

# YOUNG LIVING 2016 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 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 and information about achieving various ranks.

RANK	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
Distributor	94.0%	\$0	\$841	\$0	\$12	N/A	N/A	N/A
Star	3.5%	\$0	\$811	\$60	\$77	1	15	255
Senior Star	1.3%	\$1	\$5,157	\$197	\$240	1	22	255
Executive	0.6%	\$50	\$12,139	\$434	\$514	1	29	253
Silver	0.2%	\$562	\$25,546	\$1,783	\$2,227	1	36	251
Gold	0.1%	\$1,781	\$46,820	\$4,874	\$6,067	1	54	240
Platinum	< 0.1%	\$5,146	\$85,993	\$12,188	\$15,324	2	63	238
Diamond	< 0.1%	\$14,898	\$140,333	\$32,078	\$39,566	10	75	251
Crown Diamond	< 0.1%	\$37,227	\$232,551	\$64,256	\$74,188	14	83	236
Royal Crown Diamond	< 0.1%	\$58,392	\$262,864	\$155,248	\$152,377	17	106	230

The income statistics in this statement are for incomes earned by all active U.S. members in 2016. An "active" member is a member who made at least one product purchase in products in the previous 12 months. The average annual income for all members in this time was \$25, and the median annual income for all members was \$0. 51% of all members who enrolled in 2015 did not make a purchase with Young Living in 2016. 57% of all members who enrolled in 2014 did not continue with Young Living in 2016.

Note that the compensation paid to members summarized in this disclosure do 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 and Internet costs, 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 of all active members in 2016.

<sup>2</sup>Because a distributor's rank may change from during the year, these percentages are not based on individual distributor ranks throughout the entire year, but based on the average distribution of distributor ranks during the entire year.

<sup>3</sup>Because a distributor's rank may change from during the year, these incomes are not based on individual distributor incomes throughout the entire year, but based on earnings of all distributors qualifying for each rank during any month throughout the year.

<sup>4</sup>This is calculated by multiplying the average monthly incomes by 12.

<sup>5</sup>These statistics include all historical ranking data for each rank and thus is not limited to people who achieved these ranks in 2016.

<sup>6</sup>These incomes include income earned from January 1, 2016, and December 31, 2016, but which was paid between February 2016 and January 2017.

<sup>7</sup>Members who do not make at least one product purchase in the previous 12 months have their membership terminated.