

Fact Sheet: *Youngevity Useful words and Terms*

In Summary

Here's a quick outline of some the terms and abbreviations you'll hear frequently as you build your YGY

Who's Who

Preferred Customer - Consumer of YGY products - they do not earn commission.

Distributor - a YGY business builder who earns commission on the sale of products to Customers and for enrolling other people in the YGY business.

Downline - This is anyone in your business - Customers and Distributors plus your Distributor's Customers and Distributors.

Upline - people above you on the YGY tree - that's your enroller (aka sponsor) and their enroller.

Other Key Terms

BV - Bonus Volume - The amount of each product sales that contributes to commissions. Every product has a BV.

QV - Qualifying Volume - The amount of each product sale that counts towards your rank and bonus qualification. Every product has a designated QV amount.

PQV - Personal Qualifying Volume - The total QV of all YOUR purchases plus purchases from your retail customers.

Autoship - a convenient way to get YGY products delivered to you, your Customers and Distributors automatically every month.

Paid rank - your rank earned during the pay cycle of volume period. This may be different to your lifetime rank.

Lifetime rank - The highest rank you have achieved so far in your YGY business.