

# WELCOME

*Young Living*

## INTRO TO THE COMPENSATION PLAN

### CLASS AGENDA

#### WEBINAR LOGISTICS

Please MUTE your Phone, Device or Computer when not speaking to minimize feedback and background noise.

#### TERMS

- DEFINITIONS
- RANKS & QUALIFICATIONS
- DOWNLINE VIEWER
- EXAMPLES

#### GET PAID

- BONUSES
- COMMISSIONS
- EXAMPLES

#### QUALIFY

- ESSENTIAL REWARDS
- ELIGIBILITY

#### YOUR TEAM

- MOVING MEMBERS- AKA "STACKING"
- PROCESS & TIMELINE
- SILVER IN 6 & FACEBOOK GROUPS

# “I NEVER INTENDED TO SELL OILS”



So you shared your “oil story” on social media or with your friends at church or a party, and before you know it, people were asking you about them. Maybe you even had a couple of people sign up with your distributor number.

Then Young Living sent you a check. Now what?

**What are your goals? Maybe you don't even know yet!**

- Do you want to have your oils paid for each month?
- Do you want to have a little extra income?
- Do you want to replace a salary or make some residual income?





# DEFINITIONS

## PV (PRODUCT/PERSONAL VOLUME)

- Product value associated with a product Young Living Sells
- Personal Volume is the total of the product value of the items you purchased in a calendar month

## OGV (ORGANIZATION GROUP VOLUME)

- The total PV for everyone in your organization (those signed up below you) in the calendar month

## PGV (PERSONAL GROUP VOLUME)

- Will equal OGV until you have a silver, gold, platinum, etc. member below you in your organization (we will discuss this more in another class).

## LEG X OGV

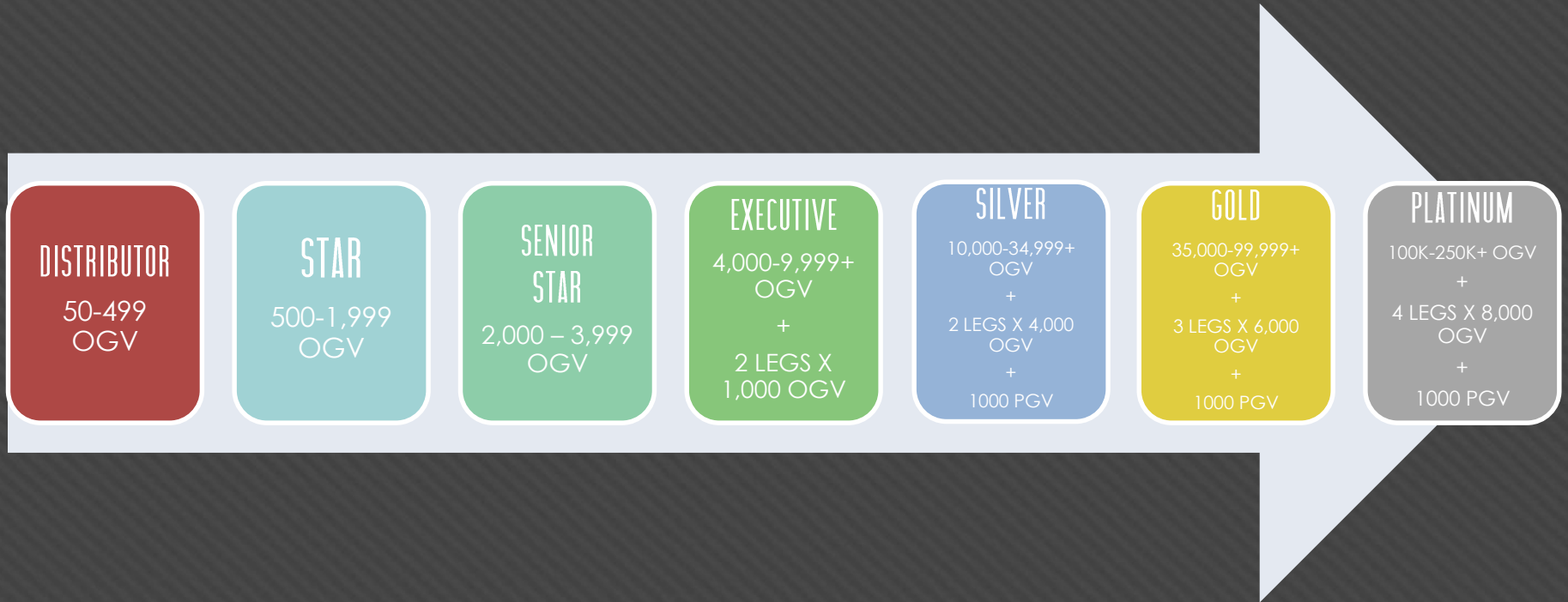
- The number of legs and the OGV required in each of those legs

## ER (ESSENTIAL REWARDS)

- A loyalty/rewards program for members where you can earn PV to be used to purchase Young Living Products



# RANKS & QUALIFICATIONS



**TO ACHIEVE THE RANKS OF STAR AND BEYOND, YOU MUST HAVE A 100 PV ORDER OR MORE EACH MONTH**

For ranks Silver and above, you must have 1,000 PGV, meaning that PV must be in a leg or legs outside of your main qualifying legs.

\*This slide only represents Distributor through Platinum. It omits Diamond, Crown Diamond, and Royal Crown Diamond.



# DOWNLINE VIEWER

Log into the Young Living Virtual Office and click "Downline Viewer" on the left navigation bar. A new window will open.

logged in as JANE SMITH (1234567) close window

By using Downline Viewer, you agree to abide by its Terms and Conditions.

DOWNLINE | REPORTS | SEARCH | BONUSES | HELP | COMMISSIONS Period: February 2014

members: 199

FILTER	Name	Level	Member ID	PV	OGV	PGV	Autoship	Actions
5	JANE SMITH	0	1234567	201.34	11,777.78	2,269.84	26 <input checked="" type="checkbox"/>	
4	ALICE JONES	1	1345678	113.75	5,182.31	5,182.31	21 <input checked="" type="checkbox"/>	
4	MOLLY HILL	1	1456789	126.13	4,325.63	4,325.63	16 <input checked="" type="checkbox"/>	
2	KATE NELSON	1	1567890	228.00	969.00	969.00	4 <input checked="" type="checkbox"/>	
2	ELIZABETH BURNS	1	1678901	258.50	899.50	899.50	29 <input checked="" type="checkbox"/>	

Jane's PV total for her orders this month > 100, so she achieves a rank (as do her other legs)

Ranks:

Blank = has yet to rank this month

- 1 = Distributor
- 2 = Star
- 3 = Sr Star
- 4 = Executive
- 5 = Silver
- 6 = Gold
- 7 = Platinum

ER Processing Dates. Checkmark indicates order was fulfilled.



# RANKING EXAMPLES

Jane has 4 main legs: Alice, Molly, Kate, and Elizabeth

DOWNLINE								REPORTS	SEARCH	BONUSES	HELP	COMMISSIONS	Period: January 2014
members: 200													
FILTER	Name	Level	Member ID	PV	OGV	PGV	Autoship	Actions					
	<=		>	>	>	>=							
[-5]	JANE SMITH	0	1234567	401.34	11,777.78	2,269.84	26	<input checked="" type="checkbox"/>					
[+4]	ALICE JONES	1	1345678	113.75	5,182.31	5,182.31	21	<input checked="" type="checkbox"/>					
[+1]	APRIL TAYLOR	2	1456789	67.00	1,835.00	1,835.00	18	<input checked="" type="checkbox"/>					
[+2]	HALEY WILLIAMS	2	1567890	114.50	1,427.00	1,427.00	4	<input checked="" type="checkbox"/>					
[+2]	EDDIE MILLS	2	1678901	211.00	1,252.63	1,252.63	14	<input checked="" type="checkbox"/>					
[+2]	CHRIS THOMAS	2	1634567	223.75	553.93	553.93	1	<input checked="" type="checkbox"/>					
[ ]	JODI TAYLOR	2	1545678	0	0	0		<input type="checkbox"/>					
[+4]	MOLLY HILL	1	1556789	426.13	4,325.63	4,325.63	16	<input checked="" type="checkbox"/>					
[+2]	KATHERINE BARNES	2	1667890	100.00	1,796.00	1,796.00	18	<input checked="" type="checkbox"/>					
[+2]	CHRISTY JOHNS	2	1278901	148.75	1,191.50	1,191.50	22	<input checked="" type="checkbox"/>					
[+1]	HOPE GARCIA	2	1545678	192.00	292.00	292.00	21	<input checked="" type="checkbox"/>					
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## JANE = SILVER

- Has 100+ PV & 10,000+ OGV
- Has 2 legs x 4000
- Has 1000 PGV in non qualifying legs

## ALICE & MOLLY = EXECUTIVES

- Have 100+ PV & 4,000+ OGV
- Have 2 legs x 1,000

## KATE & ELIZABETH = STARS

- Have 100+ PV
- Have less than 2000 OGV

# WAYS TO EARN

DISTRIBUTOR – EXECUTIVE  
RANKS THERE ARE TWO WAYS  
TO EARN



1. BONUSES
2. UNILEVEL COMMISSIONS



# START LIVING & FAST START BONUSES

A new distributor enrolls & purchases a PREMIUM STARTER KIT (100 PV) using your Member ID as Enroller.



## YOU EARN:



You must have at least a 50 PV order in the month you sell this kit in order to earn the Start Living & Fast Start Bonuses.

\*As ENROLLER, you continue to earn 25% of the new distributor's PV for the 2 calendar months after their initial Premium Kit purchase. If someone you enroll, enrolls someone else (at any time), you also earn 10% of the new enrollee's PV for their first 3 months.





# RISING STAR TEAM BONUS

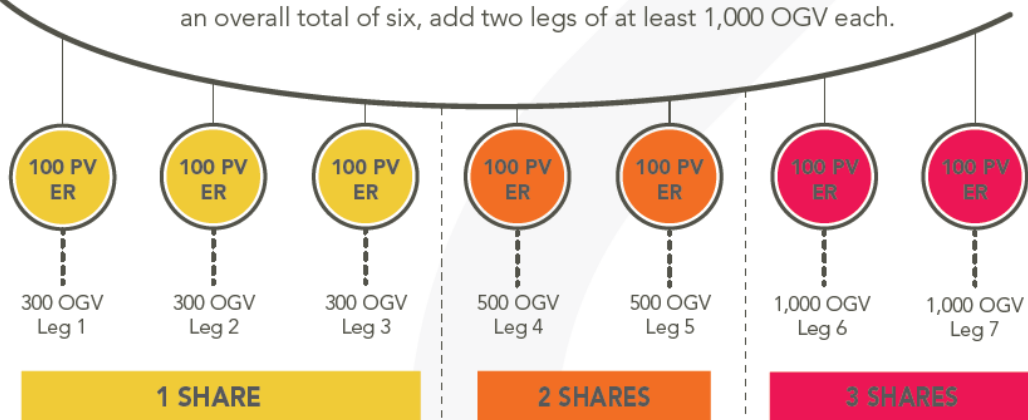
## RISING STAR TEAM BONUS POOL

Only Stars, Senior Stars, and Executives are eligible to earn shares based on 1% of all Young Living's monthly commissionable sales. The amount paid to the distributor is determined by the number of shares he or she earns.



### Qualifications:

1. Paid as a Star, Senior Star, or Executive
2. Have a 100 PV Essential Rewards order
3. Build three legs of at least 300 OGV each to qualify for one share. Add two legs of at least 500 OGV and receive two more shares. To earn three additional shares for an overall total of six, add two legs of at least 1,000 OGV each.



TOTAL POSSIBLE SHARES = 6

ADVICE FROM EXPERIENCED BUSINESS BUILDERS-

Do not focus on achieving this bonus by spreading your organization wide.

Focus on reaching ranks.

We'll show you why!

- Shares Nov 2013 – Jan 2014 ~\$50/each
- Must be enrolled in ER with 100 PV monthly



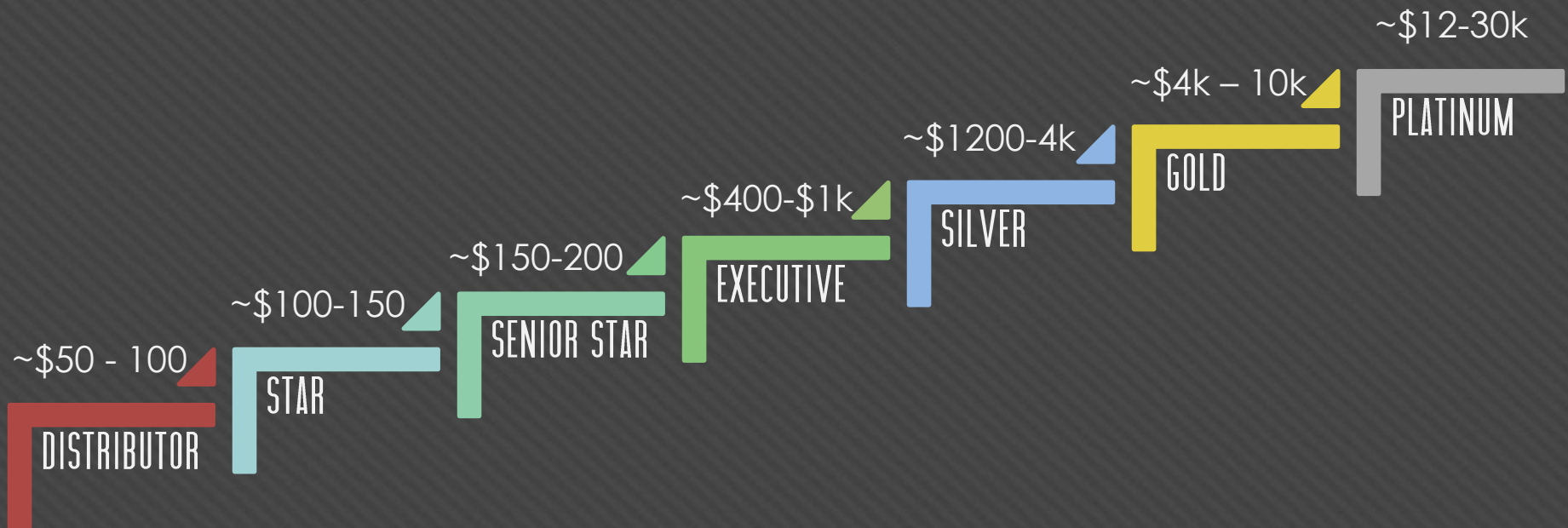
# UNILEVEL COMMISSIONS

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES			
LEVEL 1	8%	8%	8%	8%
LEVEL 2	5%	5%	5%	5%
LEVEL 3		4%	4%	4%
LEVEL 4			4%	4%
LEVEL 5				4%

Taken from the Compensation Plan Highlights PDF in the “Member Resources” section of the Virtual Office

For the first 3 calendar months, the Enroller earns 25% of a members PV, and the Sponsor earns 30% of the unilevel commissions.

# ESTIMATED MONTHLY COMMISSIONS



Ranges vary (and could be more!) based on the number of distributors you personally enrolled in the period, as well as your OGV.

# UNILEVEL COMMISSION EXAMPLE

DOWNLINE		REPORTS	SEARCH	BONUSES	HELP	COMMISSIONS	Period: January 2014	
members: 200								
FILTER	Name	Level	Member ID	PV	OGV	PGV	Autoship	Actions
		<=		>	>	>	>=	
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+	CHRIS THOMAS	2	1634567	223.75	553.93	553.93	1 <input checked="" type="checkbox"/>	
	JODI TAYLOR	2	1545678	0	0	0		
[-] 4	MOLLY HILL	1	1556789	426.13	4,325.63	4,325.63	16 <input checked="" type="checkbox"/>	
+	KATHERINE BARNES	2	1667890	100.00	1,796.00	1,796.00	18 <input checked="" type="checkbox"/>	
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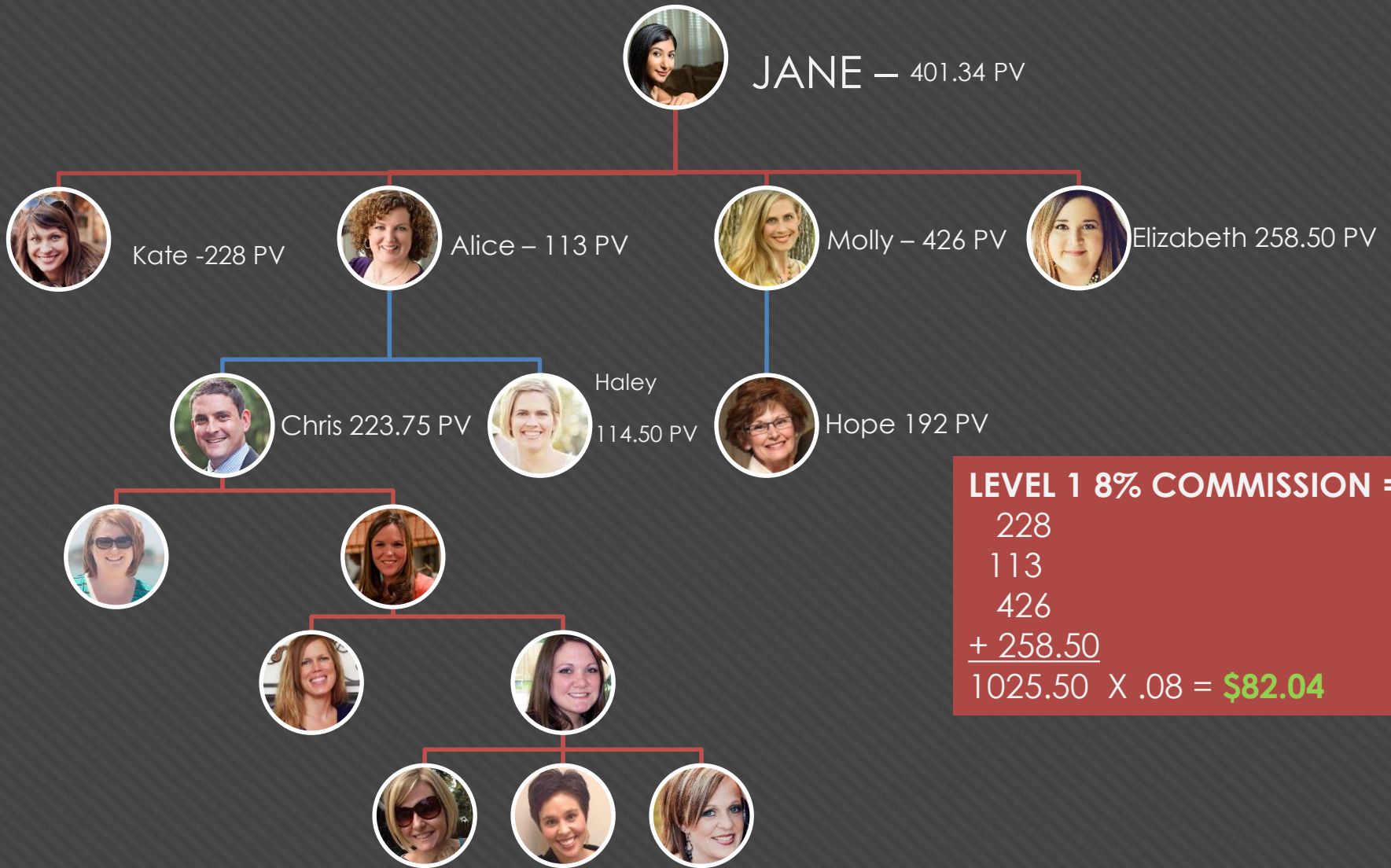
## LEVEL 1 EXAMPLE –

Molly Hill, one of Jane's Level 1s, purchases 426.13 PV in January. Molly has been in Jane's organization for 4 months.

Jane will earn 8% of 426.13 = **\$34.09**



# UNILEVEL COMMISSION EXAMPLE



**LEVEL 1 8% COMMISSION =**  
 228  
 113  
 426  
 + 258.50  
 1025.50 X .08 = **\$82.04**



# UNILEVEL COMMISSION EXAMPLE 2



Haley is in her 2<sup>nd</sup> month. Haley was enrolled by Alice. Alice is earning 25% and Jane is earning 30% of the 5% unilevel commission. In Haley's 4<sup>th</sup> calendar month, Jane will then earn the full 5% commission on all of Haley's purchases.

## LEVEL 2

### 5% COMMISSION =

- Chris:  $223.75 * .05 = \$11.19$
- Haley:  $(114.50 * .30) * .05 = \$1.72$
- Plus all Jane's other Level 2s

# QUALIFYING LEGS

COMMISSIONS								Period: January 2014
members: 200								
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+ 2	ELIZABETH BURNS	1	1578901	258.50	899.50	899.50	29	<input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

This leg will not be one of Alice's 2x1000pv legs because April is not 100pv or above.

QUALIFICATION IS NOTED BY  
COLOR CODING IN THE PV  
COLUMN

**0-49** PV = unable to earn any bonuses or commissions  
**50-99** PV = able to earn only fast start & kit bonuses  
**100+** PV – eligible for all unilevel and bonuses (if 100+PV was earned as an ER order, then also qualifies for Rising Star).  
 Also becomes a qualifying leg for immediate upline.



# ESSENTIAL REWARDS

## WHAT IS ER?

- ER, Essential Rewards, is a loyalty rewards program that allows you to earn points for every monthly purchase.
- Point values earned are a percentage of the total PV of your order.
- Percentage is based on the number of months you have been enrolled in the program.
- There is a 50 PV minimum monthly order.
- You can change your order every month and order any of Young Living's products.
- Shipping rates are discounted.
- You may redeem points for products with full PV (Same PV as it's value)
- You can cancel any time with no penalty!

Months 1 – 6:

**10%**

Months 7 – 12:

**15%**

Months 13+:

**20%**

### TIP:

For people who want to try the oils who are not members, you can sell the products at retail, or pass along your wholesale pricing by adding their products onto your order and YOU earn ER points!





# MAXIMIZE ELIGIBILITY

TO BE SURE YOU EARN ALL THE BONUSES,  
COMMISSIONS, PROMOTIONS, AND ER POINTS, HAVE A  
MINIMUM OF 100 PV ER ORDER MONTHLY!

# STRATEGIC PLACEMENT AKA "STACKING"

## WHAT IS "STACKING" AKA "STRATEGIC PLACEMENT" –

- Stacking is the intentional move of a member that YOU enrolled to under another member in your downline.
- Stacking is actually changing the "Sponsor" within Young Living.

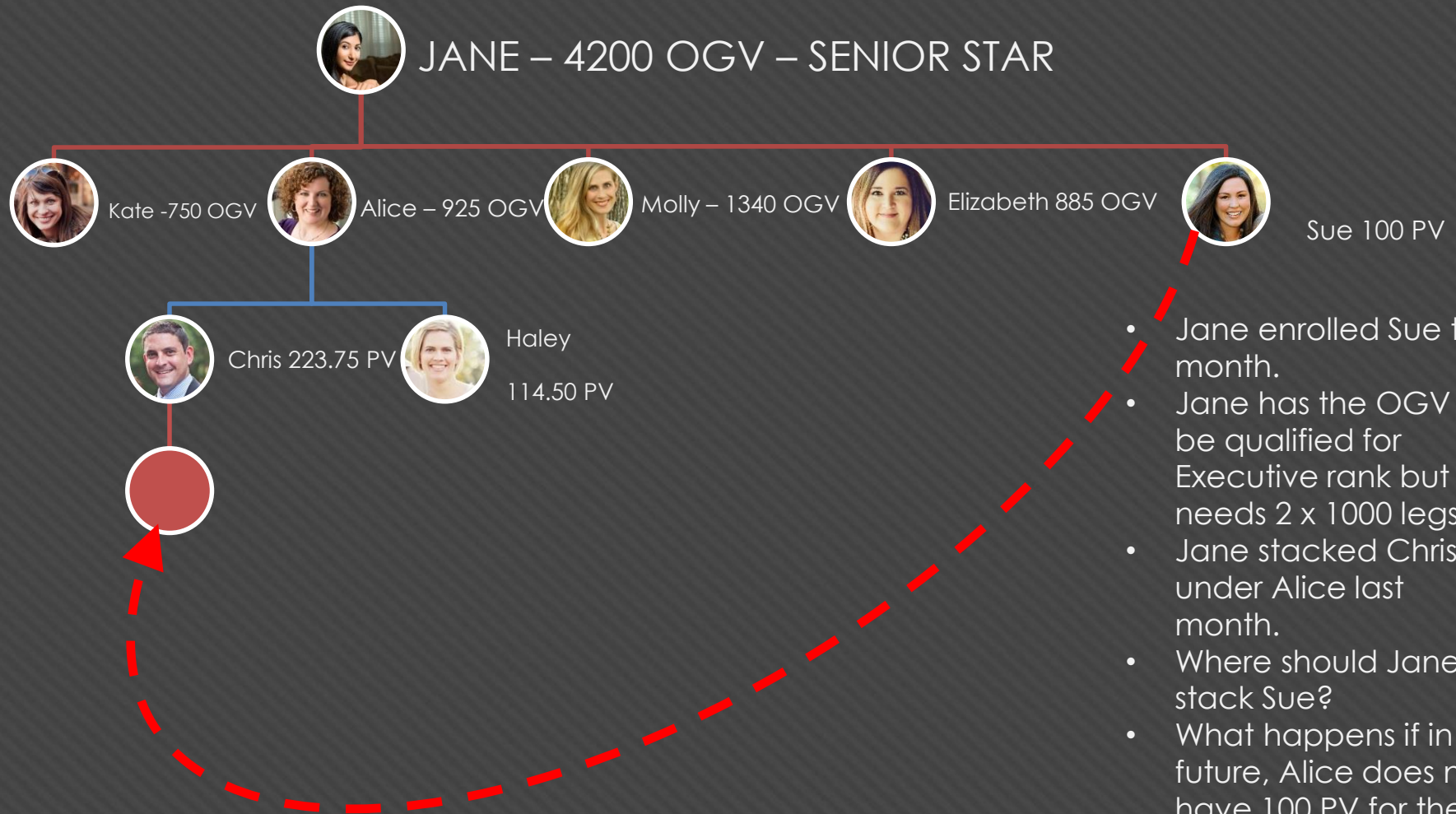
## WHY "STACK" –

- In order to move up in rank, you need depth in your organization.
- If every member you enroll remains a level one, it will take much longer to achieve the necessary OGV in each "leg".
- Stacking helps members in your downline grow and encourages teamwork.

## GENERAL GUIDELINES FOR MOVING MEMBERS–

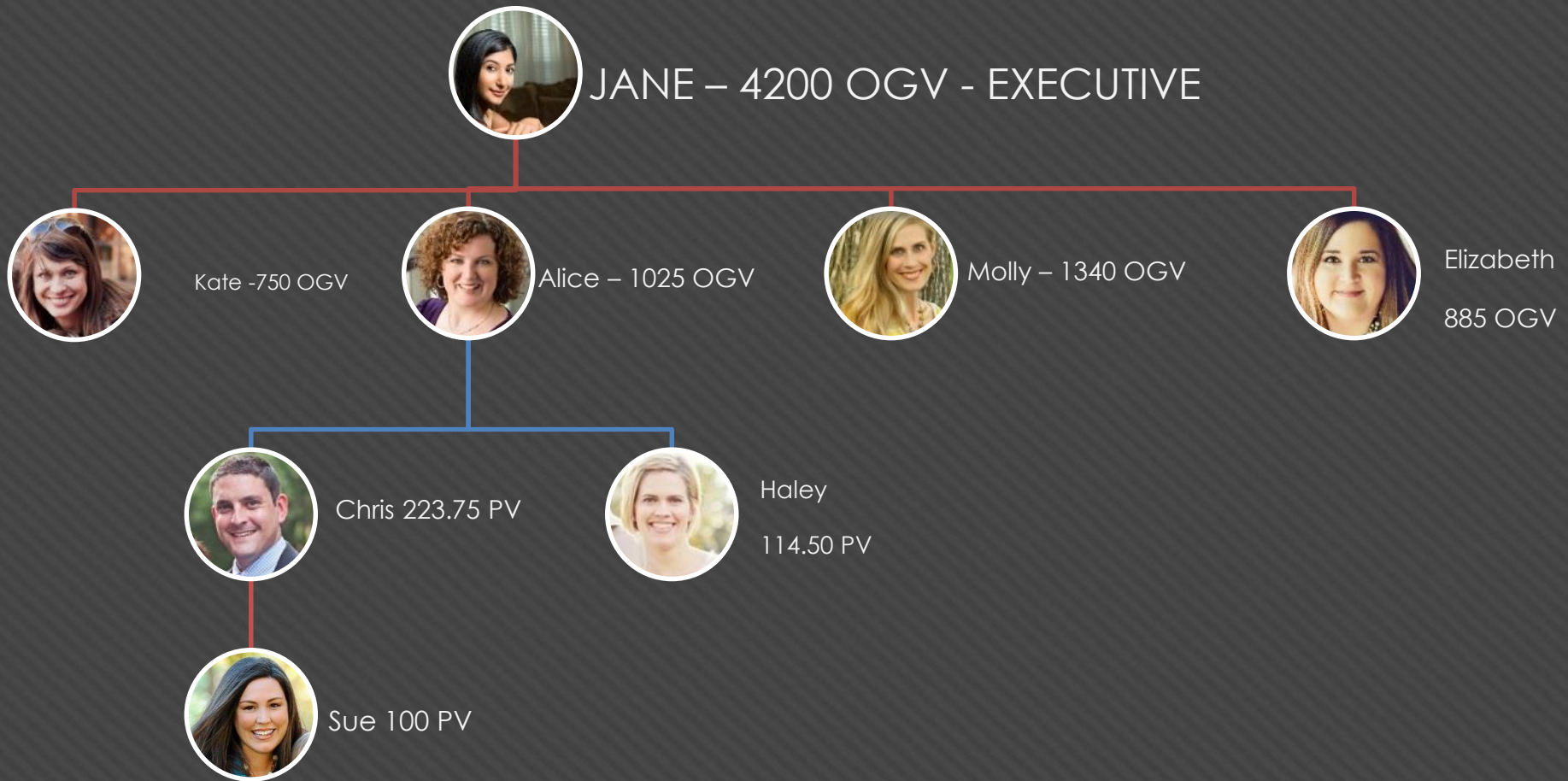
- Must be moved within 30 days of enrollment, otherwise a fee and upline approval is required.

# STACKING EXAMPLE



- Jane enrolled Sue this month.
- Jane has the OGV to be qualified for Executive rank but needs 2 x 1000 legs.
- Jane stacked Chris under Alice last month.
- Where should Jane stack Sue?
- What happens if in the future, Alice does not have 100 PV for the month?

# STACKING EXAMPLE





# STACKING EXAMPLE



If Alice fails to order at least 100 PV in a calendar month, then Alice's level 2s will roll up under Jane as Level 1s (in theory, even though they will still appear as Level 2s in the downline viewer)



# TIPS ON "STACKING"

1. Keep family members and friends in the same leg vertically, so that they are not competing against one another, but are working WITH each other.
2. Begin thinking about where you would stack someone as soon as you enroll them.
3. Set a reminder for yourself prior to 30 days after their enrollment so that you remember to move them before time is up.
4. If you stack under someone, continue to stack under only one of their legs, rather than trying to build their organization for them
  - There will be some exceptions to this when you want to help someone rank, but in general it's a good practice.



# PROCESS FOR MOVING MEMBERS

## 3 WAYS TO MOVE MEMBERS –

1. Email [resolutions@youngliving.com](mailto:resolutions@youngliving.com) with your request:

- Include the following:
  - Your name, member # and PIN
  - The name and member # of the person you want to move and the name and member # of the person you want to put them under.
- DO NOT use the term “stacking”
- It may be before the end of the month before you see the change in your downline viewer
- Example Email:

Hello,  
My name is Jane Smith, member # 1234567, Pin 0123  
I would like to move the following members in my downline and remain the enroller:

Grant Jones 1345670 under Ashlee Turner 1443322  
Sally Burns under Grant Jones 1345670

2. Use Live Chat or call Customer Service within the first 5 days of the new members enrollment.

# "SILVER IN 6"



Reach the Silver rank **within 6 months of earning the Executive title** and you will be rewarded with the Aroma Complete collection (worth \$1995.00) and join the elite members of the Si6 club!





# FACEBOOK GROUPS

- 1.
- 2.

**DROPS OF GRACE  
YL BUSINESS BUILDERS**

3. **LEMON DROP LOUNGE**

1. Add your new member on the Facebook group
2. Find the threads & request approval

**ALL GROUPS REQUIRE ADMIN APPROVAL**

\*Do not use a mobile device or iPad to add members.

# ▶ FACEBOOK BUSINESS "PODS"

Join us in these groups to ask specific questions to help you advance to the next rank!

1. ROAD TO EXECUTIVE
2. ROAD TO SILVER
3. ROAD TO GOLD



Add names to the thread on the YL BB page in order to have members added.