

Young Living 2020 U.S. 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 goals, we hope to count you among the millions of Young Living members who have joined us in our mission enhance and empower lives around the world by sharing the unique benefits of essential oils.

WHAT ARE MY INCOME 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 income opportunities.

RANK	PERCENTAGE OF ALL MEMBERS ¹	ANNUAL INCOME ²				MONTHS TO ACHIEVE THIS RANKS ³		
		Lowest	Highest	Average	Median	Lowest	Average	Highest
ASSOCIATE	88.1%	\$0	\$732	\$3	\$0	N/A	N/A	N/A
STAR	8.5%	\$0	\$3,171	\$248	\$157	1	15	301
SENIOR STAR	2.1%	\$0	\$51,890	\$1,553	\$1,332	1	22	297
EXECUTIVE	0.9%	\$103	\$100,760	\$3,829	\$3,311	1	28	301
SILVER	0.3%	\$1,354	\$235,654	\$16,788	\$12,650	1	38	299
GOLD	0.1%	\$8,321	\$532,081	\$52,664	\$41,652	1	47	277
PLATINUM	< 0.1%	\$18,878	\$981,223	\$123,118	\$96,585	7	57	256
DIAMOND	< 0.1%	\$115,024	\$1,655,593	\$352,346	\$271,901	11	85	291
CROWN DIAMOND	< 0.1%	\$295,102	\$2,110,654	\$710,553	\$613,190	20	92	275
ROYAL CROWN DIAMOND	< 0.1%	\$555,747	\$3,125,729	\$1,640,839	\$1,448,218	40	102	275
ALL MEMBERS	100%	\$0	\$3,125,729	\$283	\$0	N/A	N/A	N/A

The income statistics in this statement are for incomes earned by all U.S. members who were active for any part of 2020. An “active” member is a member who made at least one product purchase in the previous 12 months.⁴ 56% of all members who enrolled in 2019 did not make a purchase with Young Living in 2020. 70% of all members who enrolled in 2018 did not make a purchase with Young Living in 2020.

Note that the income 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 product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs, and miscellaneous expenses. These figures should not be considered as guarantees or projections of your actual income 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.

- 1 Member ranks may change during the year. These percentages are based on individual members’ highest achieved ranks earned during the year. These numbers are limited to members who had a primary billing address in the United States for a period of seven months or longer.
- 2 These incomes are categorized based on the highest achieved rank individual members earned throughout the entire year and may contain income earned at a lower rank.
- 3 These statistics are limited to those who achieved this rank for the first time in 2020.
- 4 Members who do not make at least one product purchase in the previous 12 months have their membership inactivated.