

# SIMPLIFIED DEFINITIONS

**Compression:** If a Brand Partner is not commission qualified, or if a Customer does not have 100 PV, their volume is combined, or compressed, with all of the volume of YL individuals down to and including the next commission-qualified Brand Partner or Customer with 100 PV to form a Unilevel.

**Customer Volume (CV):** Customer volume is any combination of volume from a Brand Partner's personal purchases (PV) and/or volume from front-line (sponsored) Customers. The ranks of Associate through Executive have a monthly requirement of 100 CV for rank and commission qualification.

**Enroller:** The person who places a new Young Living Brand Partner in an organization. Enrollers may be eligible to qualify for financial bonuses.

**Fast Start Bonus Compression:** Fast Start Bonus commissions will be compressed upward. The Level 1 Fast Start Bonus will be awarded to the first qualified Brand Partner Enroller in the Enroller tree. The Level 2 Fast Start Bonus will be awarded to the second qualified Brand Partner Enroller in the Enroller tree.

**Generation:** A Silver or higher ranked Brand Partner and their entire organization.

**Generation Commissions:** Based on a Brand Partner's monthly rank of Silver or higher, a commission is paid on the OGV of each Silver or higher in the Brand Partner's organization, down to the next Silver or higher-ranked Brand Partner, down to eight generations.

**Leg:** Each new Brand Partner becomes a new leg directly under the person who sponsors them.

**Leg @ OGV:** The amount of volume in each individual leg.

**Level:** Brand Partners who are directly sponsored by another Brand Partner are considered the sponsoring Brand Partner's first level. Any person sponsored by the new first level individual becomes second level to the original Sponsor and so on.

**Organization Group Volume (OGV):** The monthly volume within a Brand Partner's organization.

**Personal Generation Commissions:** Commissions paid to Silver or higher Brand Partners on all volume in their organization, down to but excluding the next Silver or higher ranked Brand Partner.

**Personal Group Volume (PGV):** The sum of PV outside of the Brand Partner's qualifying legs and any legs ranked as Silver or higher.

**Personal Volume (PV):** The total product value of an individual's personal purchases. The ranks of Silver and above have a monthly requirement of 100 PV for rank and commission qualification.

**Qualifying Leg:** A leg that has a Brand Partner at the top who is commission qualified. The leg also has enough Leg OGV to function as a qualifying leg within a Brand Partner's organization.

**Sponsor:** The person under whom a new Brand Partner is directly placed. The Sponsor may also be the Enroller.

**Unilevel Commission:** The percentage paid on the first five levels of an organization: 8% at level one, 5% at level two and 4% each at levels three through five.

# ADDITIONAL EARNING OPPORTUNITIES

## FAST START BONUS

- Earn a generous 50% bonus on your new, personally enrolled Customers' and Brand Partners' orders during their first calendar month.
- Earn a 25% bonus on your new, personally enrolled Customers' and Brand Partners' orders during their second and third calendar months.
- Second-level enrollers earn 10% on the newly enrolled Customers' and Brand Partners' orders during the second and third calendar months.



PLEASE CONTACT:

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.

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# SALES COMPENSATION PLAN

Rise Above

YOUNG LIVING<sup>®</sup>  
ESSENTIAL OILS

# CREATING A FOUNDATION

Young Living's sales compensation plan is designed to help you achieve abundance.

QUALIFICATIONS	ASSOCIATE	STAR	SENIOR STAR	EXECUTIVE
CUSTOMER VOLUME (CV)	100	100	100	100
OGV		500	2,000	4,000
PGV				
LEG (VOLUME PER EACH 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%

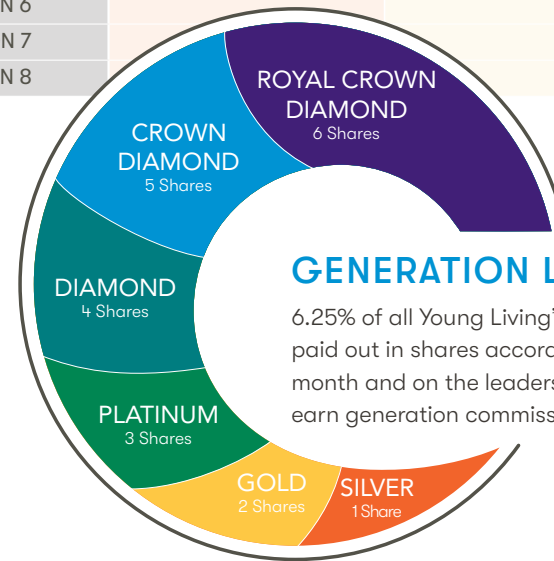
# BUILDING YOUR BUSINESS

Building on your foundation, you can now focus on helping others create their success.

QUALIFICATIONS	SILVER	GOLD	PLATINUM
PERSONAL VOLUME (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%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

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.

# DEVELOPING LEADERS

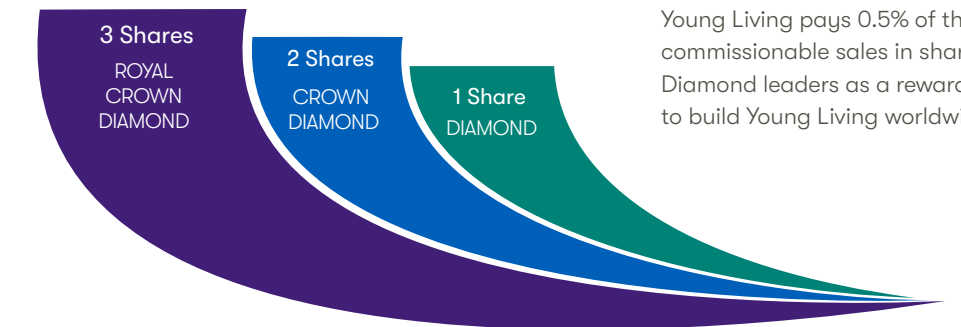
Share the joy of an abundant life by leading others to success as you share the Young Living mission throughout the world.

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%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

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.