

## Sales Compensation Plan

Get rewarded for the purchases Customers and Brand Partners in your sales organization make! Young Living's sales compensation plan uses a three-level approach that outlines the path that can help you strategically build your business, move to the next level, and be compensated as you grow.

#### Create A Foundation

### **Build Your Business**

### **Developing Leaders**

Every business needs a solid foundation.

Once you've seen the benefits of our products and of sharing them, you're ready to share that experience with others. Build on your foundation by adding others to your team and achieving success together!

With an established business and a passion for inspiring wellness through Young Living, you're ready to take the mission worldwide as you lead others to success.

### DOWNLOAD SALES COMPENSATION PLAN FLYER

## Creating a Foundation

| QUALIFICATIONS           | ASSOCIATE                       | STAR | SENIOR STAR | EXECUTIVE |
|--------------------------|---------------------------------|------|-------------|-----------|
| Customer Volume (CV)     | 100                             | 100  | 100         | 100       |
| OGV                      |                                 | 500  | 2,000       | 4,000     |
| LEG (Volume per 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%        |

## Additional Earning Opportunities

• Fast Start Bonus - Earn a generous 50% bonus on your new, personally enrolled Customers' or Brand Partners' orders during their first calendar month.



# during their 2nd and 3rd calendar months. **Building Your Business**

| QUALIFICATIONS       | SILVER                | GOLD                   | PLATINUM  |
|----------------------|-----------------------|------------------------|-----------|
| Personal Volume (PV) | 100                   | 100                    | 100       |
| OGV                  | 10,000                | 35,000                 | 100,000   |
| LEG @ OGV            | 2 @ 4,000             | 3 @ 6,000              | 4 @ 8,000 |
| PGV                  | 1,000                 | 1,000                  | 1,000     |
| 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 Leadership Bonus

 $6.25\% \ of \ all\ Young\ Living's\ commissionable\ sales\ is\ paid\ out\ in\ shares\ according\ to\ the\ rank\ you\ achieved\ for\ the\ month$ and on the leaders in your organization on which you earn generation commissions.

| SILVER  | GOLD     | PLATINUM | DIAMOND  | CROWN DIAMOND | ROYAL CROWN DIAMOND |
|---------|----------|----------|----------|---------------|---------------------|
| 1 Share | 2 Shares | 3 Shares | 4 Shares | 5 Shares      | 6 Shares            |

# **Developing Leaders**

| QUALIFICATIONS       | DIAMOND    | CROWN DIAMOND                   | ROYAL CROWN DIAMOND |
|----------------------|------------|---------------------------------|---------------------|
| Personal Volume (PV) | 100        | 100                             | 100                 |
| OGV                  | 250,000    | 750,000                         | 1,500,000           |
| LEG @ OGV            | 5 @ 15,000 | 6 @ 20,000                      | 6 @ 35,000          |
| PGV                  | 1,000      | 1,000                           | 1,000               |
| COMPENSATION         |            | UNILEVEL COMMISSION PERCENTAGES |                     |

| 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 build Young Living worldwide.

| DIAMOND | CROWN DIAMOND | ROYAL CROWN DIAMOND |
|---------|---------------|---------------------|
| 1 Share | 2 Shares      | 3 Shares            |

## Click below to learn more about sharing your income.

INCOME DISCLOSURE STATEMENT

### Click below to learn more about becoming a **Brand Partner.**

BECOME A BRAND PARTNER

CONTACT US FOR BRAND PARTNERS COMPANY FOLLOW US

<u>Newsroom</u> +1 800 371 3515 Become a Brand Partner

1538 W. Sandalwood Dr. Lehi, Virtual Office Digital Library

UT 84043 <u>Learning Center</u> <u>Careers</u>

International Offices **Certifications Executive Team** Global Headquarters Code of Ethics & Supplier The YL Drop <u>Tours</u>

<u>Customer Support</u> Seed to Seal Young Living Foundation

<u>Information</u>

<u>УL Gear</u> Privacy Policy





Accessibility Statement

US NFR Enrollment

Terms of Service

 $\ensuremath{\mathbb{C}}$  Young Living Essential Oils, LC. All Rights Reserved