

# Young Living 2022 U.S. Income Disclosure Statement

As a direct sales company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our independent Brand Partners to earn sales commissions from selling Young Living products and to build their own business. Brand Partners may earn sales commissions and bonuses as outlined in the Young Living Sales Compensation Plan. As Brand Partners sell more products and move up the ranks within the Sales Compensation Plan, they become eligible for additional sales income opportunities.

RANK	PERCENTAGE OF ALL BRAND PARTNERS <sup>1</sup>	ANNUAL INCOME <sup>2</sup>				MONTHS TO ACHIEVE THIS RANK <sup>3</sup>		
		Lowest	Highest	Average	Median	Lowest	Average	Highest
ASSOCIATE	89.0%	\$0	\$781	\$3	\$0	N/A	N/A	N/A
STAR	7.6%	\$0	\$2,286	\$275	\$206	1	11	190
SENIOR STAR	2.1%	\$0	\$66,236	\$1,510	\$1,278	1	18	188
EXECUTIVE	0.9%	\$187	\$106,976	\$3,671	\$3,092	1	22	187
SILVER	0.3%	\$801	\$187,656	\$17,325	\$13,007	1	27	188
GOLD	0.1%	\$8,211	\$363,341	\$54,531	\$43,683	1	35	170
PLATINUM	< 0.1%	\$16,549	\$938,307	\$135,693	\$105,867	2	42	170
DIAMOND	< 0.1%	\$63,474	\$1,830,713	\$374,999	\$279,547	10	50	169
CROWN DIAMOND	< 0.1%	\$318,715	\$1,217,628	\$596,591	\$554,340	20	64	151
ROYAL CROWN DIAMOND	< 0.1%	\$575,716	\$3,135,196	\$1,684,354	\$1,469,339	17	52	123
ALL BRAND PARTNERS	100%	\$0	\$3,135,196	\$276	\$0	N/A	N/A	N/A

The income statistics in this statement are for income earned by all U.S. Brand Partners who had a Brand Partner account for any part of Calendar Year 2021. Note that the income paid to U.S. Brand Partners summarized in this disclosure represents potential gross income and does not include costs or expenses incurred by a Brand Partner in the operation or promotion of their business, which can vary widely and might include product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs, and/or any other miscellaneous expenses. These figures should not be considered as guarantees or projections of any actual income or profits. Brand Partner success will depend on individual diligence, work, effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success.

This Statement provides truthful comprehensive information regarding income and costs for Young Living U.S. Brand Partners. A copy of this Statement must be presented to prospective Brand Partners any time Brand Partner compensation is presented and/or discussed or whenever an earnings claim or representation is made, to include individual meetings and any statements regarding typical Brand Partner earnings, non-typical earnings, compensation ranges, Brand Partner income testimonials, Brand Partner lifestyle claims, and/or any hypothetical claims.

**1** Brand Partner ranks may change. These percentages are based on individual Brand Partners' highest achieved ranks earned during the calendar year. Brand Partners are defined as any U.S. account categorized as a Brand Partner during the year. Brand Partners who do not make at least one product purchase in the prior 12 months have their Brand Partner account converted into a Customer account, per the Agreement.

**2** These incomes are categorized based on the highest achieved rank individual Brand Partners earned throughout the entire year and may contain income earned at a lower rank.