



YL CENTRAL

YOUNG  LIVING®
ESSENTIAL OILS



DISCOVER YOUR YOUNG LIVING LIFESTYLE



OUR MISSION

Young Living honors its stewardship to champion nature's living energy—essential oils—by fostering a community of healing and discovery, while inspiring individuals to wellness, purpose, and abundance.

OUR PURPOSE

As the world leader in the modern essential oils movement, Young Living brings the purest essential oils and essential oil-infused products to families around the globe. We are committed to empowering people through whole-life wellness and believe everyone deserves a life full of purpose and abundance.

OUR VISION

To bring Young Living essential Oils to every home in the world.



OUR STORY

- Young Living's story started more than 20 years ago with a simple, homemade essential oil distillery built by Young Living Founder and Chairman of the Board D. Gary Young.
- Young Living has grown to become the world leader in essential oils and wellness solutions. Headquartered in Lehi, Utah, with offices and farms all over the globe.
- With our steadfast commitment to essential oil purity, we've inspired millions of people everywhere to experience nature's gifts of wellness, to create abundance as Young Living members, and to discover new opportunities for lifelong transformations.





YL BY THE NUMBERS



50 HIGHLY
TRAINED
SCIENTISTS

12 INDEPENDENT
PARTNER LABS



2 CORPORATE
QUALITY LABS

3,000+



16 CORPORATE *and* PARTNER FARMS
(AND GROWING)



EXCEEDING
REVENUE
\$1 BILLION
ANNUALLY
SINCE 2015

THE
ORIGINAL
ESSENTIAL OIL
NETWORK MARKETING
COMPANY



24 YEARS OF
INDUSTRY
LEADERSHIP



OVER 4 MILLION
GLOBAL
MEMBERS

600+

LIFE-CHANGING
PRODUCTS



D. GARY YOUNG, YOUNG LIVING FOUNDATION



*Young Living pays all
administrative costs*

100% OF ALL DONATIONS
SUPPORT FOUNDATION PROJECTS

70 CHARITIES AND CAUSES
supported by the ———
FOUNDATION

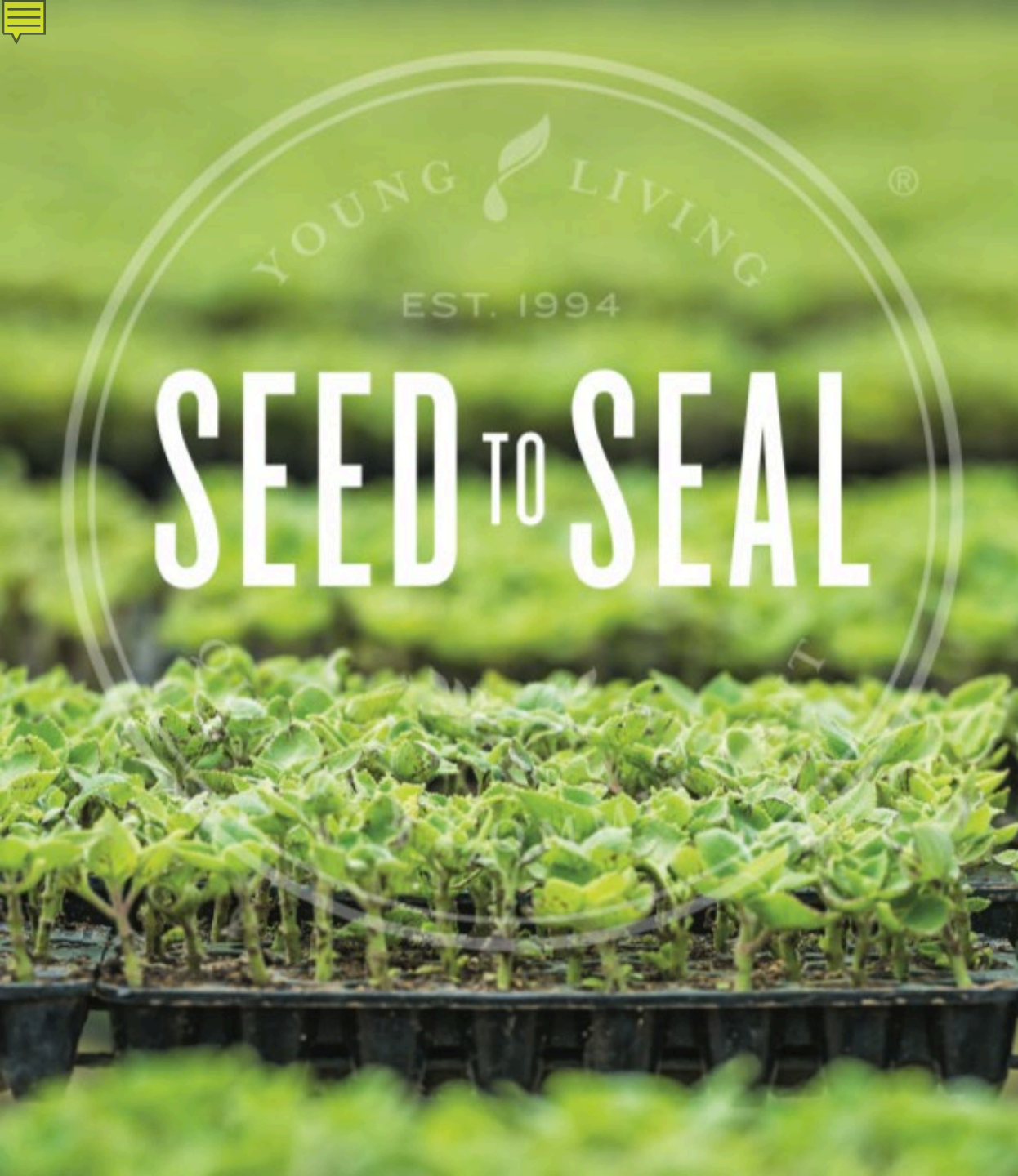
200,000+



INDIVIDUAL
LIVES IMPACTED
BY THE WORK
OF THE
FOUNDATION

BEGIN MAKING A DIFFERENCE: YOUNGLIVINGFOUNDATION.ORG





SEED TO SEAL®

Our Seed to Seal commitment ensures that with every targeted supplement, every skin care solution, and every pure essential oil you use, you're enjoying the benefits of quality farming, distillation, and testing.





SEED TO SEAL PILLARS

Sourcing



Science



Standards





OUR FARMS





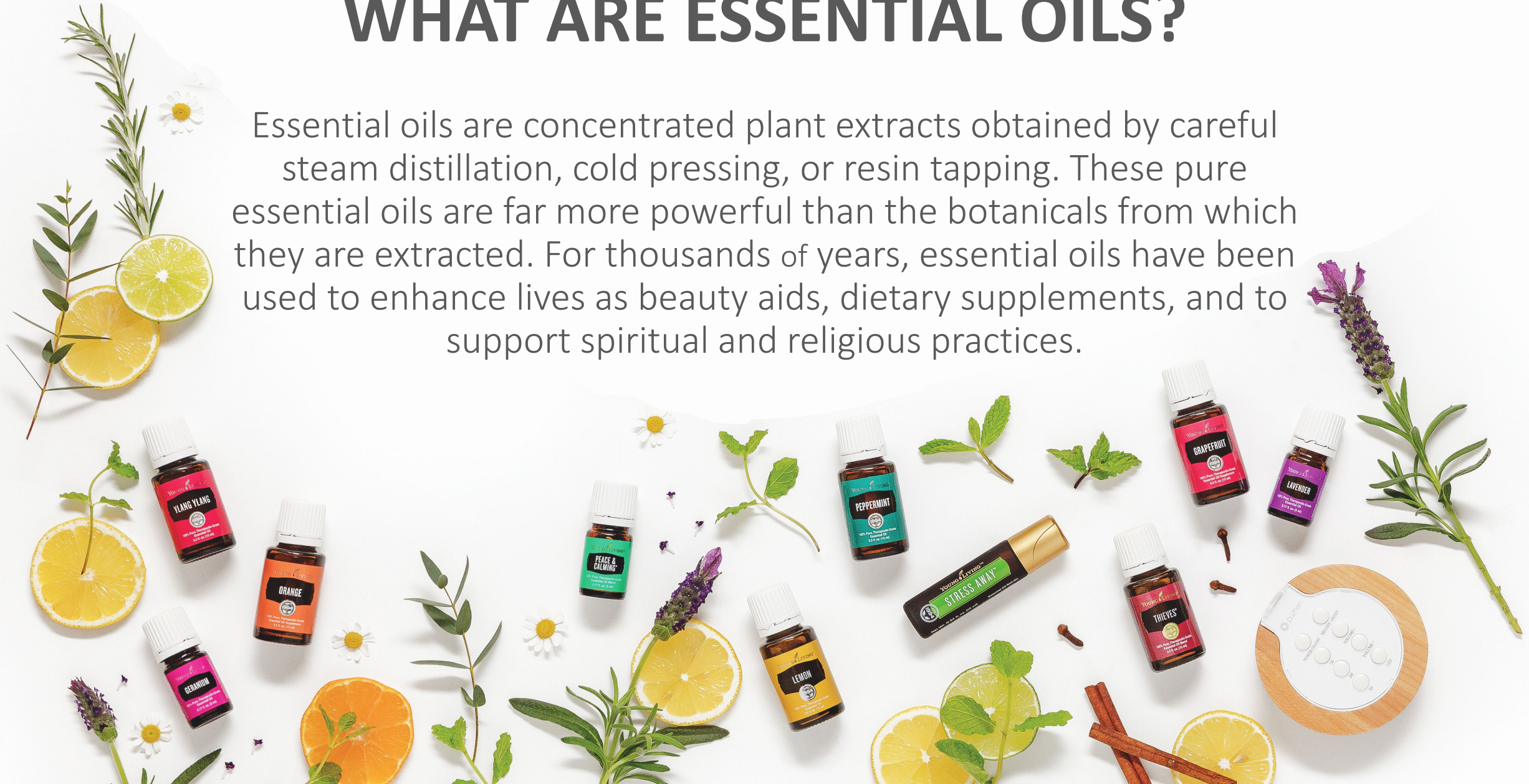
PARTNERSHIP PRINCIPLES

- Principle 1- Established Relationships
- Principle 2- Seed to Seal Specifications
- Principle 3- Binding Agreements
- Principle 4- Stringent Testing
- Principle 5- Ongoing Audits



WHAT ARE ESSENTIAL OILS?

Essential oils are concentrated plant extracts obtained by careful steam distillation, cold pressing, or resin tapping. These pure essential oils are far more powerful than the botanicals from which they are extracted. For thousands of years, essential oils have been used to enhance lives as beauty aids, dietary supplements, and to support spiritual and religious practices.



HOW TO USE ESSENTIAL OILS

AROMATIC



TOPICAL



DIETARY



A large, dense collection of Young Living products is shown, including essential oils, supplements, cleaners, and personal care items. The products are arranged in a way that fills the entire frame, with various bottles, boxes, and containers visible. The text "ESSENTIAL OILS AND MORE!" is overlaid on the image in a large, bold, black font. Below this, a paragraph of text reads: "Young Living has products for everyone—plant-based cleaners, nutritional supplements, personal care and more!".

ESSENTIAL OILS AND MORE!

Young Living has products for everyone—plant-based cleaners, nutritional supplements, personal care and more!

The background of the slide features a top-down view of various natural ingredients and Young Living Thieves products. Scattered around are fresh eucalyptus leaves, rosemary sprigs, sliced lemons, and cinnamon sticks. Three bottles of Thieves products are visible: a large white spray bottle of 'Thieves Household Cleaner' (labeled 'Ultra-Concentrated'), a smaller clear bottle of 'Thieves Waterless Hand Purifier' (labeled 'WITH PEPPERMINT OIL'), and a small dark bottle of 'Thieves 1994' (labeled '100% Pure Therapeutic-Grade Essential Oil Blend').

THIEVES®

The entire Thieves® product line is infused with the popular and powerful Thieves essential oil blend, a proprietary combination of Cinnamon, Lemon, Rosemary, Eucalyptus, and Clove essential oils.

- Thieves personal care product line is free from:
 - Sodium Laurel Sulfate (SLS), parabens, triclosan, phthalates, Phosphate, dyes, fluoride, synthetic preservatives, perfumes, and formaldehyde

The background of the advertisement is a white surface scattered with various fresh ingredients: orange slices, blueberries, goji berries (some in a small white bowl), and pomegranate seeds. A large bottle of NingXia Red is positioned diagonally across the frame. The bottle has a red cap and a label with the brand name 'NINGXIA' in gold and 'Red' in red script. A semi-transparent white box containing text is overlaid on the left side of the bottle. Three smaller sachets of NingXia Nitro are also visible on the right side of the image.

NINGXIA RED®

Infused with Lemon, Orange, Yuzu, and Tangerine essential oils, NingXia Red® is a delicious daily supplement that includes juices and extracts from superfruits such as aronia, plum, blueberry, pomegranate, and—best of all—exotic Ningxia wolfberries.

- Supports whole-body health and overall wellness*
- Helps maintain normal eye health*
- Supports normal cellular function*
- Contains d-limonene, a powerful component in citrus oils*
- Provides energy support*
- Contains two servings of fruit in an 8-ounce serving*

* These statements have not been evaluated by the Food and Drug Administration. Young Living products are not intended to diagnose, treat, cure, or prevent any disease.



SAVVY MINERALS®

We believe that you shouldn't have to compromise quality for beauty. That's why Savvy Minerals by Young Living™ was formulated to include only the most pristine ingredients.

- Savvy Minerals makeup line is free from:
 - Talc, Bismuth, Parabens, Phthalates, Petro-chemicals, Synthetic Fragrances
- Includes products like: foundation, bronzer, blush, eye shadow, lipstick, lip gloss, eye brow filler, brushes, and more!





NUTRITIONAL SUPPLEMENTS

Young Living's convenient multivitamin supplement solutions feature bioavailable, food-sourced vitamins and minerals that contain an infusion of powerful essential oils to give you the support you need.

- Includes products like: Life 9™, Master Formula™, Super C™, Omegagize®, and more!





SLIQUE®

Using a unique combination of naturally derived ingredients and powerful essential oils, our Slique line of products can help you take a step in the right direction toward your weight-loss goals.

- Includes products like: Slique® Tea, Slique® Citraslim, Slique® gum, and Slique® bars.



PERSONAL CARE

Reveal your natural glow with our line of essential oil-infused personal care products. Cleanse, nourish, and moisturize with formulas free from harsh, damaging chemicals, while pampering your skin with the power of essential oils.

- Includes products like: Lavender Hand soap, Copaiba Vanilla Shampoo and Conditioner, Art® Skincare, bath and shower gels, lip balms, bath bombs, lotions, and moisturizers.

The background of the entire page is a flat-lay photograph. It features three Young Living Shutran products: a box of bar soap in the upper left, a bottle of aftershave lotion in the center, and a small bottle of essential oil in the upper right. These products are surrounded by fresh botanicals, including several sprigs of rosemary and clusters of lavender flowers. A silver safety razor with a dark bristle shaving brush is positioned on the right side. The products have purple and white packaging with the 'SHUTRAN' logo prominently displayed. The overall aesthetic is clean, natural, and masculine.

MEN'S CARE

Freshen up with shaving and grooming products specifically formulated for men, all featuring naturally derived ingredients and premium essential oils. Our men's line includes everything busy men need to care for skin and body, leaving a head-to-toe clean and natural confidence.

- Each product is infused with our popular Shutran™ essential oil blend which was formulated to boost feelings of masculinity and confidence.

The background of the entire page is a flat-lay photograph of three Young Living Seedlings products (a bottle of Linen Spray, a tube of Baby Lotion, and a tube of Diaper Rash Cream) arranged diagonally. They are surrounded by several pink ranunculus flowers and sprigs of lavender. The products are white with purple and gold accents. The brand name 'Young Living Seedlings' is prominently displayed on each product. The Linen Spray bottle is on the left, partially obscured by a large white circle containing the 'SEEDLINGS' logo. The Baby Lotion tube is in the center, and the Diaper Rash Cream tube is on the right. The overall aesthetic is clean, natural, and gentle, reflecting the brand's focus on essential oils for babies.

SEEDLINGS®

The Young Living Seedlings® line was developed to make it as easy as possible for parents to choose gentle, essential oil-infused products for the littlest, most vulnerable members of their family.

- Includes products like: Baby Lotion, Diaper Rash Cream, Baby Oil, and Baby Wash.



ANIMAL SCENTS®

Formulated with animals in mind, this collection includes exclusive essential oil blends that support well-being.

- Includes products like: Dental pet chews, shampoo, Animal Scents Ointment, cat treats, and more.

KIDSCENTS®

Young Living's KidScents® line is an essential oil-infused collection that addresses the most common concerns of childhood. You'll love our kid-focused essential oil blends, and your kids will love them, too!

- Includes products like: kids multivitamin, toothpaste, shampoo, bath gel, and more!





GETTING STARTED WITH YL

*Incorporating the life-changing benefits of Young Living is easy!
You can begin in two ways: purchase products as a
Retail Customer or sign up as a Young Living member.*



TWO OPTIONS:

Preferred Customer:

- No ordering obligations
- Buy what you want, when you want
- Have access to educational resources
- Receive exclusive member discounts
- Receive 24 percent off retail pricing on all Young Living products
- Automatically become a Business Builder by personally enrolling at least one other person

Business Builder:

- Receive all the benefits of a Preferred Customer
- Have the opportunity to participate in our generous compensation plan
- Grow your own personal business
- Be recognized for your talents and hard work at one of our retreats held in beautiful locations around the world*



A red and gold box for Young Living's 'ENERGIZE, FORTIFY, REJUVENATE' supplement, featuring a green leaf design and the Young Living logo. It is partially open, showing a brown cardboard interior with bubble wrap padding.

ESSENTIAL REWARDS

Essential Rewards is Young Living's exclusive loyalty program that provides a variety of benefits.

- Customize your monthly order and save money!
- Choose your products and when your order processes.
- No risk! Change your order or cancel anytime.
- Receive reduced shipping rates and priority shipments.
- Gain access to exclusive monthly promotions.
- Earn Essential Rewards points with every order that work like cash to use toward future orders—up to 25 percent of each order back in points.
- Receive loyalty gifts for 3, 6, 9, and 12 months of consecutive participation.



SHARE WHAT YOU LOVE

Reasons to Build a Young Living Business

- No inventory required
- Low start-up cost
- Be your own boss
- Supportive global community
- Generous compensation plan—one of the best in the industry
- Potential to earn all-expense-paid leader retreats
- Earn a \$50 bonus for each person you enroll, plus commissions on all future orders
- Change lives by helping others achieve mind, body, and overall wellness





FREEDOM TO LIVE YOUR PURPOSE

“We are a missionary family, and the supplemental income we make through Young Living allows us to continue serving and fostering children. We have fostered over 200 in three years.” —Young Living Silver member

“I got to quit my nursing job, allowing me to be a stay-at-home mom! I love that I don't have to miss out on games, recitals, classroom parties, or their everyday moments. I am so grateful!”
—Young Living Gold member

“I use the income I make from Young Living to pay for my monthly wellness order, my daughter's piano lessons, and my son's guitar classes.”
—Young Living Executive member

“Young Living has allowed me peace of mind and freedom. I am able to help others when they need it, and I show people what is possible to achieve with a dream, a vision, and the willingness to just share all of life's treasures without having to worry about Monday morning, clients, or never having enough. Every day is beautiful.” —Young Living Diamond member



A collection of Young & Living products is displayed. In the foreground, there are several small bottles of essential oils: Ningxia (red), Thieves (dark green), Panaway (light green), and Lavender (purple). Behind them are larger boxes and bags of the same products. A bouquet of fresh lavender flowers is placed in the center. The products are arranged on a white surface against a plain background.

A collection of Young Living products is displayed. In the center is a white, teardrop-shaped diffuser with the Young Living logo. To its left are two red pouches of Ningxia Red, labeled 'NINGXIA Red' and 'YOUNG LIVING ESSENTIAL OIL-BLENDED NUTRITIONAL SUPPLEMENT'. To the right of the diffuser is a box containing 12 small bottles of essential oils, arranged in two rows of six. The oils are labeled: Lemon, Citrus, Eucalyptus, Thieves, Peppermint, Pineapple, Peppermint, Eucalyptus, Citrus, Thieves, Peppermint, and Pineapple. Further right is a box of Thieves Household Cleaner, labeled 'Thieves Household Cleaner' and 'Essential Oil-Bleach Household Cleaner'. In front of the Thieves Household Cleaner box is a small bottle of Thieves Aromatics. To the right of the Thieves Aromatics bottle is a box of Thieves Vitality, labeled 'Thieves Vitality' and 'Essential Oil-Bleach Household Cleaner'. In the background, there are several more boxes, including one labeled 'from our FIELDS to your family' and another labeled 'LAVENDER'.

NINGXIA RED PREMIUM STARTER KIT



THIEVES PREMIUM STARTER KIT







WANT TO LEARN MORE?

Young Living is committed to supporting you throughout your journey. Use these resources to find tips, educational tools, and other helpful assets as you share Young Living with family and friends.

- YoungLiving.com
- Youngliving.com/blog
- Seedtoseal.com
- Ningxiared.com



WELLNESS
PURPOSE
ABUNDANCE

YOUNG LIVING INCOME DISCLOSURE STATEMENT

INCOME STATISTICS FOR JANUARY–DECEMBER 2017

WHY YOUNG LIVING?

Young Living has been pioneering the essential oil movement for over two decades, with more than 5.6 million people around the globe joining us in our mission to bring pure essentials oils to every home in the world. Our commitment to transforming lives guides everything we do; it is the reason we are the recognized leader in essential oils. Whether our members join our global community to find pure products they can trust, a greater sense of purpose, an opportunity to empower others, or whole-life wellness, Young Living offers proven solutions.



YOUNG LIVING MEMBERS

Preferred Customers

89.5% of Young Living Members are Preferred Customers. These members have not personally enrolled another person but enjoy our high-quality products and exclusive member benefits.



Business Builders

10.5% of Young Living members are Business Builders. These members have personally enrolled other individuals and enjoy our compensation plan benefits, high-quality products, exclusive member benefits, and other rank-specific perks.

PREFERRED CUSTOMERS

89.5%

Preferred Customers



Of the millions of members dedicated to Young Living, 89.5% are Preferred Customers—Young Living members who have never enrolled someone else but purchase product and enjoy member benefits. Preferred Customers join to enjoy Young Living products and wellness solutions. While our expanding line of more than 600 products offers limitless ways to gain greater physical wellness, the Young Living community offers members a way to discover wellness in every facet of life; and our Preferred Customers have access to these and other exclusive member benefits.

PREFERRED CUSTOMERS (CONT.)

Young Living member benefits include:

- A 24% discount on our 600+ life-changing products, including over 220 essential oils and blends
- Access to an extensive library of essential oil and wellness product education, usage tips, and other valuable resources in our Virtual Office
- Ability to join our Essential Rewards loyalty subscription for convenient, monthly automatic shipments, shipping discounts, points to redeem toward future purchases, and more
- Communication about all things Young Living, including new product announcements, bi-monthly newsletters, event invitations, and much more
- Opportunity to earn an income through our compensation plan as a Business Builder

FUN FACT:

Preferred Customers enrolled in our Essential Rewards loyalty program received a retail value of more than \$94.5 million in Essential Rewards points in 2017 to use toward future product purchases!

YOUNG LIVING BUSINESS BUILDERS

Once members begin to share the products they love with others who enroll and purchase products with Young Living, our compensation plan empowers them to create a brighter future with the additional income they can earn. This compensation can become much more than a paycheck as it enables members to discover freedom and meaning through passion-motivated sharing.

Earning compensation requires dedication and hard work; it can be easier or harder depending on the motivation for enrolling, sales skill, existing network, and market conditions. We support those who choose to build a business with:



Training and incentive programs such as Young Living Central, Elite Express, and Help 5



Startup costs as low as \$45 for a Basic Starter Kit



A 30-day return policy as outlined in our Policies and Procedures



Quality products we believe are easy to love and share

Whatever your motivation—to enhance your life or to help others—we hope you'll join us in the movement to embrace the benefits of pure, powerful essential oils.



YOUNG LIVING BUSINESS BUILDERS (CONT.)



FUN FACT:

Young Living pays out nearly 50 percent of PV-commissionable sales to our Business Builders!

GETTING STARTED WITH A YOUNG LIVING BUSINESS

33% DISTRIBUTOR*

Many of our members fall in love with our products and are Preferred Customers long before they ever consider building a Young Living business. When Preferred Customers begin building a business by personally enrolling another individual, they're deemed as Distributor rank by Young Living—our entry-level business-building rank. In 2017, 33%* of Young Living business-building members were ranked as Distributor and earned an average commission of \$26 per month or \$312 per year.

BUILDING A BUSINESS

63% STAR TO EXECUTIVE*

On average, a Distributor-level member enrolls approximately two other members before advancing to Young Living's next business-building rank of Star. Of all Young Living business-building members, 63%* rank as Star, Senior Star, or Executive. These individuals have advanced by either organically sharing Young Living or actively pursuing a business.

STAR-EXECUTIVE

YOUNG LIVING MEMBER RANK	PERCENTAGE OF STAR-EXECUTIVE MEMBERS	AVERAGE MONTHLY INCOME	ANNUALIZED AVERAGE INCOME	AVERAGE MONTHS TO ACHIEVE RANK
STAR	64.8%	\$75	\$906	12 (1 yr.)
SENIOR STAR	24.8%	\$235	\$2,819	19 (1 yr. 7 mo.)
EXECUTIVE	10.4%	\$502	\$6,028	25 (2 yr. 1 mo.)

GROWING A BUSINESS

3% SILVER TO PLATINUM*

Silver, Gold, and Platinum-ranked members make up 3%* of our business-building ranked members. As members focus on growing their Young Living business and dedicate themselves to the hard work required to be successful, they move up ranks and become eligible for additional earning opportunities and other benefits like exclusive recognition events, leadership trainings, and more.

SILVER-PLATINUM

YOUNG LIVING MEMBER RANK	PERCENTAGE OF SILVER-PLATINUM MEMBERS	AVERAGE MONTHLY INCOME	ANNUALIZED AVERAGE INCOME	AVERAGE MONTHS TO ACHIEVE RANK
SILVER	77.1%	\$2,088	\$25,059	32 (2 yr. 8 mo.)
GOLD	17.4%	\$5,666	\$67,995	49 (4 yr. 1 mo.)
PLATINUM	5.5%	\$13,872	\$166,468	58 (4 yr. 10 mo.)

REVOOLUTIONARY LEADERS

1% DIAMOND TO ROYAL CROWN DIAMOND*

Individuals like our RevOllutionary Leaders who have found significant success and achieved Young Living's higher ranks have typically dedicated considerable time and effort to their businesses. Diamond+ members receive enhanced benefits, including additional earning opportunities, exclusive recognition events and leadership trainings, early communication from Young Living about product launches and other company efforts, and much more. Many of these members do incredible things with their extra income like assisting their communities and donating to charities, humanitarian projects, and more. These members make up 1% of Young Living's business-building members, but they make a great impact on the world through their passion and generosity.

DIAMOND-ROYAL CROWN DIAMOND

YOUNG LIVING MEMBER RANK	PERCENTAGE OF ALL DIAMOND+ MEMBERS	AVERAGE MONTHLY INCOME	ANNUALIZED AVERAGE INCOME	AVERAGE MONTHS TO ACHIEVE RANK
DIAMOND	69.8%	\$35,348	\$424,178	70 (5 yr. 10 mo.)
CROWN DIAMOND	14.7%	\$64,477	\$773,724	85 (7 yr. 1 mo.)
ROYAL CROWN DIAMOND	15.5%	\$144,551	\$1,734,606	97 (8 yr. 1 mo.)

*The percentages listed for Distributor rank and higher are calculated from the 10.5 percent member population who are considered Business Builders, not Young Living's full member base and does not include Preferred Customers.



YOUNG LIVING 2017 WORLDWIDE INCOME DISCLOSURE STATEMENT

WORLDWIDE INCOME STATISTICS FOR JANUARY–DECEMBER 2017

WHAT ARE MY EARNING 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 BUSINESS BUILDERS ¹	MONTHLY INCOME ²				ANNUALIZED AVERAGE INCOME ³	AVERAGE MONTHS TO ACHIEVE RANK ⁴		
		Lowest	Highest	Median	Average		Low	Average	High
DISTRIBUTOR	33.3%	\$0	\$725	\$15	\$26	\$312	N/A	N/A	N/A
STAR	41.02%	\$0	\$932	\$58	\$75	\$906	1	12	267
SENIOR STAR	15.66%	\$2	\$5,531	\$193	\$235	\$2,819	1	19	255
EXECUTIVE	6.62%	\$34	\$13,210	\$425	\$502	\$6,028	1	25	254
SILVER	2.55%	\$229	\$29,248	\$1,698	\$2,088	\$25,059	1	32	252
GOLD	0.57%	\$1,506	\$48,630	\$4,541	\$5,666	\$67,995	2	49	263
PLATINUM	0.18%	\$4,375	\$90,275	\$11,057	\$13,872	\$166,468	5	58	243
DIAMOND	0.07%	\$6,256	\$163,387	\$27,972	\$35,348	\$424,178	7	70	251
CROWN DIAMOND	0.01%	\$28,492	\$231,397	\$53,589	\$64,477	\$773,724	16	85	258
ROYAL CROWN DIAMOND	0.02%	\$50,770	\$326,334	\$132,828	\$144,551	\$1,734,606	17	97	230

The income statistics in this statement are for incomes earned by all worldwide active Business Builder members in 2017. An “active Business Builder” member is a member who made at least one product purchase in the previous 12 months and has personally enrolled at least one person during the lifetime of the member account. The average annualized income for all active Business Builder members in this time was \$3,321, and the median annualized income was \$684.

Note that the compensation paid to members summarized in this disclosure does not include expenses incurred by members in the operation or promotion of their 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. Young Living does not guarantee any income or rank success.

1

Because a member's rank may change during the year, these percentages are not based on individual member ranks throughout the entire year but are based on the average distribution of member ranks during the entire year. Business Builders are members who have personally enrolled at least one other person and does not include Preferred Customers.

2

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

3

This is calculated by multiplying the average monthly incomes by 12. These incomes include income earned from January 1, 2017, through December 31, 2017, but which was paid between February 2017 and January 2018.

4

These statistics include all historical ranking data for each rank and thus are not limited to people who achieved these ranks in 2017. Members who do not make at least one product purchase in the previous 12 months are considered inactive.

