

# YOUNG LIVING 2015 WORLDWIDE INCOME DISCLOSURE STATEMENT

As a direct selling company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our members to build a business or simply receive discounts on our products.

Whatever your interest in the company, we hope to count you among the more than 1 million Young Living members joining us in our mission to bring Young Living essential oils to every home in the world.

## What are my earning opportunities?

Members can earn commissions and bonuses as outlined in our Compensation Plan. As members move up in the ranks of Young Living, they become eligible for additional earning opportunities.

This document provides statistical, fiscal data about the average member income, average hours worked per week, and information about achieving various ranks.

RANK	AVERAGE HOURS WORKED PER WEEK <sup>2</sup>	PERCENTAGE OF ALL MEMBERS <sup>3</sup>	MONTHLY INCOME <sup>4</sup>				ANNUALIZE AVERAGE INCOME <sup>5</sup>	MONTHS TO ACHIEVE THIS RANK <sup>6</sup>		
			Lowest	Highest	Median	Average		Low	Average	High
Distributor	3	93.1%	\$0	\$3,643	\$0	\$1	\$12	N/A	N/A	N/A
Star	8	4.4%	\$0	\$834	\$59	\$79	\$948	1	12	240
Senior Star	9	1.5%	\$0	\$7,089	\$208	\$255	\$3,060	1	18	239
Executive	11	0.6%	\$0	\$12,404	\$463	\$549	\$6,492	1	23	233
Silver	18	0.3%	\$306	\$27,826	\$1,769	\$2,221	\$26,652	1	32	228
Gold	24	0.1%	\$1,952	\$39,655	\$4,879	\$6,042	\$72,504	1	53	239
Platinum	33	< 0.1%	\$5,064	\$57,606	\$12,043	\$14,710	\$176,520	2	63	238
Diamond	31	< 0.1%	\$13,871	\$144,369	\$29,846	\$38,750	\$465,000	10	83	221
Crown Diamond	39	< 0.1%	\$31,693	\$204,917	\$63,624	\$74,335	\$892,020	14	91	236
Royal Crown Diamond	37	< 0.1%	\$53,723	\$241,324	\$144,985	\$141,851	\$1,702,212	17	126	230

The income statistics in this statement are for incomes earned<sup>7</sup> by all active worldwide members in 2015. An "active" member is a member who has purchased at least 50 PV in the previous 12 months.<sup>8</sup> The average annual income for all members in this time period was \$28, and the median annual income for all members was \$0. Forty-two percent of all members who enrolled in 2014 and 54 percent of all members who enrolled in 2013 did not remain active members with Young Living in 2015.

Please note that compensation paid to members summarized in this disclosure does not include expenses incurred by a member in the operation or promotion of his or her business, which can vary widely and might include advertising or promotional expenses, product samples, training, rent, travel, telephone, Internet, and miscellaneous expenses. The earnings of the members in this chart are not necessarily representative of the income, if any, that a Young Living member can or will earn through the Young Living Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Your success will depend on individual diligence, work, effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success.

<sup>1</sup>Based on a count at the end of December 2015.

<sup>2</sup>Based on a survey of Young Living members in December 2015.

<sup>3</sup>Because a member's rank may change during the year, these percentages are not based on individual member ranks throughout the entire year. They are based on the average distribution of member ranks during the entire year.

<sup>4</sup>Because a member's rank may change during the year, these incomes are not based on individual member incomes throughout the entire year. They are based on earnings of all members qualifying for each rank during any month throughout the year.

<sup>5</sup>This is calculated by multiplying the average monthly income by 12.

<sup>6</sup>These statistics include all historical ranking data for each rank and are not limited to members who achieved these ranks in 2015.