultivate 2 incentive rewards.

Q. If my new enrolling Customer and/or Brand Partner creates an account but doesn't place a qualifying order until the following calendar month, what month would that sales order qualify for?

- A. If you have a Customer and/or Brand Partner who signs up but does not place a qualifying order until the following month, the order will count only for the month in which the order is placed. For example, if a Customer creates their account on July 27 but doesn't place their enrollment order until August 5, then that sale to the Brand Partner only counts for August.

Q. If someone is placed under my organization from the placement program, will that placement count in this promotion?

- A. No, you will need to be listed as the Brand Partner Enroller for the new Customer and/or Brand Partner, and they cannot be placed under your organization from the placement program.

Q. Who is eligible to participate in the Ready to Grow: Cultivate 2 incentive?

A. This incentive is open to all active Brand Partners in participating markets who are in good standing with Young Living and who are at the legal age of adulthood in their jurisdiction as of July 14, 2023.

Q. If I move to a different country during the incentive, will I be eligible to receive a reward?

A. For the duration of the incentive, participants are assigned to the market corresponding to their initial country of residence, as listed on their Young Living Brand Partner account at the time of the incentive. If you move to a country that is not participating in the incentive, you will no longer qualify for the Ready to Grow: Cultivate 2 incentive rewards.

REWARD DELIVERY DETAILS:

Q. If I qualify for one of the promotion incentives, when will I receive my reward?

A. **U.S. BRAND PARTNERS:** The rewards you earn will be shipped with your next product order of at least 1 PV after the following month's commission run. For example, if you qualify for a reward in July, your qualification will be confirmed during the August commission run—usually on or around the 17th of the month. Your reward will then be shipped with your next product order of at least 1 PV after that date.

CANADA BRAND PARTNERS: Place a monthly (ER) order of at least 50 PV within 90 days of the commission run. Your earned reward will be included automatically in this product order. The 90 days will start over for each month. For example, if you qualify for a reward in July, you'll have 90 days from the August commission run to place a monthly (ER) product order and have your reward shipped with it.

Q. Do I have to place a loyalty/monthly (ER) order the following month to receive my reward?

A. **U.S. BRAND PARTNERS:** No, your reward will ship with the next product order you place, whether that is a loyalty order or a one-time order, as long as it is a minimum of 1 PV.

CANADA BRAND PARTNERS: Yes, you will need to place a monthly (ER) order of at least 50 PV within 90 days of the commission run. Your earned reward will be included automatically in this product order.

REWARD DETAILS:

Q. How many total rewards can I earn?

A. You can earn up to a total of nine rewards. This includes one for each month you qualify during the incentive period (July 14 through December 31, 2023), plus three additional rewards when you sell consistently to two new enrolling Customers and/or Brand Partners for two, four, and six consecutive months.

Q. Can I earn the two-month consecutive reward more than once?

A. No, you can earn the two-month consistency reward only one time during the incentive period.

For example, if you earn the two-month consecutive reward in July and August but you do not enroll anyone in September, you will not receive another two-month consecutive reward for selling to two new enrolling Customers and/or Brand Partners in October and November.

Q. Do the Ready to Grow: Cultivate 2 incentive monthly rewards change throughout the incentive period?

A. Yes, on the first of every month, a new reward will be launched, and the opportunity to earn that reward will start over. Once the month ends, there will not be another opportunity to earn that monthly reward.

Q. Do the Ready to Grow: Cultivate 2 incentive consistency rewards change throughout the incentive period?

A. Yes, there will be a total of three different rewards offered at the two-, four-, and six-month milestones. If you sell to new enrolling Customers and/or Brand Partners consistently in July and August, you will

receive an XL Saranoni blanket (colors will vary). If you have a friend start the incentive in September and they qualify consistently in September and October, they will receive the same two-month consecutive reward that you earned. This same rule applies to the four-month consecutive reward, as well as the six-month consecutive reward. Each reward can be earned only once.

REWARD ANNOUNCEMENT DETAILS:

Q. When will I be notified if I qualify for a Ready to Grow: Cultivate 2 incentive monthly enrollment reward?

A. You will be notified via email after the commission period is finalized for the month that you qualified. For example, if you qualify in July, you will get an email in mid-August after the July commissions are finalized letting you know you qualified for the July reward and what your next steps are.

Q. When will I be notified if I qualify for the Ready to Grow: Cultivate 2 incentive consistency reward?

A. You will be notified via email after the consecutive months are completed and the commissions for the last month are finalized. For example, if you qualify for the two-month consistency reward in July and August, you will receive your congratulations email in mid-September with your reward details. This will be the same process for the two-, four-, and six-month consecutive rewards when earned.

Q. If I opted out of Young Living emails, how do I sign back up to ensure I receive my qualifications emails?

A. You will need to visit <http://yl.youngliving.com/YL-preferences-2.html> and select to opt back in for “Products and promotions emails.”

TRACKING AND REPORTING ON ENROLLMENTS:

Q. What do I do if I notice a discrepancy with my sales to new enrollments in counts and qualifications?

A. If you feel you should have earned a reward but did not, you will need to contact Member Services so they can look into your account and rectify the discrepancy if applicable.

Q. Where can I see my enrollment details and track my monthly enrollments?

A. You will be able to track your enrollments in the Virtual Office when the tracker becomes available.

Q. Can I see my downline’s enrollment progress to help encourage them to reach their goals?

A. You will also be able to see your downline’s enrollment progress in your Virtual Office once the tracker is available.

TAX DETAILS AND ACCEPTANCE OF REWARDS:

Q. What will I be taxed on when I earn a reward?

A. You will be taxed on the retail value of the reward.

Q. I know I will be taxed on the rewards I receive, but how will I receive that information?

A. Reward winners residing in the United States or Canada will be issued a respective Form 1099 or T4A reporting the fair market value of their reward as taxable income.

INCOME DISCLOSURE STATEMENT:

U.S.

*The Brand Partner sales earnings disclosed are potential gross earnings and not net of other business expenses and not necessarily representative of the actual income, if any, that a Brand Partner can or will earn through the Young Living Sales Compensation Plan. A Brand Partner's earnings will depend on individual diligence, work effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success. See the Income Disclosure Statement for detailed earnings information per rank.

CANADA

*The Brand Partner sales earnings disclosed are potential gross earnings and not net of other business expenses and not necessarily representative of the actual income, if any, that a Brand Partner can or will earn through the Young Living Sales Compensation Plan. A Brand Partner's earnings will depend on individual diligence, work effort, sales skill and market conditions. Young Living does not guarantee any income or rank success. See the Statement of Typical Participant Earnings for detailed earnings information per rank.