



# Creating Abundance

YOUNG LIVING'S COMMISSION AND BONUS PLAN

YOUNG  LIVING  
ESSENTIAL OILS

# What Does Abundance Mean to You?

Abundance means different things to different people, and at Young Living, we hope to help make each definition a reality. Young Living distributors, customers, and employees have found treasures of health and happiness as a result of using our products. In addition to the joys of assisting those in need, Young Living Independent Distributors are richly rewarded for sharing our products with rebates on personal purchases, commissions on sales within their network, and generous bonuses for additional accomplishments. This brochure outlines the benefits of Young Living's generous compensation plan, offering a lucrative opportunity unique in the wellness industry.

## UP FRONT AND LONG TERM

Young Living's compensation plan offers bonuses specifically structured to create steady income up front, as well as a commission structure that can create continuous cash flow for years to come.

## SEAMLESS

With business opportunities in various global markets, Young Living provides a substantial opportunity for sharing with people around the world. No matter where you choose to do business, you will receive a consolidated commission check in your local currency that includes compensation for your entire network's activity.

## LEVERAGE

One of the keys to long-term achievement is teaching others to share as you do. As you help others duplicate your success, each member of your growing organization will benefit from the efforts of others.



# Start Living Bonus

Earn a \$25 cash bonus in addition to regular commissions each and every time you share the Young Living lifestyle and help a new distributor join the company. When a new person enrolls as a member of your team and purchases a Start Living Enrollment Kit (150 PV minimum), we'll add a Start Living Bonus to your commission check. This is a one-time bonus paid to you as a new distributor's enroller.

## STARTER KITS

### START LIVING WITH EVERYDAY OILS™



Item No. 3700  
Whsl. \$150.00 / PV 115  
**SAVINGS \$52.75**

### START LIVING WITH THIEVES®



Item No. 3694  
Whsl. \$150.00 / PV 115  
**SAVINGS \$66.32**

### START LIVING WITH 5-DAY NUTRITIVE CLEANSE™ + CORE ESSENTIALS COMPLETE™



Item No. 3685  
Whsl. \$300.00 / PV 265  
**SAVINGS \$201.08**

### START LIVING WITH NINGXIA RED®



Item No. 3696  
Whsl. \$185.00 / PV 150  
**SAVINGS \$83.29**

# Star Performance Bonus

In connection with the Start Living Bonus, qualified Young Living distributors are also paid a Star Performance Bonus on all members they personally introduce to the company. To support your efforts as mentors to new members, this bonus pays 25% on your personally enrolled distributors' first-month orders and 15% on all their second-month orders—all in addition to base commissions!\*

\* Participants must be active distributors. To qualify for the second-month 15% bonus, you must be enrolled in the Essential Rewards program.

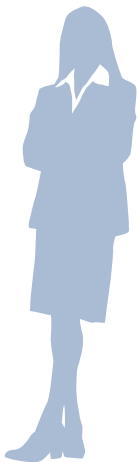
A maximum of \$200 may be earned from this bonus per new distributor, per month.

When the Star Performance Bonus is paid, the PV payout on other bonuses and commissions to the upline is reduced by 50%.

# Matching Bonus

As a growing leader, you will have the opportunity to help those you personally enroll start earning their own Star Performance Bonus\*. As a reward for your leadership and commitment, we will match each of your personally enrolled distributors' Star Performance Bonuses for their first three months as distributors.

\*When the Star Performance Bonus is paid, the PV payout on other bonuses and commissions to the upline is reduced by 50%.



Michelle-Nicole's enrollee



Nicole-your enrollee



YOU

month 1	\$100 PV	\$25 Star Performance (25%)	\$25 Matching
month 2	\$100 PV	\$15 Star Performance (15%)	\$15 Matching

Note: You must personally be enrolled in Essential Rewards with a 100 PV Essential Rewards order to earn this bonus.

## DISTRIBUTOR TEAM Performance Bonus

To maximize earnings within your organization, we've created a unique Team Performance Bonus to help guide your business structure. This \$100 bonus is earned through building a basic team of six distributors on your first level who all maintain a 100 PV Essential Rewards order.

Following a simple process of duplication, when you help two of your personally sponsored distributors earn their \$100 Distributor Team Performance Bonus, you will earn a \$500 bonus. Help those two distributors earn their own \$500 bonus, and \$2,000 will be your reward! The Distributor Team Performance Bonus can be earned each month and multiple times. Once you have completed the first bonus structure, simply keep recruiting and start building another.

### \$100 BONUS

- + Be a qualified distributor with an Essential Rewards order of 100 PV.
- + Build a team of six qualified first-level distributors (100 PV Essential Rewards order each).
- + Must have 1,000 PGV.

### \$500 BONUS

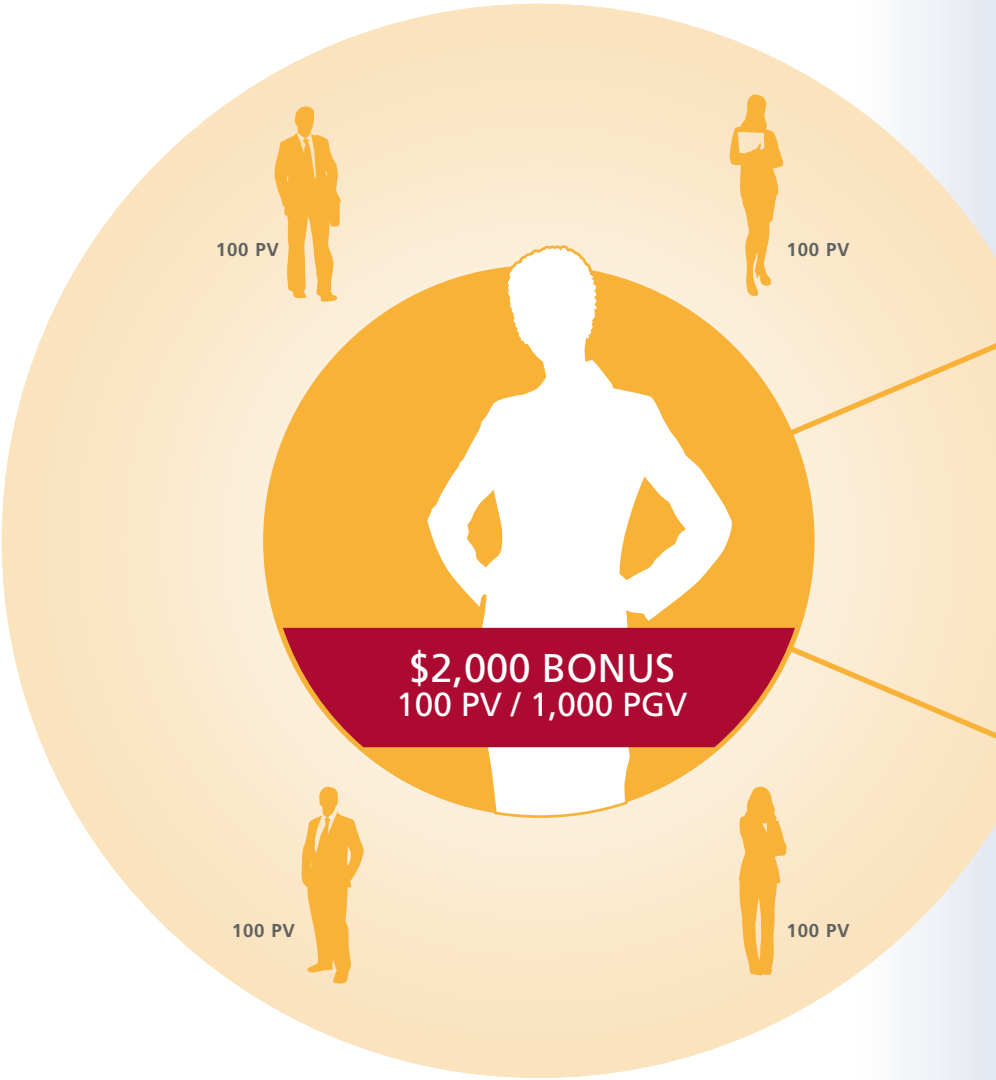
- + Be qualified for the \$100 Bonus.
- + Help two members of your first-level team become qualified for the \$100 Bonus by creating their own teams of six qualified distributors.

### \$2000 BONUS

- + Be qualified for the \$500 Bonus.
- + Help two members of your first-level team become qualified for the \$500 Bonus.

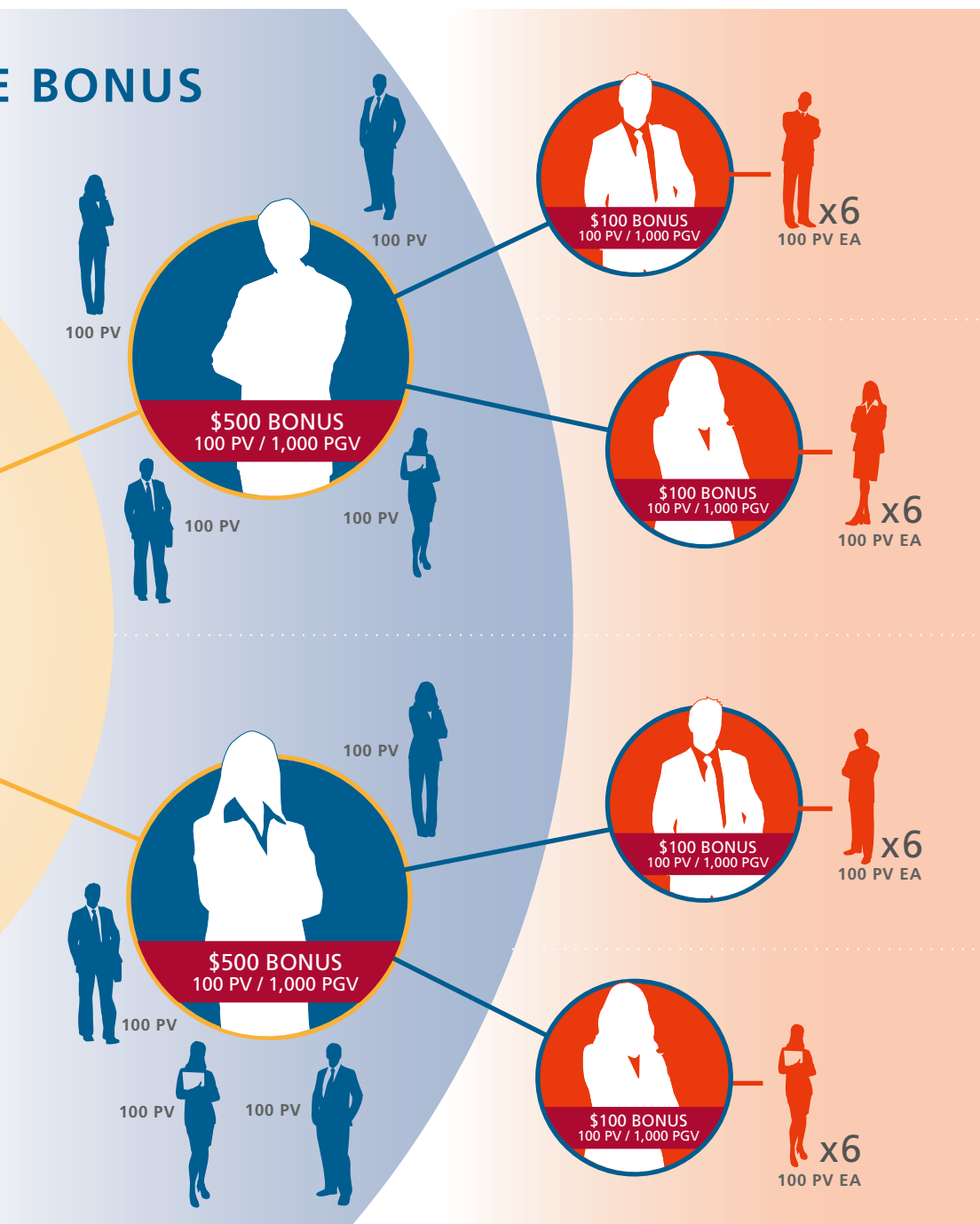
**BUILD MULTIPLE TEAMS + EARN MULTIPLE BONUSSES!**

# DISTRIBUTOR TEAM PERFORMANCE





# E BONUS

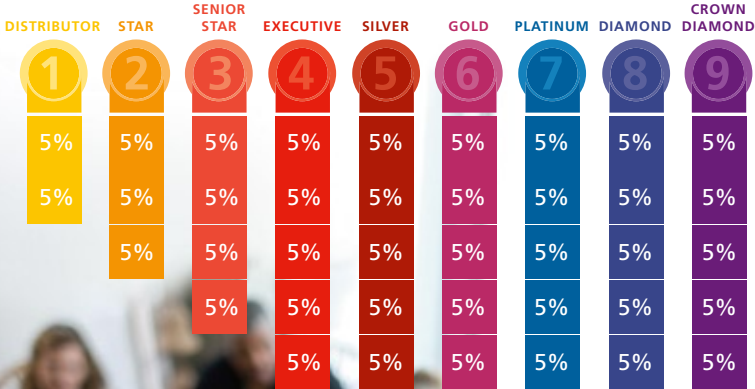


SECOND LEVEL ●●●●●● \$500

THIRD LEVEL ●●●●●● \$2,000

# Unilevel Commissions

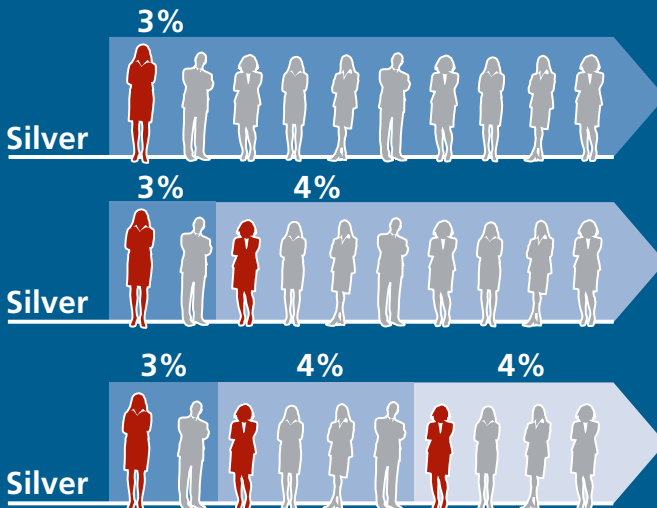
As you begin to share Young Living's products and unique business opportunity with others, your team will naturally grow. Likewise, your earning potential will only continue to increase. Young Living has developed a generous unilevel commission model that pays 5% commissions on the volume generated at each level in an organization, up to five levels. As your network begins to flourish, so does your compensation!



## WHAT IS A GENERATION?

SIMPLY PUT, A GENERATION IS A SILVER OR ABOVE AND ALL THE MEMBERS OF THEIR ORGANIZATION DOWN TO, BUT NOT INCLUDING, THE NEXT SILVER OR ABOVE. THE REQUIREMENTS FOR BECOMING A SILVER INCLUDE BUILDING TWO EXECUTIVE LEGS (5,000 OGV EACH), 100 PV, AND 1,000 PGV.

(See Terms and Definitions for explanations of OGV, PV, and PGV.)



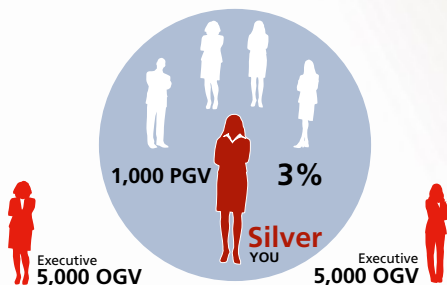
As you train and develop new Silvers in your network, the percentage you earn on each additional generation increases from 3% to 4%. These commissions are paid on up to seven generations.



# Generation Commissions

DISTRIBUTOR	STAR	SENIOR STAR	EXECUTIVE	SILVER	GOLD	PLATINUM	DIAMOND	CROWN DIAMOND
1	2	3	4	5	6	7	8	9
				3%	3%	3%	3%	3%
				4%	4%	4%	4%	4%
				4%	4%	4%	4%	4%
					4%	4%	4%	4%
						4%	4%	4%
							4%	4%
								4%

Attaining the rank of Silver is a momentous occasion at Young Living. In addition to special invitations to exclusive training opportunities and the Silver Club retreat, Silver distributors also qualify for an additional 3% commission on all sales volume in their personal generation!



# Leadership Commissions

Young Living Diamonds and Crown Diamonds represent the pinnacle of business success, having developed a solid organization by leading and helping to develop leaders. Once you have attained this milestone, and have assisted another person in your team to reach Diamond, you will qualify for an additional 1% Leadership Commission on that Diamond's first five generations. As a Crown Diamond, you can earn additional Leadership Commissions on a second Diamond distributor and their first five generations!





# Creating Success in Ninety Days\*

MONTH 1							
1	2	3	4	5	6		STARTER BONUSES
7	8	9	10	11	12	13	\$375
14	<b>6 people</b>			20			TEAM BONUS
21	22	23	24	25	26	27	\$100
28	29	30	31				UNILEVEL
							\$22.50
MONTH 2							
1	2	3	4	5	6		STARTER BONUSES
7	8	9	10	11	12	13	\$585
14	15	16	17	18	19	20	TEAM BONUS
21	22	23	24	25	26	27	\$500
28	29	30	150 PV EACH				UNILEVEL
							\$67.50
MONTH 3							
1	2	3	4	5	6		STARTER BONUSES
7	8	9	10	11	12	13	\$270
14	15	16	17	18	19	20	TEAM BONUS
21	22	23	24	25	26	27	\$2,000
28	29	30	150 PV EACH				UNILEVEL
							\$180

\*This example is for explanation purposes only. Based on individual efforts, actual results may vary.

## THE ART OF DUPLICATION

This is an example of the potential compensation available to a brand new Young Living distributor. Based on enrolling new distributors with our NingXia Red® Essential Rewards Pack (150 PV), this scenario can be achieved in as little as ninety days.

### MONTH ONE

Establish your personal 100 PV Essential Rewards order and sponsor six new distributors with a Start Living Enrollment Kit (150 PV) and a minimum 100 PV Essential Rewards order.

### MONTH TWO

Focus on helping two of your six first-level distributors duplicate your achievements. Help them sponsor six new distributors with a Start Living Enrollment Kit (150 PV) and a minimum 100 PV Essential Rewards order.

### MONTH THREE

Your efforts in month three should be focused on encouraging your two first-level leaders to help two of their first-level distributors to duplicate. Help them sponsor six new distributors with a Start Living Enrollment Kit (150 PV) and a minimum 100 PV Essential Rewards order.

# Retail Earnings

Not everyone will be interested in starting his or her own Young Living business. However, once you share the powerful benefits of our therapeutic-grade essential oils, many will choose to use our products. To reward your sales efforts, Young Living offers commissions on two customer options: retail and preferred. You earn 24% on your retail customers' purchases and 12% on all preferred customer purchases.

## Personal Rebate

In addition to regular commissions and bonuses paid out to qualifying distributors, Young Living also pays Stars and above a 10% rebate on all your personal volume above 200 PV each month. Personal volume includes your own purchases as well as purchases made by your personally sponsored retail and preferred customers.

# Terms and Definitions

**DISTRIBUTOR:** Any Young Living member who is actively building his or her own Young Living business. In order to receive compensation, a distributor must be considered active. Distributors who possess a 50 PV minimum within the qualifying period will be compensated on the volume of two unilevels at 5% in addition to retail earnings.

**MEMBER:** General term used to describe any Young Living distributor or preferred customer.

**ENROLLER:** The person responsible for personally introducing a new member to Young Living. Enrollers are eligible to qualify for financial bonuses including Star Performance, Matching, and Start Living.

**SPONSOR:** A new member's direct upline and closest supporter. The sponsor may also be the enroller.

**DOWNLINE:** Any member enrolled under another member in an organization.

**UPLINE:** Any member above another member in an organization.

**LEVEL:** A distributor's personally sponsored members are referred to as their first level. Any member sponsored by a distributor on that first level is considered second level and so forth.

**ORGANIZATION GROUP VOLUME (OGV):** The total amount of sales volume generated by a member's entire organization of customers and distributors.

**PERSONAL GROUP VOLUME FOR SILVERS AND ABOVE (PGV):** The total amount of sales volume in an organization down to, but not including, the next Executive or above. Also defined as all volume outside of Executive legs or "non-Executive" volume. Silver distributors' monthly PGV must be 1,000 or more. PGV includes personal orders and those placed by customers.

**PERSONAL GROUP VOLUME FOR GOLDS AND ABOVE (PGV):** The total amount of sales volume in an organization down to, but not including, the next Silver or above. Also defined as all volume outside of Silver legs or "non-Silver" volume. Gold distributors' monthly PGV must be 1,500 or more and Platinum and above PGV must be 2,000 or more. PGV includes personal orders and those placed by customers.

**PERSONAL VOLUME:** Points calculated for a distributor's personal and customer purchases during any one calendar month.

**UNILEVEL:** Known as a distributor's "standard commissions," whereby they earn 5% of the volume for each level of their organization up to five levels deep (depending on rank).

**ESSENTIAL REWARDS PROGRAM:** Young Living's monthly Essential Rewards ordering program allows members to receive products of their choosing on a specific date every month. Members-only specials, including discounted shipping, training materials, and free product credits, are available for all Essential Rewards members. Participation in the program is required for Distributor Team Performance Bonus qualification.

# Ranks and Qualifications

**EXECUTIVE:** In order to qualify as an Executive, a distributor must possess 100 PV and 5,000 OGV within the commission period. As an Executive, the distributor qualifies to receive compensation on the volume of five unilevels within his organization at 5%, in addition to any retail earnings.

**SILVER:** In order to qualify as Silver, a distributor must possess 100 PV, 1,000 PGV, and two Executive legs within a commission period. As Silver, the distributor qualifies to receive compensation on the volume of five unilevels at 5%, Personal Generation at 3%, and two Generations at 4%, in addition to any retail earnings.

**GOLD:** In order to qualify as Gold, a distributor must possess 100 PV, 1,500 PGV, and two Silver legs within a commission period. As Gold, the distributor qualifies to receive compensation on the volume of five unilevels at 5%, Personal Generation at 3%, and three Generations at 4%, in addition to any retail earnings.

**PLATINUM:** In order to qualify as Platinum, a distributor must possess 100 PV, 2,000 PGV, and four Silver legs within a commission period. As Platinum, the distributor qualifies to receive compensation on the volume of five unilevels at 5%, Personal Generation at 3%, and four Generations at 4%, in addition to any retail earnings.

**DIAMOND:** In order to qualify as Diamond, a distributor must possess 100 PV, 2,000 PGV, and six Silver legs within a commission period. As Diamond, the distributor qualifies to receive compensation on the volume of five unilevels at 5%, Personal Generation at 3%, and five Generations at 4%, in addition to any retail earnings. If the Diamond has another qualifying Diamond within his organization, the distributor will receive a 1% Leadership Bonus.

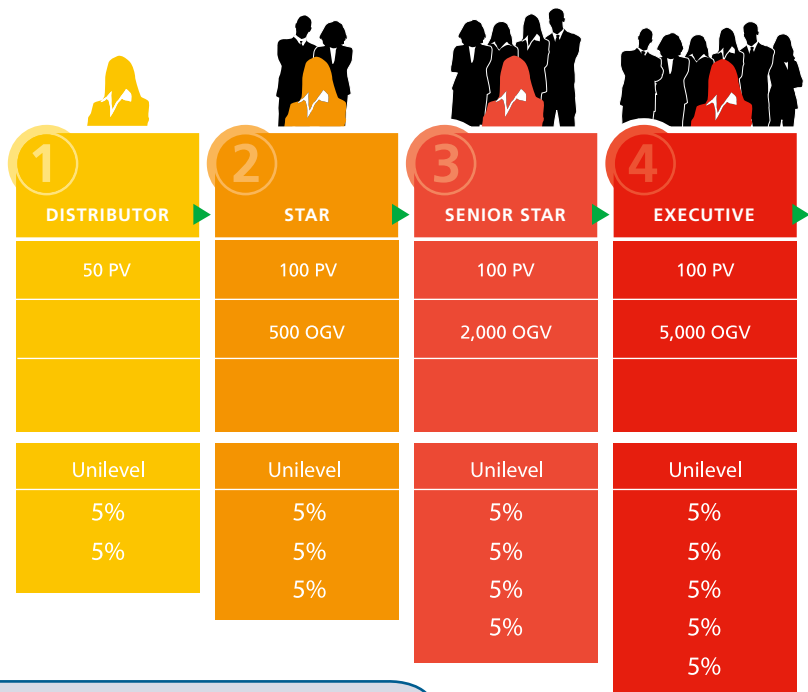
**CROWN DIAMOND:** In order to qualify as Crown Diamond, a distributor must possess 100 PV, 2,000 PGV, six Silver legs, and one Diamond leg. As Crown Diamond, the distributor qualifies to receive compensation on the volume of five unilevels at 5%, Personal Generation at 3%, six Generations at 4%, and a Leadership Bonus at 1%, in addition to any retail earnings. In cases where a Crown Diamond develops an additional Diamond within a Diamond leg, the distributor may also receive a 1% Leadership Bonus on that second Diamond within that leg of his or her sales organization.

**Please refer to the “Young Living Terms and Definitions for the Compensation Plan” located in the YL Policies and Procedures manual for additional and more detailed information.**



# Young Living Compensation Plan Highlights

PHASE I — Growth



## Additional Bonuses and Commissions

### STAR PERFORMANCE BONUS

25% 1st month;  
15% 2nd month

### MATCHING BONUS

Paid on a new distributor's  
first three months of Star  
Performance Bonuses

### DISTRIBUTOR TEAM PERFORMANCE BONUS

\$100, \$500, or \$2,000

### CUSTOMER EARNINGS


12% or 24%

- + Distributor Team Performance Bonus maximizes time and effort for maximum results.
- + Start Living Bonus of \$25 for new distributors who enroll with a Start Living Enrollment Kit (150 PV).
- + Star Performance Bonus creates generous rewards for new distributor enrollments.
- + Matching Bonus rewards builders for helping team members succeed.
- + Retail earnings provide compensation for developing a customer base.
- + Personal rebate offers a 10% return on your monthly PV in excess of 200 (Stars + above).

\*

## PHASE II — Leadership

## PHASE III — Abundance

				
5	6	7	8	9
SILVER	GOLD	PLATINUM	DIAMOND	CROWN DIAMOND
100 PV	100 PV	100 PV	100 PV	100 PV
1,000 PGV*	1,500 PGV*	2,000 PGV*	2,000 PGV*	2,000 PGV*
Two Executive Legs	Two Silver Legs	4 Silver Legs	6 Silver Legs	6 Silver Legs + 1 Diamond Leg
Unilevel	Unilevel	Unilevel	Unilevel	Unilevel
5%	5%	5%	5%	5%
5%	5%	5%	5%	5%
5%	5%	5%	5%	5%
5%	5%	5%	5%	5%
5%	5%	5%	5%	5%
Generations	Generations	Generations	Generations	Generations
3%	3%	3%	3%	3%
4%	4%	4%	4%	4%
4%	4%	4%	4%	4%
		4%	4%	4%
		4%	4%	4%
			Leadership Bonus**	Leadership Bonus**
			1%	1%
				1%

\* See Terms and Definitions for an explanation of PGV.

\*\* A 1% Leadership Bonus can only be earned when a Diamond is established in your downline.

# Highlights

Young Living Independent Distributors are richly rewarded for sharing the benefits of Young Living Essential Oils. In addition to Young Living's generous compensation plan, our distributors also enjoy:

- + LIFELONG NETWORKS OF FRIENDS AND SUPPORT
- + THE FINANCIAL FREEDOM OF A RESIDUAL INCOME
- + GROWTH OPPORTUNITIES AS LEADERS AND MENTORS
- + HANDS-ON BUSINESS AND PRODUCT TRAINING
- + ALL-EXPENSE-PAID LUXURY VACATIONS AND ADDITIONAL TRAVEL
- + GIFTS, ACCOLADES, AND PEER RECOGNITION





*There are many ways to take advantage of Young Living's unique approach to wellness, and a path to abundance for everyone in the Young Living community. Welcome to your career as a Young Living representative, and welcome to the family!*

ITEM NO. 3485 V.3

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