YOUNG LIVING®
ESSENTIAL OILS

SALES COMPENSATION PLAN UPDATES

Effective: April 1, 2025

US:

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Summary of changes

- Fast Start Bonus alignment
- Rank Achievement Bonus upgrade
- Repurposing leadership bonuses
- Bonus eligibility for reactivated accounts

Why the changes?

- More money in the hands of those beginning to build
- Empower Executive and Silver ranks
- Focus on team-building together
- Reward those who are building
- Align bonuses globally

ENHANCEMENT #1

Fast Start Bonus alignment

#1: Fast Start Bonus alignment

First Fast Level 1

No PV required to earn bonus

First Fast Level 2

50 PV required to earn bonus

NEW!

- % used for all other commission calculations is 30%
- Will be paid on new reactivations of Brand Partners**

**Definition of reactivations:
Brand Partners or Customers who have no ordering activities for a period of 13 months and have been dropped out of the organization. They are no longer visible in the downline viewer. Brand Partners or leaders are advised to verify the drop-out date from Member Services team before placing the reactivation order to confirm bonus eligibility.

Maximum of 1000 PV per enrollment per month
Level 1 = $250 | Level 2 = $100

ENHANCEMENT #2

Repurposing leadership bonuses (I): Rank Achievement Bonus

Foundational rank qualifications

SENIOR STAR	EXECUTIVE	SILVER
100	100	100
2,000	4,000	10,000
	2 @ 1,000	1,000
		2 @ 4,000

#2: Rank Achievement Bonus

RANK	FIRST TIME	SECOND TIME	THIRD TIME
SENIOR STAR	$100 USD	$100 USD	$100 USD
EXECUTIVE	$150 USD	$150 USD	$150 USD
SILVER	$200 USD	$200 USD	$200 USD

Can earn up to $1,350 USD bonus!

- Brand Partners can earn a rank bonus up to 3 times, each time a new rank is achieved.
- Bonuses cannot be stacked.
- Rank achievement can be non-consecutive, and there is no time limit to achieve the next rank.
- Brand Partners will participate based on their highest achieved rank (as of March 2025).
- Reactivated Brand Partners who achieve these ranks are eligible for the bonus again.**

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ENHANCEMENT #3

Generation Leadership Bonus

#3: Generation Leadership Bonus

Changing number of shares at each rank

- Adding Executives = 1 share
- Silver, Gold, and Platinum = 2 shares each
- Diamond, CD, and RCD = 3 shares each

6.25% of all Young Living's monthly commissionable sales is paid out in shares according to the rank and qualifications you achieved for the month and on the leaders in your organization.

Rank	Paid Generations
Royal Crown diamond	1-8
Crown diamond	1-7
Diamond	1-6
Platinum	1-5
Gold	1-4
Silver	1-3
Executive	NONE

* Note the rule for what constitutes a generation is not changing. A member can not earn more than 100k per month on the generation leadership bonus.

Let's count the number of shares for this Silver

Generations begin with a member who is Silver or above

SILVER ← Earn 2 shares for myself as a Silver

STAR

Generation 2

GOLD ← Earn 2 shares for this Gold

EXEC. ← Earn 1 share for this Executive

Generation 3

SILVER ← Earn 2 shares for this Silver

Generation 4

SILVER ← Earn 0 shares for this Silver

Total: 7 shares

Previous comp. plan: 3 shares

Performance requirement to participate in the Generation Leadership pool **each month**

For all members paid as rank of Executive, Silver, Gold, Platinum, Diamond, Crown Diamond, and Royal Crown Diamond:

Personally **enroll or reactivate at least one (1)** Customer and/or Brand Partner with at least 100 PV in cumulative orders during the applicable Commission Period.

Performance requirement to participate in the Generation Leadership pool

Members paid as rank of Platinum, Diamond, Crown Diamond, and Royal Crown Diamond may also qualify through the following each calendar month instead of through an enrollment/reactivation:

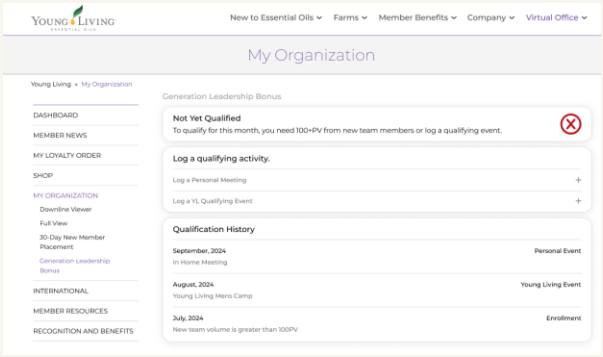
Participate in one (1) Young Living activity^ as detailed below:

- Attend planting, harvest, glamping, Men's Camp, Experience Young Living events, Foundation service trip, local anniversary event, or annual or regional convention.
- Host or present at a registered Young Living meeting in person or virtually that results in 100 PV incremental sales.

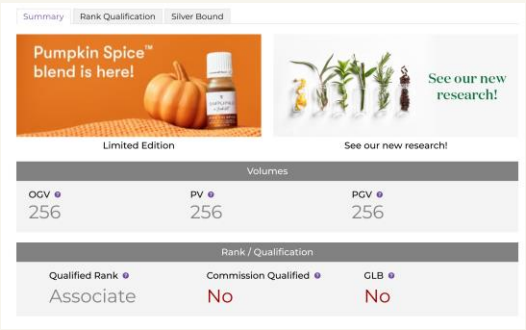
^Non-qualifying events: Silver through Diamond retreats, incentive-based trips/events, regional training seminars

Where to see if you are qualified for the month

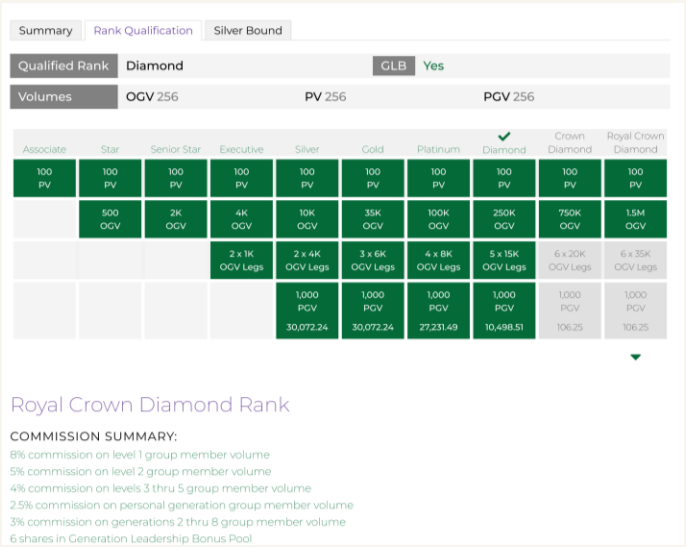
Generation Leadership Bonus page under “My Organization”



Dashboard summary



Rank qualification



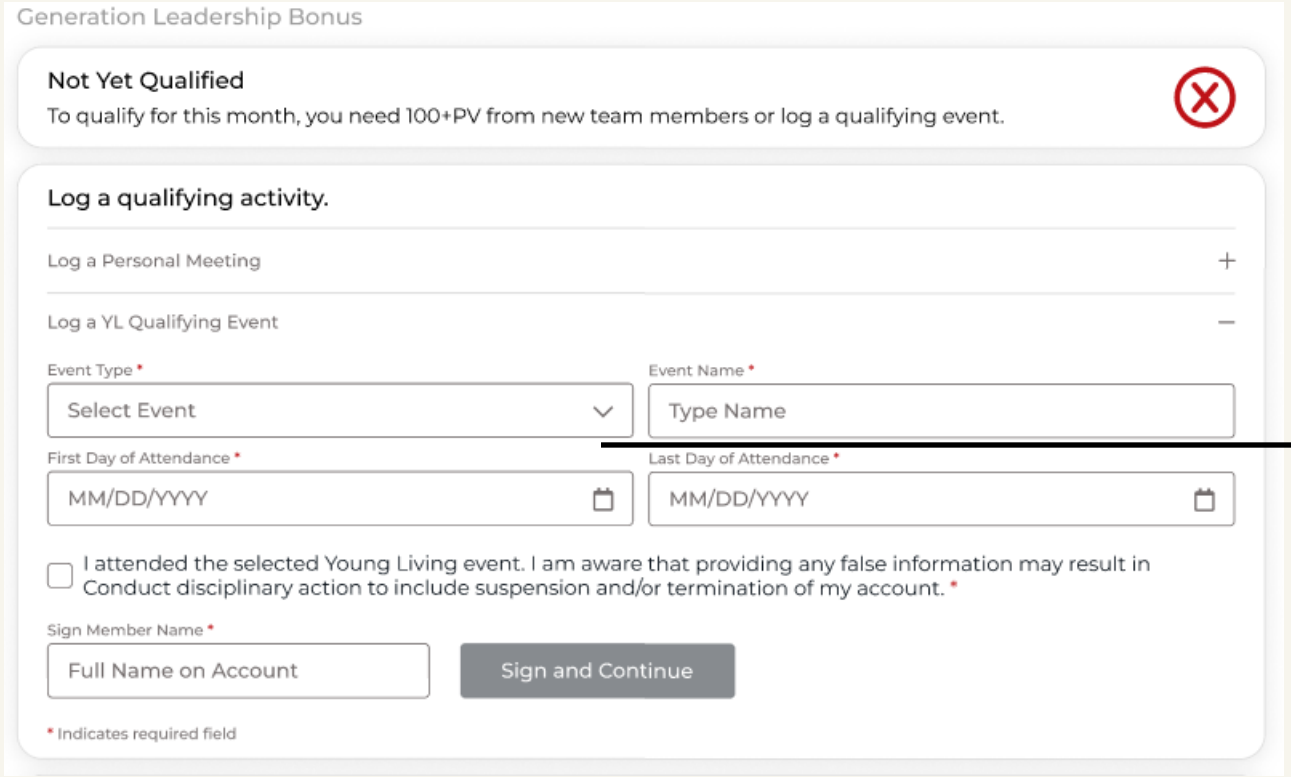
YL qualifying activity submission form

A form must be submitted in the VO every month for Platinum and above in order to qualify for the GLB through a YL qualifying event or a personal meeting. More information on what will be requested in the form to come.

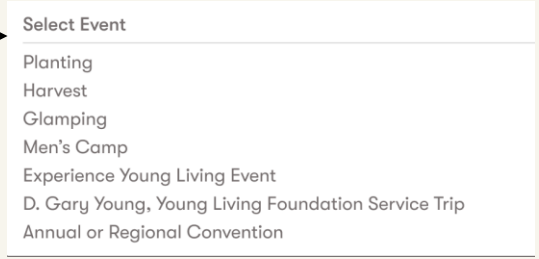
*Platinum and above ONLY

YL qualifying event

Make sure to fill out all the required fields



For YL qualifying events, you must select the event, type the name of the event, enter the first day and last day of attendance, and check and sign the disclaimer.



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Personal meeting

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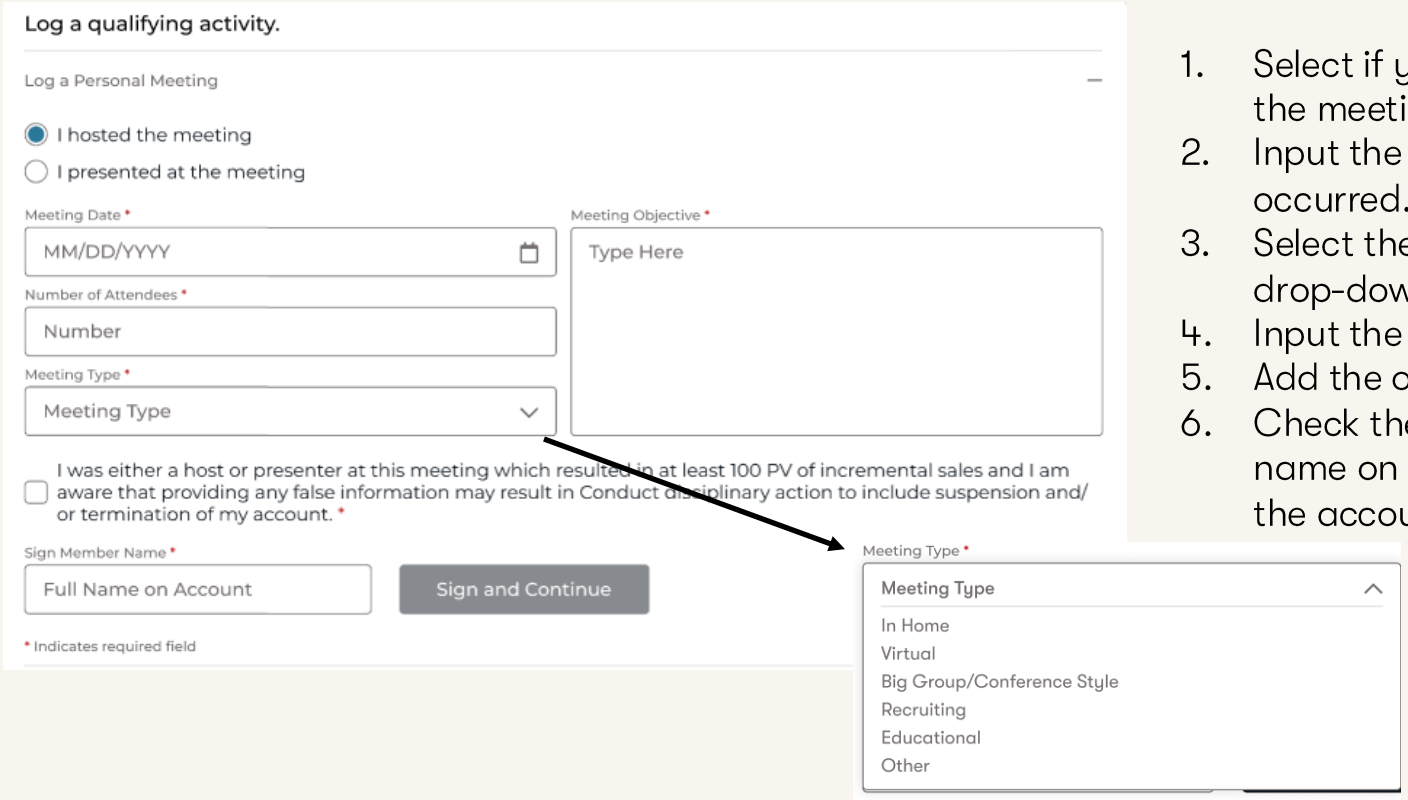

1. Select if you presented or hosted the meeting.
2. Input the date when the meeting occurred.
3. Select the meeting type from the drop-down menu.
4. Input the number of attendees.
5. Add the objective of the meeting.
6. Check the box and type the full name on the account.

*Platinum and above ONLY

ENHANCEMENT #4

Bonus eligibility from reactivation

#4: Bonus eligibility for reactivation

✓ **As a reactivated Brand Partner with 100 PV order****

Eligible for: Rank Achievement Bonus

✓ **As the Level 1 or 2 enroller of a reactivated Brand Partner (or Customer, US only):**

Eligible for: Fast Start Bonus

✓ **For Executive to RCD Leaders, as the personal enroller of a reactivated Brand Partner with 100 PV order**

Eligible for: Generation Leadership Bonus (as performance requirement)^

Example

Last order date: February 15, 2024

Account drop-off date: March 2025

Earliest date for reactivation (eligible for bonus reset): April 1, 2025

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Why is the new compensation plan better?

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Thank you