



LEARN THE LANGUAGE

Kick the confusion and learn the language with this quick reference guide!

Enroller: The person responsible for introducing a new member to Young Living. Enrollers are eligible to qualify for financial bonuses, including the Fast Start and Starter Kit bonuses.

Sponsor: A new member's direct upline and main support. The sponsor may also be the enroller.

PV (Personal Volume): The total monthly volume of your personal orders.

OGV (Organization Group Volume): The monthly volume of your entire organization.

PGV (Personal Group Volume): The monthly volume in an organization, excluding any Silver or higher rank volume and any qualifying leg(s) volume.

Leg: Each personally sponsored member is considered first level and a separate leg within an organization.

LV (Leg Volume) @ OGV: The number of legs and the amount of monthly OGV required for each leg to qualify for each rank.

Level: The position of a member within an organization. Members who are directly sponsored by another member are considered the sponsoring member's first level. Those members who are sponsored by a member's first level are considered that member's second level and so on.

Compression: If a member does not meet the 100 PV qualification to earn commissions, his or her volume, if any, is combined, or "compressed," with all the volume of members down to and including the next qualifying member in the organization with at least 100 PV.

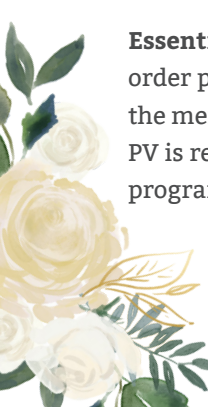
Unilevel: Unilevel is a term used to define the percentage of commission earned for each level. Qualifying members with 100 PV earn 8% on the PV of each member on the first level within their organization, 5% on the second level, and 4% on the third through fifth levels depending on rank achieved that month.

Personal Generation Commissions: Additional commissions are paid to members who achieve the rank of Silver or higher on all volume within each leg of the organization, down to but excluding the next Silver or higher ranked member within the leg.

Generation: A Silver or higher ranked member and his or her entire organization.

Generation Commissions: Based on a member's monthly rank of Silver or higher, an additional 3% commission is paid on the OGV of each Silver or higher in the member's organization. This commission is paid down to the next Silver or higher ranked member and down to eight generations deep in each leg.

Essential Rewards (ER): Members are encouraged to sign up for this autoship program in which they order products that are automatically shipped to them each month. Essential Rewards purchases earn the member ER points redeemable for free product and may be changed each month. A minimum 50 PV is required, although 100 PV is required for the Rising Star Team Bonus. For more information on this program, visit YoungLiving.com/en_US/Opportunity/Essential-Rewards.



LEARN THE LANGUAGE CONT...

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Upline: Your direct upline, imagine a family tree and trace your upline up. Our upline usually pours into us with info and support because when we grow, they grow! Don't fall into the trap of relying on your upline though, YOU ARE THE UPLINE and the boss, if they aren't giving you what you need, start pursuing it yourself! You can do it, this is your business!

Downline: Everyone who is enrolled beneath you, on any level. We share everything with our downline because the more they grow, the more we grow! We aren't the boss of our downline but we DO want to pour into them and love on them and support them as much as we possibly can!

Crossline: Anyone who is not your upline or downline, they can be a part of the same upline team as you or a completely different team. We share them on and chat with them but we don't usually share our strategy, etc. with them. If you'd like to share something you did/created, you are welcome to share! But please don't share our team graphics, strategies, etc.

Frontline: Your Level 1, you will pour the most into your frontline.

Stacking (Downling Restructuring): A strategy our team uses to better support our enrollments and explode our growth so we can reach our goal rank faster.

Elite Express: An incentive program Young Living offers as a gift to business builders who are on fire! If you hit rank within the given timeline, you'll receive free products from Young Living.

