

# YOUNG LIVING 2018 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 interest in the company, we hope to count you among the more than 2 million<sup>1</sup> Young Living members joining us in our mission to bring Young Living essential oils to every home in the world.

**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.

*This document provides statistical, fiscal data about the average member income and information about achieving various ranks.*

YOUNG LIVING MEMBER RANK	PERCENTAGE OF ALL DISTRIBUTORS <sup>2</sup>	ANNUAL INCOMES <sup>3</sup>			AVERAGE MONTHS TO ACHIEVE RANK <sup>4</sup>		
		Lowest	Highest	Average	Low	Average	High
DISTRIBUTOR	88.8%	\$0	\$1,022	\$4	N/A	N/A	N/A
STAR	7.9%	\$0	\$2,791	\$261	1	13	275
SENIOR STAR	2.0%	\$0	\$39,650	\$1,551	1	21	276
EXECUTIVE	0.9%	\$127	\$84,188	\$3,835	1	28	257
SILVER	0.3%	\$1,010	\$281,714	\$15,861	1	38	269
GOLD	0.1%	\$4,518	\$404,538	\$47,253	2	50	239
PLATINUM	< 0.1%	\$34,402	\$992,361	\$117,949	9	52	193
DIAMOND	< 0.1%	\$102,316	\$1,628,430	\$313,866	16	75	263
CROWN DIAMOND	< 0.1%	\$258,946	\$1,939,327	\$591,506	33	83	140
ROYAL CROWN DIAMOND	< 0.1%	\$633,222	\$3,106,588	\$1,538,528	36	69	117

The income statistics in this statement are for incomes earned<sup>5</sup> by all active U.S. members in 2018. An "active" member is a member who made at least one product purchase in products in the previous 12 months.<sup>6</sup> The average annual income for all members in this time was \$272. Forty-seven percent (47%) of all members who enrolled in 2017 did not make a purchase with Young Living in 2018. Sixty-three percent (63%) of all members who enrolled in 2016 did not make a purchase with Young Living in 2018.

Note that the income paid to members summarized in this disclosure do not include expenses incurred by a member in the operation or promotion of their 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. The income of the members in this chart is 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 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 Based on a count of all active members in 2018.
- 2 Distributors' ranks may change during the year. These percentages are based on individual distributors' highest achieved ranks earned during the year. These numbers are limited to distributors who had a primary billing address in the United States for a period of 7 months or longer.
- 3 These incomes are categorized based on the highest achieved rank individual distributors earned throughout the entire year and may contain income earned at a lower rank. These numbers are limited to distributors who had a primary billing address in the United States for a period of 7 months or longer.
- 4 These statistics are limited to those who achieved this rank for the first time in 2018.
- 5 These incomes include income earned between January 1, 2018, and December 31, 2018, but which was paid between February 2018 and January 2019.
- 6 Members who do not make at least one product purchase in a period of 12 months have their membership terminated.