

GREAT EXPECTATIONS

For more than 25 years we've been driven by expectations that have stood the test of time.

fter recognizing our 25 years in business (but no party—thanks to Covid), Michelle and I can say that these last few years have truly been extraordinary. In every way. The supply chain issues have been extraordinary without a doubt. The shut down/stay open/quarantine/social distancing/expect the unexpected situations left us feeling like our working environment was a game of musical chairs. We never really knew what would change from day to day, or even if everyone would have a seat. Thankfully, we were able to pivot and adjust our plans, budgets and work protocols to keep everything moving. And we're proud to stand tall with our business intact. An extraordinary feat.

Yet even after all that we've collectively gone through as a society recently, it feels like there's less general agreement. People seem more divided on more topics than we've experienced in our lifetimes.

However, the one thing we can agree on is that we're all looking for better health. There's not one person among us who wants worse health. Go ahead – ask! Ask a stranger on the street, or the person in line ahead of you at the grocery store...is anyone wishing their health was worse than it is? How about their finances? Anyone wishing those were worse? Of course not.

And that's where we come in. We have the ability to bring together a huge army of people who are united in their desire for better health. Or a flexible lifestyle. Or more income. In short – control over some of the variables in life.

Which is why we're so proud of the ongoing work at our corporate offices, and especially, with our field of Distributors. Proud and grateful. Because of everyone who is on this journey together—even with all the changes we've seen—our fundamental expectations have not changed.

We still have great expectations that as a unified group, we're all seeking better health and longevity. We see extraordinary evidence of this every day. We still expect that we'll be developing and providing the highest quality products in the marketplace, even if it means having to find and qualify new suppliers for ingredients and packaging. We have great expectations that we'll continue supporting each other, and celebrate accomplishments. We still strive to provide business building programs, and we still expect that good things are happening every day in our field, with each of you.

It's the belief in these great expectations that carries us when challenges arise. Because we know, with certainty, that these expectations have been the cornerstone for us since the moment we started this business 25 years ago. They're still true today, and will be just as important for us in the future.

How extraordinary.

What are your great expectations? Write them down. Refer to them often. You're in the right place to expect the best!

Steve Wallach
CEO Youngevity

Michelle Wallach
CFO Youngevity

Steve & Michelle Wallach









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EVENTS ARE BACK AT YOUNGEVITY!

We love celebrating our community! Our corporate events and distributor-led events help us recognize outstanding business growth, reward your hard work, and bring us together to continue to learn and thrive.

DON'T MISS OUT ON UPCOMING EVENTS!

Visit Youngevity.com for details on promotions and corporate-led events & youngevityrc.com/events for distributor-led events online and near you.



Refresh Your Health,

WITH THE BETTER HEALTH CHALLENGE

MEET THE INDIVIUAL WINNERS

VICKY MCLURE WELLNESS 90

Vicky's transformation began more than 7 years ago when she was introduced to Youngevity and 90 For Life. It was her starting point towards better health. And at 73 years old, she's found a new way to live a healthier life. She joined the Better Health Challenge a few years ago but it wasn't until she joined Helen Watt's 30-Day Test Group that she was able to find the support she needed to meet her weight loss goals.

Vicky shares, "It was quite a challenge to learn new ways of eating and cooking. I even learned to love many new foods, including shrimp. It is now one of my quick go-to meals to enjoy. Within the first 60 days I had lost 9.1 pounds and 29.75 inches."

Now, she's become a Certified Wholistic Health Coach and hopes to help others on their journey towards better health.

BENTON MORLEY KETO 90

When Benton Morley reached his heaviest weight at 316 pounds, he was no longer physically able to fully participate in the things he loved, and his health was beginning to suffer. Dealing with joint pain and high blood pressure at the age of 42 he decided it was time to make a change.

He learned about the Keto Kickstart Program from Sheryl Morley and Paul Kroto, and after 6 months of following the keto diet, he lost 95 pounds! Benton shared that this has been a life-changing experience and he's now off his medication and more active than he has been in 15 years. "I am so grateful for this program and the success that I have found in it."

or more than a decade, the Better
Health Challenge has given
thousands of Youngevity customers
the opportunity to transform their health.
This life-changing program provides
individuals with the tools and support they
need to help them lose weight and lead
a healthier lifestyle. It offers meal plans,
support, nutritional products, workouts and
above all, a community to help individuals
refresh their health routine and stay
committed to their goals.

While many join the Better Health Challenge to transform their health, it also rewards those willing to share their transformations through our weight loss competition. The program is broken up into four three-month cycles. During these cycles, individuals are encouraged to share their story along with before and after photos. At the end of each cycle, the Better Health Challenge team names 2-4 individuals and 1-2 teams as semifinalists, and rewards them with a \$300 product credit, t-shirt, and hat. Being a semifinalist matters! It means those folks are potentially in the running for Grand Champion prizes. The Grand Champions are chosen based on their total health. transformation along with the testimony of how their life has changed with the Better Health Challenge. And it pays off!

If the prize of better health wasn't enough, we reward these champs with prizes and cash—up to \$5,000!

2021 GRAND CHAMPIONS

Making the decision to change your lifestyle and do what it takes to get healthy is monumental. It takes courage and a lot of accountability. It's what our Better Health Challenge Grand Champions have had to do. They've all shifted their mindset, changed their habits, and are now promoting better health to their friends and family.



THE PROGRAMS

Jumpstart Program

Before participants begin one of the three nutritional programs, some choose to start their health journey with a cleanse or a "Jumpstart." The Jumpstart program includes a selection of Detox & Cleanse products that helps prepare them for a new diet. The Jumpstart Program is optional to anyone joining the Better Health Challenge.



Keto 90

The Keto 90 nutritional program follows a high fat, low carb diet. This program is based on a traditional keto diet, however, it incorporates the 90 essential nutrients to help your body get the nutrition it may be missing from a traditional carb restrictive diet. The Keto 90 program helps your body lose weight by using fat for fuel.



The REV 90 nutritional program is designed to target your fat stores with a high density-low calorie diet. It also incorporates intermittent fasting with the 90 essential nutrients to ensure you're meeting your nutritional needs. This is a more restrictive diet but effective to support weight loss when done successfully.



The Wellness 90 nutritional program offers a more flexible and less restrictive approach to weight loss. By following the Good Food/Bad Food list established by Youngevity Founder, Dr. Joel Wallach, you can make maintainable lifestyle changes. It consists of eating a balanced diet of fruits, vegetables, nuts, and lean protein options.

TEAM YGY CLUB WINNERS

COACH: HELEN WATT
TEAMMATES: SANDY MILLER, KYLE HOPPE,
MINDY FELLOWS & FRAN ROUTHAGE

When Team YGY Club made a commitment to each other in 2020, they had no idea how much their lives would change. At the start of 2021, after the Transformation & Celebration event hosted by Youngevity, Team YGY Club set their focus on the four pillars of health share by the Better Health Challenge: Nutrition, Movement, Mindset & Sleep.

Coach Helen Watt shared, "That last component - mindset - is critical to success too! That includes surrounding yourself with like-minded people and a strong community of support, encouragement, and inspiration. Developing this skill set has been a big key for myself, my team, and my bigger community to have long-term success."

Sandy Miller adds, "My coach, Helen Watt, reminds me that we all lose at different rates...some weeks pounds and some weeks inches! And most weeks, it's the mental win in recognizing that I AM WORTH IT!" Team YGY Club learned so much from each other and each one found what works for them. Kyle Hoppe shared that "by being persistent and sticking to my meal plan I keep reaching new lows each week."

For Mindy Fellows, the journey towards better health was about finally doing what it takes to live a healthier life. She shares, "It was important for me to have my daughter see me as a role model as a healthy senior citizen and an athlete. I feel with the nutrition that I am looking younger on this journey and I'm a much better tennis player since I can move much faster." Likewise, fellow team member Fran Routhage is also living at her healthiest. "I walk 2 - 3 miles at a time and I feel like I'm 50. I sleep soundly and get up looking forward to my day. This program is my life changing lifestyle now."

Team YGY Club continues to work together to keep each other accountable and they're also motivating others to get on board!



You can learn all about our Programs, the Contest, and find more testimonials at YGYBetterHealth.com.



THE SELLING POINT

Direct selling fits all lifestyles and backgrounds

People crave independence. This demand has created the army of "have it your way" apps crowding our screens. While entire industries are scrambling to back the adaptability revolution, direct sales has always waved the flag of flexibility and freedom. It's the original gig economy.

Ithough the direct sales industry has tapped into the power of social media and apps in recent years, the core elements that attract people to direct sales has stayed the same for decades.

"Direct sales is in a different place than it was 5, 10, 15 years ago," says Youngevity CEO Steve Wallach. "The explosion of the gig economy and the evolution of the side hustle is because people crave that time freedom where they can work as much or little as they want. Their side gig allows them to earn extra money while still maintaining quality of life and the ability to manage their time."

"We have always been an alternative to the traditional world of brick and mortar," Steve says. "With the advent of back offices, personal websites and mobile technology, network marketing is a profession you can manage 24/7 from wherever you want. The reality is that our way of doing business hasn't been as embraced or as prevalent until the past five years when technology has advanced to create the right experience."

The demographics of those who make direct sales their ambition range from stay-at-home moms who want to get products at a discount, to serious entrepreneurs who are looking to replace their salary and create a legacy income. There is a piece of pie for everyone in this \$100 billion industry.



One of the greatest things about direct selling is that you can work as much or little as you want.

SPEEDING THE PROCESS

Direct sales is the ultimate side gig because it doesn't require office hours.

"One of the greatest things about direct selling is that you can work as much or little as you want," Steve says. "You can be sitting in the stands at your children's sporting events and be doing business on your smartphone. You can check on social media posts, log in to the back office, help someone out with a text message, or send an email from the palm of your hand."

While enjoying the most important parts of your life, you can also be building your business.

"Ten years ago, you couldn't do this as quickly and as easily as you can now," Steve says. "Our industry leverages technology in the best possible way to fit people's lives and lifestyles."

BORN IN TRUE EFFORT

Although Steve and Michelle Wallach are leading Youngevity from the corporate offices today, they started in the industry as distributors. They built a business in the middle of their busy lives as newlyweds who were going to school full time and working full time. They then became parents.

"We found a way to create success as distributors within our busy lifestyle," Steve says. "It wasn't easy, but it was rewarding, and we enjoyed doing it together."

Like the young Wallach's, the majority of team members in Youngevity (and across the industry) work part time. A small percentage pursue the opportunity as a full-time profession and business.

"Our distributors often have goals to earn enough to make the house payment or the car payment," Steve says. "Even if your goal is to earn an extra \$500 a month, that could be enough to save for houses, weddings, cars. It makes a huge difference. It's not a huge amount of money by comparison, but it changes people's lives and their way of thinking."

AN INCLUSIVE INDUSTRY

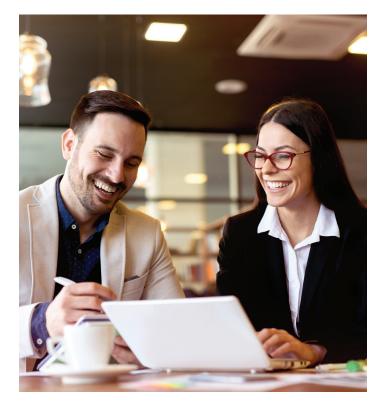
Not only is the earning potential life-changing and lifestylesaving, but the business model accommodates people of all backgrounds.

The network marketing industry is not limited by geographic boundaries. Youngevity, for example, sells in 9 countries with plans for expansion. Even within the United States, network marketing is increasingly culturally diverse. For example, approximately 18% of the U.S. population is Hispanic, while 22% of direct sellers are Hispanic. This illustrates the inclusive nature of network marketing and the massive potential in store as cultures adopt the business model and accompanying products.

THE YOUNG AND YOUNG AT HEART

Millennials (born in the 1980s and 1990s) are a robust part of the industry as they are drawn to the flexible schedule, travel opportunities and fluidity of the business model. They crave the open-ended career path and have a tribe-seeking mentality.

Another reason network marketing is so popular with young people is that it is highly personalized. The uniqueness of the individual is valued by millennials. They aren't content with being a cog in the wheel or a number in a corporate machine. They want to share their story and identity through their business. Many of them seek meaning over money, and network marketing helps them achieve both.



Social media is one of the best tool's millennials have at their fingertips. They spend 6-12 hours per day online, and they can use that know-how to build their network marketing empire. According to the Direct Selling Association (DSA), 2 in 5 Americans learn about new brands and products from social media sites.

While millennials grab the headlines, the senior population is also well-represented in direct sales. Pension plans are all but extinct, and empty nesters and retirees are taking matters into their own hands instead of relying on the government or employers to fund their retirement. They are building supplemental income streams when and how they want to. A survey by the DSA reports that 74% of Boomers want the option to work off and on after retirement. Network marketing fulfills this desire without scarifying their lifestyle.

Beyond money, direct sellers are finding fulfillment in retirement as they connect to a like-minded community and keep busy with purpose and meaning as they participate in a personal-development-focused industry.

AN EQUAL OPPORTUNITY

Many companies tout that they're an equal opportunity employer. Well, in Direct Selling, the entire model is built as an equal opportunity. In a level playing field like this, the only limitation to growth, or betterment, is one's own efforts. There aren't many employers out there that can honestly say their business "works, if you work it."

But with Youngevity's generous compensation plan, you're jumping into a working economic model that allows you to grow—whether your goal is personal growth, improvement of your health, or driving towards financial health. Whatever your goals, it allows your growth to be a function of the level of effort that you put into it. Best of all, this model doesn't discriminate against anyone. Opportunities are the same, no matter your gender, race, age or background. In the direct selling model, glass ceilings don't exist. It truly is an equal opportunity. In fact, it celebrates you for being who you are and encourages you to go forth...in betterment.

POISED FOR GROWTH

In the last decade, ecommerce has experienced an absolute boom. Web and app based sales have grown at an increasing rate each year, with more people shopping online than ever before. This is especially true after so many of our normal shopping behaviors had to change as a result of Covid-19 and the restrictions we all faced throughout 2020 and beyond. Direct sales is poisitioned well with online shopping experiences, that are often introduced by friends and family who like to share their experiences with different products they love.

Network marketing is synced with the growing trend to focus on health and wellness. The largest product category within direct sales is wellness, clocking in at 1/3 of the products sold within the industry. People want to live longer; healthier lives and network marketing products help them



fulfill these goals. While this category is the largest - and Youngevity's product line matches this percentage - there are a wide variety of products and services being sold through direct sales, including jewelry, financial services, digital photo products and more. Virtually everyone can find a product or service to be over-the-moon passionate about as they share with friends, family and online communities.

NOW IS THE TIME

Starting a traditional business is fraught with barriers to entry. Finding the capital to purchase a storefront, ordering inventory, placing advertising and hiring employees can drain a bank account or line of credit quickly. When partnering with a direct sales company to share products or services, the company provides the inventory and infrastructure. Distributors plug into an established system and reap the rewards without the high barrier to entry. Distributors can start their direct sales business for the amount they might spend on dinner for two and a movie. The barrier to entry is simply the mental desire to jump in and give it a try.

In every way, direct sales has a tremendous upside and a limited downside. With all ages being drawn to the business model, Youngevity is the right company at the right time in the right industry with the right mix of products. The only thing Youngevity is missing is you.

TAILORED MOTIVATION

Each person is motivated by different factors. While not all career fields match motivations, direct sales meets people wherever their motivation lies. For example, some are motivated by products and health benefits. They enjoy sharing their results and helping others to achieve increased health and wellness. Others are motivated by income and they find the entrepreneurial options highly motivating as they pursue direct sales as their vehicle of choice. For others, it's all about the lifestyle and work-life balance, and direct sales delivers that in abundance.

When it comes to generating significant income, network marketing is one of the few industries without salary caps or limitations. Through hard work, distributors can earn bonuses and map out their path to success.

FOCUS SHIFT:

FROM SOLOIST TO CONDUCTOR

BY JOHN C. MAXWELL

Dr. John C. Maxwell wants you to know the most dangerous mindset for a leader to have and how to make an essential leadershift.

f you're a parent with young kids — or a parent who's raised young kids— then you're familiar with the phrase, "I can do it by myself." It's an expression of independence and growth from children as they learn to navigate their world. It's a healthy perspective for small children to develop because it stretches them to confront and solve problems on their own.

There's a similar learning curve in leadership. Early on a leader wants to establish their bona fides, their ability to solve problems and get things done. They want to establish credibility with their people that they are competent and capable, and that's as it should be. It's good for leaders to stretch and grow.

But it's bad for leaders to stay in that "I can do it by myself" mindset. It's an artificial lid on what your leadership can accomplish. It's an unnecessary gap between you and your team. And it's also one of the most common traps that a leader can fall into.

In my book, "Leadershift: 11 Essential Changes Every Leader Must Embrace," I dedicate an entire chapter to this particular challenge. If you're not familiar with the term leadershift, it's the ability and willingness of a leader to make a leadership change that will positively enhance organizational and personal growth. The shift out of the "I can do it by myself" mindset and into a "We should do this together" mindset is called The Focus Shift—it takes a leader from a soloist to a conductor.

To help simplify things, here is a brief excerpt from my book of four intentional actions you can take to make this essential shift:

GOING SLOWER SO YOU CAN GO FARTHER

You've probably heard the old expression "it's lonely at the top" applied to leadership. But think about

that statement. If you're at the top all alone, where are the people you're supposed to be leading? Shouldn't they be at the top with you? If you're at the top alone, it means you took off ahead of your people and left them behind. If you climb the peaks of success alone, you're not a leader. You're a hiker. You're a leader only if you have your people with you. Your pace will be slower, but you will journey together. Good leaders don't go to the top alone and then yell down, "Hey, people, come on up—if you can figure out how to make the climb." They make a conscious decision to slow down. They carefully choose their steps so that they can help others make the climb with them.

RECOGNIZING THAT YOU NEED OTHERS

Another reality you must recognize when transitioning from soloist to conductor is your need for other people. You can't produce the music of an orchestra when you're trying to be a one-man (or one-woman) band. Only by working together and helping one another would we be able to become successful.

Once I made that discovery, I began creating an environment where people worked together to add to one another's strengths and offset one another's weaknesses. I asked others to come alongside me and make up for my leadership deficits. I, in turn, worked to apply my strengths to their weaker areas. I made it my goal to cultivate an environment where we put completing one another ahead of competing with one another.

MAKING THE EFFORT TO UNDERSTAND OTHERS

Many entrepreneurs and high achievers are able to work alone. Like good soloist musicians who choose to play in the subway, they can create music without the assistance of any other musicians. But no one can become a good conductor without making the

effort to understand other people. When people lead without taking the time or making the effort to understand those who are trying to follow them, the results can be tragic.

As a soloist leader, I thought the symphony was there simply to accompany me. I only wanted people to understand and embrace my vision, my agenda, my journey, my talents, my heart. To make the leadershift from soloist to conductor, I had to consider everyone else. I needed to understand and embrace their thoughts, desires, talents, contribution, and journey.

WANTING OTHERS TO SHINE MORE THAN YOU DO

When leaders are secure and solid, the follower is able to shine. Good leaders who conduct rather than go solo want the people who work with them to shine. How do they do that? They follow this thinking:

Before I say, "Follow me," I find you.

Before I ask you to listen to me, I listen to you.

When I show you the Big Picture, you are in it.

When I point to success, I point to you.

Often you hear me say, "I need you."

Often you discover, he needed me!

After the journey, we are both exhausted.

After the victory, you hold the trophy!

It's hokey, but one of the classic definitions of the word TEAM is "Together Everyone Achieves More." That's true for every team, and it's a mindset that every leader should embrace. When we work with our people towards our vision, mission, or just day-to-day culture, we are capable of so much more than we could achieve on our own. Leadership isn't a solo sport—it requires a team, which means you as a leader need to shift from soloist to conductor. You'll be glad you did.

*This excerpt has been condensed for space.



ENHANCE YOUR COLLAGEN ROUTINE WITH YOUNGEVITY

Youngevity's collagen products are changing the way you look and feel.

WHAT IS COLLAGEN?

Collagen-based products have been at the top of consumer demand over the last few years and with good reason. Collagen is the most abundant and important protein in the body. It is essential to the structure of your hair, skin, nails, bones, ligaments, and tendons. However, as you age, collagen levels within the body begin to decline.

Some individuals begin to see a decline in collagen as early as age 25. Some early signs of loss in collagen can be seen by the presence of wrinkles, dry skin, and hair loss. By the time you reach age 60, significant collagen loss can have an impact on your overall health. Adding a collagen supplement to your diet can help minimize loss and support healthy aging.



TYPES OF COLLAGEN

Although there are more than two dozen types of collagen found in the body, there are only 4 main types. These are the ones that are most vital to the physical makeup of the body and found in most collagen peptide supplements.

TYPE I collagen makes up roughly 90% of the collagen found in the body. This collagen type can be found in almost every tissue in the body including skin, bones, tendons, blood vessels, cartilages, and many other connective tissues. Since it is the most abundant collagen found in the body, as you age, it is also the most visibly noticeable. A decline in collagen type I can be seen in wrinkles, thinning hair, and fine lines. The main source of type I collagen comes from bovine, fish, and eggs (the whites and shells).

TYPE II collagen is essential for building cartilage which helps support the joints in the body. Cartilage provides your bones and joints the cushion they need for protection. It also helps give structure to the ear, nose, bronchial tubes, rib cage, and more. The best sources of collagen type II are chicken collagen and bone broth.

TYPE III collagen is the second most abundant type of collagen found in the body along with collagen type I - they are often found in the same location. Collagen type III can be found in skin, organs, and blood vessels. Sources of collagen type III include bovine, bone broth, and fish.

TYPE V collagen, although a minor collagen component, it still plays a significant part in regulating the development of collagen fibers of connective tissue. It is often found alongside type II collagen helping to support joint cartilage.

COLLAGEN SUPPLEMENTATION

All collagen products sold come from animal collagen. This means you can also consume collagen through your diet; however, it is easier for your body to absorb when collagen is hydrolyzed and broken down into collagen peptides. Whether it be from the bones of the animal or eggs, collagen peptides are the best way to add collagen to your diet.

ENHANCE YOUR COLLAGEN ROUTINE WITH YOUNGEVITY

Youngevity introduced its first collagen product in 2019 and since then, they've continued to grow their product offering. Each collagen product is designed to deliver support for every lifestyle and goal based on an individual's needs. From its original Collagen Peptide formula - that provides 20 grams of collagen per serving - to its new Multi-Collagen Gummies - that are the perfect on-the-go boost-every product offers customers with the collagen support they're looking for.

And to help customers find the collagen product that's right for them, Youngevity has developed a Collagen Quiz that provides individuals with a personalized collagen routine. Along with the quiz, you can also subscribe to the Collagen Campaign which delivers informative videos and product information right to your inbox.

Visit Youngevity.com/collagen to take the quiz and subscribe to the collagen campaign. Youngevity offers a wide range of resources that will help you become a collagen expert.

Many individuals begin to see a decline in collagen levels by age 25; by age 60 decline is considerable.



A. COLLAGEN PEPTIDES

20G COLLAGEN/SERVING #USYG300005

- Provides the five main collagen types (I, II, III, V,
- Sourced from grassfed beef, fish, cage-free chicken, and eggshell
 mombrane
- includes collagen digesting enzymes that allow the body to better utilize dosage

B. COLLAGEN PEPTIDES JOINT

7.5G COLLAGEN/SERVING #USYG300006

- Includes 5 main collager types sourced from grass-fed beef, fish, cage-free chicken, and eggshell membrane
- Hyaluronic acid, turmeric, MSM, glucosamine help support tissues in and around the joints including cartilage, ligaments, and tendons
- Includes collagen boosting enzymes that allow the body to bette utilize dosage

C. COLLAGEN PEPTIDES HAIR, SKIN & NAILS SUPPORT

5G COLLAGEN/SERVING #USYG300007

- Fish collagen (type I) and bovine collagen (type I & II)
- Collagen boosting enzymes that allow the body to better utilize dosage
- Essential B vitamins, including biotin, that support hair, skin & nails
- Antioxidant blend helps combat free radicals and support anti-aging

D. COLLAGEN CREAMER

7.5G COLLAGEN/SERVING #USYG300009

- 7.5g of collagen peptides type I & III
- Supports healthy hair, skin, nails, bones and joints
- MCT to support energy production

E. MULTI-COLLAGEN PEPTIDE GUMMIES

1000MG COLLAGEN/SERVING #USYG100506

- 1000mg of collagen peptides+ collagen enhancing enzymes
- 6 types of collagen (type I, II, III, IV, V, X)
- Supports hair, skin, nails, connective tissue and more!

EATING WELL?

That may NOT be enough to sustain a long healthy life.



Whole Foods: No Longer Enough

Whole foods are simply those that are unprocessed and in their natural form¹ – which means they should be the foundation of a healthy diet because we are, in theory, eating food as nature made it.

Taking this into consideration, shouldn't eating food in its natural state be enough to ensure we're getting proper nutrition?

UNFORTUNATELY, FARMING ISN'T WHAT IT USED TO BE

A 2004 landmark study² by the University of Texas at Austin found that nutrient content in garden crops declined as much as 38% between 1950 and 1999. As a result, the produce we eat today is significantly less nutritious than the fruits and vegetables our grandparents were able to access.

The main reason for this decline? In today's factory farming world, the perceived need for quantity outweighs the prioritization of quality. With a focus on high-yield to meet the high demand, the industry has to choose crop varieties that produce larger amounts of produce. In the process, this strategy sacrifices the nutrient richness of our food.

WHY WE STILL NEED WHOLE FOODS

Whole foods may taste delicious and be easier to digest than some processed food alternatives, but moreover, they offer numerous essential vitamins and nutrients³ that many Americans may not be getting from their current daily diet. For example, whole foods help us get adequate fiber, healthy fats, and antioxidants without the additives and chemicals often found in processed foods. Likewise, they help us avoid developing unnecessary fat and type 2 diabetes, just to name a few. With that said, whole foods do remain the best choice for a healthy lifestyle.

HOW DOES MEAT FIT IN TO A WHOLE FOOD DIET?

Not surprisingly, the meat industry is not above scrutiny. Just as farmed garden crops have been processed for high-yield results, so too has meat production.

Farm raised fish, for example, are shown to have higher levels of dioxin, a chemical associated with higher cancer risk and greater risk of infection, diabetes, and



endometriosis.⁴ What's more, growth hormones and antibiotics routinely administered to livestock are associated with disruption of human gut bacteria and an increase in antibiotic resistant bacteria.⁵

Our world carries enough suffering without our food making us feel worse. But unfortunately, modern crop and animal farming must increase quantity to keep up with demand, resulting in foods that are less than desirable for our health.

WE HAVE TO EAT. SO WHAT DO WE CHOOSE?

Generally, it's best to follow a quote by Theodore Roosevelt: "Do what you can, with what you have, where you are." In other words, we ought to choose the best quality foods we can afford and access, which can help limit exposure to unhealthy substances and maximize our nutritional intake.

It's important to note that despite these industry priorities leaning towards quantity over quality, we're not powerless as consumers. We can speak out with our wallets and food choices to support better practices that lead to better health. For instance, being mindful of our environmental footprint and preventing widespread food waste can lessen the burden of high-demand. We can also do research on our food sources and food brands and choose those with "cleaner" or more earth-friendly manufacturing practices. In turn, this can lead to production methods that do a better job of preserving the nutritional value of mass-produced food



Do what you can, with what you have, where you are.

Theodore Roosevelt, 26th U.S. President

Here are some helpful tips for choosing highquality groceries, at a reasonable cost



IN TRADITIONAL GROCERY STORES

Try shopping around the perimeter of the store. The inner aisles tend to offer processed, packaged foods with chemical additives, preservatives, and extra sodium. The perimeter tends to be where basic, foundational ingredients are found like meat, produce, and whole grain bread.⁶

MAKE A LIST BEFORE HEADING TO THE STORE

This may cut down on junk food impulse buys.⁷ Also, try to avoid going to the grocery store hungry!

BUY LOCAL WHENEVER POSSIBLE

Local farmers often produce higher quality food than factory farms due to different farming methods. Plus, buying local supports small businesses and decreases carbon emissions that come with long-distance transportation of food from factory farms.⁸

WHEN PLANNING MEALS

Incorporate multiple food groups to ensure you include a wide range of nutrients. The US government's "My Plate" is a great visual tool that helps build meals with the right proportions of different food groups.

The old "Food Pyramid" is out; My Plate is in!



IF FRESH PRODUCE IS OUT OF THE BUDGET

Choose frozen over canned. Frozen vegetables go through less processing and canned vegetables have high levels of added sodium.¹⁰

BUY ORGANIC WHEN POSSIBLE

Organic food often has higher nutrient content and lower levels of heavy metals, pesticide residues, and antibiotic-resistant bacteria.¹¹ For an easy to use reference guide that helps reduce exposures to toxic pesticides, check out the Clean Fifteen™ and Dirty Dozen™ lists provided annually by the Environmental Working Group.¹²

BUY WILD CAUGHT SEAFOOD WHENEVER POSSIBLE

It is the healthier choice because of its higher nutrient content. Farm raised seafood, on the other hand, has a higher incidence of disease and contaminants.¹³

BUY QUALITATIVE MEAT

Free range, organic, free of antibiotics and hormones. Organic meats such as chicken, grass-fed beef, and pork have higher nutrient levels, and lower frequency of disease and contamination.¹⁴



What are the Risks of Inadequate Nutrition Intake?

Most of us eat plenty of food that doesn't benefit our bodies in any way, and what's worse, we're being robbed of essential nutrients we all need.

Eating poorly significantly increases our risk for several types of preventable health problems, including¹⁵:

- Obesity
- Tooth decay
- Depression
- High blood pressure
- Osteoporosis
- High cholesterol

- Cancer
- Eating Disorders
- Heart disease
- Stroke
- Type 2 diabetes

Poor diet can decrease our quality of life, increase our medical bills, and shorten our lifespan. So, the importance of getting the proper nutrients cannot be overstated.

NUTRIENT ABSORPTION: WITH NUTRIENT DENSITY DECREASING IN FOODS, CAN OUR BODIES STILL EXTRACT THE NUTRIENTS WE NEED?

Interestingly, the answer is, No. Most people experience slower metabolism and less physical activity as part of the aging process. This means our bodies require less food to meet caloric needs and maintain a healthy weight as we get older.

However, because we absorb nutrients from food less effectively as we age¹⁶, we need to make up for it by taking in more vitamins and minerals to get the same effect. Indeed, we lose the ability to fully absorb nutrients as we age.

In other words, as we age, we really need to focus on taking in less food, and more vitamins and minerals. This may sound like an impossible paradox. Logically, with food alone as the nutrient source, and the aging process combined, this can end only in malnutrition leading to cognitive and physical decline, as well as frequent hospitalizations.¹⁷

Fortunately, dietary supplements are a simple, yet effective way to increase nutrient intake without also taking in extra calories.



The early history of supplementation spans over three-hundred years. In the period between Columbus' first voyage in 1492 and the rise of steam engines in the 1800s, 50% of sailors on any ocean voyage died of scurvy¹⁸, which was caused by a sustained vitamin C deficiency. Sea captains recognized the connection between a poor, salty diet and scurvy, and began obtaining fresh vegetables for their crews whenever possible. In fact, "supplementation" of fresh produce to a sailor's poor diet saved many from literally rotting away from this terrible disease.

WHAT ARE SUPPLEMENTS?

A dietary supplement is intended to support — and partner with — a healthy diet by adding nutrition through the form of a multivitamin or through targeting a specific nutrient. Supplements may come in the form of a pill, tablet, liquid, gummy, or powder. Each form can be absorbed in different ways, depending both on how it moves through or bypasses the body's digestive system and on the individual's unique factors such as weight and age. 20

Supplements are manufactured according to "Good Manufacturing Practices" (GMPs) set by the FDA²¹, which are intended to protect their strength and purity. Although the FDA does not approve supplements, it does require that they be affixed with an honest supplement facts label disclosing ingredients and nutritional value. In addition, the FDA periodically inspects facilities that manufacture supplements to ensure that they adhere to the GMPs.

CAN SUPPLEMENTS HELP US GET THE NUTRITION WE NEED?

As we've established, the best way to get more nutrients in our diet naturally is through eating high quality, whole foods. ²² These foods contain substances, other than vitamins and minerals, which are essential to good health. For instance, fruits, vegetables, and (plant chemicals) that can help fight the development and progression of many chronic diseases, including cancer. ²³ But we've also established that, due to factors like mass-market farming practices and the natural effects of age, we cannot get

Why are Supplements a Vital Part of a Healthy, Balanced diet?



Where It All Began.

everything we need from whole foods alone. Fortunately, supplements can help fill in the nutritional gaps.

But keep in mind that just as food quality is of paramount importance, it's equally important to choose quality supplements. A multi-vitamin should be manufactured by a reputable brand and include D and B vitamins, folate, iron, magnesium, and calcium.²⁴ Choosing a trustworthy brand is especially important, because supplements do not require FDA approval, and have less oversight than over-the-counter and prescription medications.

HOW DO WE KNOW WHICH SUPPLEMENTS WE NEED?

Let's face it. With the massive amount of supplements on the market today, choosing the right ones can be a bit overwhelming.

Here are the four key factors that may help identify which supplements we need:

- Age
- Health conditions we have
- Types of food we eat
- Health conditions we are likely to get

Every individual has unique needs, but these four factors will help identify what may be lacking in a given diet. For example, people at high risk for osteoporosis may need to supplement with calcium and vitamin D, pregnant women are often asked to take folate supplements, and many vegans take B12 supplements.²⁵

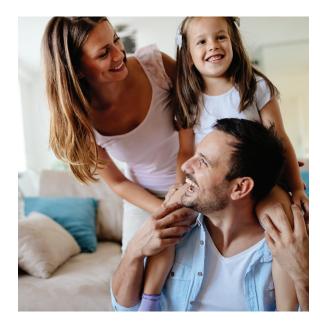
IMPORTANT NOTE:

Always consult with a doctor before supplementing, as vitamins can interact negatively with some medications – for example, people on a blood thinner need to avoid taking too much vitamin K.²⁶

Food Supplementation is a Necessary Component in the Pursuit of Better Health

Simply put, we do not get the nutrients we need from food sources alone. Even if we consume the best diets, our food supplies simply do not meet our bodies' nutritional needs. So what if we don't meet our bodies' nutritional needs? Research shows our risk of developing health problems increases. This, combined with our bodies' decreasing ability to absorb nutrients from foods as we age leads to a clear conclusion: This gap between nutritional needs versus what our bodies actually get can only be bridged with supplementation.

Using the right supplements in conjunction with a whole foods diet, can help ensure the proper intake of a wide range of vitamins and minerals, without which we would surely be deficient. And by following a few basic guidelines for shopping smart, determining each of our particular supplementation needs, and regular consultations with our healthcare professionals, we can find the right balance in our pursuit of better health.



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The Future is Looking Bright

RAMONA HOLMES



"The business aspect wasn't as important to me as helping people from a health standpoint."

Before finding Youngevity, Ramona Holmes lived her life in service to others through social work. But in 2012, she found herself facing the biggest obstacle of her life, with the diagnosis of breast cancer. As she dove headfirst into cancer treatments, chemotherapy, and radiation specifically, the side-effects began to take a toll. Ramona was determined to feel healthy again, so she began to research natural wellness sites online.

This is when she came across Dr. Wallach. "He was talking about how the body can reach a healthy state when provided with optimal nutrition. This really caught my attention." She immediately went online and began ordering products, which she took on a regular basis upon completing chemotherapy. As her body began to recover, Ramona discovered that Youngevity offered a network marketing opportunity, which surprised her. She was so satisfied with the positive effects the Youngevity products had on her own health, she wanted to share that feeling with others. "The business aspect wasn't as important to me as helping people from a health standpoint."

In the last few years, however, Ramona has become more interested in the benefits of Youngevity as a business model. She credits her mentors Raymond and Yolanda Brown with inspiring her journey as a business leader. "They've taught me that the most important part of this business is developing and maintaining trusting relationships." She has also learned that the best way to connect with someone new to Youngevity is to utilize the "past, present, future approach." If someone is unhappy with their current wellness journey, Ramona makes sure to listen to their concerns, ask questions about their health, and then, if they are willing to make a change, she suggests a few Youngevity products. "If someone is willing to make a change, that's when I get excited about talking about the future." And for Ramona, the future is looking bright.

Connect with Conversations

MARIA OLIVARES

Maria Olivares is no stranger to the benefits of a traditional Network Marketing opportunity. Before she found Youngevity, she held various jobs in health and education, while also working part-time to build a business through a referral-based compensation model. Through that company, and their personal growth seminars, Maria was introduced to the Youngevity line of products and the principles of Dr. Wallach. Realizing the value in the products and principles, she signed up as a Youngevity distributor and immediately began sharing the products with others.

In an unfortunate turn of events, Maria became seriously ill and had to leave the U.S., to return to Mexico to receive care from her family and community. After a month passed, she was able to come back to the U.S. and began the process of reconnecting with the pieces of the life she had built here. In looking in on her Youngevity business Maria was shocked to discover she was already earning a stream of income as a distributor, due to the referrals she'd made before leaving the U.S. Now that she was back, she studied the additional opportunities offered by the Youngevity compensation plan, and with time and continued efforts, she drove her business forward. She feels extremely blessed that this country, and this company, has provided a platform from which she's been able to take on the responsibility of many of her family's financial needs.

Maria feels strongly that the best way to teach people about the benefits of Youngevity is to connect with them on a personal level. "I don't use flyers. I like to connect with people and have conversations. I let them tell me their stories, and I listen."

When talking about what she loves most about Youngevity, Maria says, "it's like a perfect triangle. If you can imagine it, it's like Dr. Wallach is one point, the wonderful products are the second point, and the compensation plan is the third."

Dr. Wallach is a true inspiration to Maria, especially in the way that he always makes time for others and offers support. Offering her time and knowledge to others is something that she takes pride in. Her motivation, she says, is "knowing that [she] can take care of those [she] loves the most."



"I don't use flyers. I like to connect with people and have conversations. I let them tell me their stories, and I listen."

Believe in the Products

GRACIE DE SENSI



"I had always been part of network marketing referral opportunities on the side, but this one was different. I thought, 'This one is a winner.'" Three years ago, Gracie was feeling unwell and unsure of where to turn. Traditional medicine had not benefited her in the past, so she sought the advice of naturopaths and looked into natural remedies to ease her discomfort. Eventually, Gracie reached out to people in her network to gather information and insights that would eventually lead her to a discussion about her own health with Dr. Wallach. This is how she discovered his guide to wellness. Through Dr. Wallach, Gracie was able to understand where some nutritional deficiencies were impacting her. This insight led her down a new path towards better health, and the beginning of a true wellness journey.

After nearly a year of regularly taking carefully chosen nutritional supplements and various other Youngevity products, Gracie felt a profound difference in her health. "I had always been part of network marketing referral opportunities on the side, but this one was different. I thought, 'This one is a winner."

Gracie's health journey led to conversations with her spouse, and even her parents (who were each on their own sets of medications) about a different path towards wellness. They all could see the success Gracie was enjoying in her journey towards better health and that proved to be magnetic. "I just started introducing Youngevity products to friends and family because I really believed in it. From there my business was able to develop quite organically."

Gracie finds that she has a true passion for helping people and loves that so many within the Youngevity community feel the same. "Everyone is just so supportive. I don't think you can find that level of support anywhere else."

Through Youngevity, Gracie has become more confident in her capabilities as a team leader. She has learned new business skills, is a newly certified Wholistic Health Coach, and continues to thrive with each new opportunity to train others not only towards better health, but also towards a healthier business.

One Change at a Time

JEANETTE ANDERSON

Jeanette Anderson believes in the power of science. As the previous co-owner of Nature Direct, an organically sourced and toxic-free home cleaning supply company, Jeanette knows that good quality products made from natural ingredients will always speak for themselves. That's why Jeanette was so thrilled when Nature Direct joined Youngevity's umbrella of brands. She recognized that Youngevity held many of the same wellness ideals that were so dear to Jeannette's heart.

After joining Youngevity, Jeanette began to truly enjoy every new opportunity this company had to offer. She was enamored with the world of health and nutrition so she engrossed herself in information, educating herself along the way. Before long, she found herself leading others on a similar path through education and information, products and practice. She affectionately refers to them as her "Health Warriors," and together their goal is to champion Dr. Wallach's message of health.

When it comes to leadership, Jeanette does not need to look far for clear inspiration. She looks to other proven leaders throughout the Youngevity network, like Louise Adrian and Sean Brown. "Louise inspires me as a female business leader," she says. "Sean makes things fun. He uses humor, but always keeps us on track, enabling us to set and fulfill our goals."

Jeanette feels that Youngevity has a strong foundation, because it is all based in science. She is always sure to talk about the science behind Youngevity when speaking to someone for the first time. She will often ask if they have taken supplements before, or whether they are familiar with the concept of a health score. "From there," Jeanette says, "we talk about how health is a journey. Just make one change at a time."

Jeanette sees a difference in her own health as she continues on her own health journey. 90 For Life, Purmeric, and Collagen Peptides are just a few of the Youngevity products she has added to her daily regimen for optimal health. She insists that the journey to health should be a slow and steady one; something she reminds her team of often. "Trust the science, and take your time," she says. "That's something we can all get behind."



"Trust the science, and take your time... just make one change at a time."

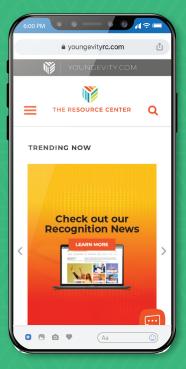
YOUNGEVITY

TOOLS AND TRAINING

From Mobile to Tablet to Desktop Devices. From Facebook to Zoom. Youngevity offers training, resources and tools for you to support your team to run your business.

YOUNGEVITY RESOURCE CENTER News, Training and More

YoungevityRC.com has everything you need. Browse events in your area or promote an event. Trainings, sales tools and downloadable PDFs. Stay up to date on our blog and news each week.



YOUNGEVITY UNIVERSITY 30, 60 and 90 Day Onboarding Training

Whether you're new or not, Youngevity has created a comprehensive training guide to help you get started or to refresh your skills.



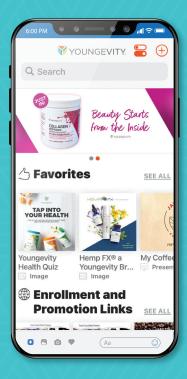
YOUNGEVITY BACKOFFICE 2.0 Business Dashboard and More

Your one stop shop to access and manage your customers, orders, and track your earnings.



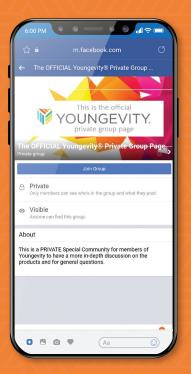
YOUNGEVITY GO2 APP A Business Builder at Your Fingertips

Whether you're on your mobile app or a desktop, connect directly with your customers and team to share exclusive marketing materials, videos and more.



YOUNGEVITY PRIVATE FACEBOOK GROUP Your YGY Community

Exclusive access to a community of Youngevity Distributors for questions, advice, events and specials.

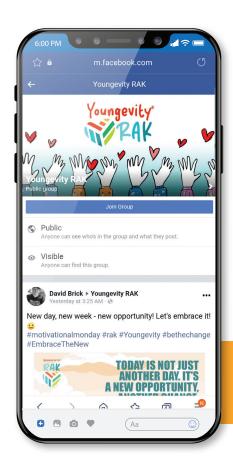


YOUNGEVITY HEALTH QUIZ Personalized For You and Your Customers

Not sure what products to suggest? Customers who complete the Health Quiz are 65% more likely to purchase from Youngevity.com and get the products they're looking for. Or share directly with your customers.







RANDOM ACTS

OF KINDNESS

Every day is an opportunity to make a difference.

Did you know that one small act of kindness, even just a smile to a stranger, can change someone's life? For many years, we have encouraged our Youngevity community to pay it forward and lead with love through Random Acts of Kindness (RAK) - a movement of kindness and compassion. This is all part of our goal to promote betterment not just in our everyday lives, but in our overall world.

Join the movement and share your Random Acts of Kindness with us on our Youngevity RAK Facebook Group.



LIVING IT UP

Introducing the Lifestyle Map of Youngevity Life.

Creating better health is not just for avid gym-goers. True health improvement is for anyone with a body—which is everybody. Welcome to Youngevity Life! This lifestyle map combines top Youngevity products with proven practices to optimize overall wellbeing.

THINK OF YOUNGEVITY LIFE LIKE A LIST OF "GREATEST HITS."

We've taken the best of Youngevity and our 90 For Life™ philosophy, and wrapped it into your daily experience. Think of it as a daily ritual of self-care combined with diet, mindfulness, supplementation — all together in the format of a single day.

To make Youngevity Life accessible to everyone, we created six different threads of Youngevity Life that help support six common health intentions: Foundational Wellbeing, Inflammation, Endurance & Performance, Weight Release, Healthy Longevity, and Energy Focus & Stress Release. Youngevity Life is designed to tap into the circadian rhythm, which is the body's natural 24-hour cycle.

We identified six wellness-windows throughout the day that complement the circadian rhythm. Each plan suggests practices, movements and products — and ties those action items to the six wellness windows.

Our bodies are on a clock. What's happening in the morning is different than in the afternoon. The products and wellness windows of well-being are dedicated to keeping us on track and supporting our bodies and minds.

For example, people who are following the Youngevity Life plan set for increasing endurance and performance would start the day in the 8 a.m. wellness window by setting a mantra, engaging in high intensity interval training, and fueling the body with a lean protein breakfast. They would also support their lifestyle by using the products ZRadical™ Fucoidan Extract and Rebound FX™ Citrus Punch. They then continue living their day, pausing during the other five wellness windows to take advantage of practices and products.

When creating Youngevity Life, we wanted to break away from the stigma that wellness is only for people already in tip-top health. Youngevity Life meets you wherever you are and empowers you to take the reigns of your wellbeing.

Youngevity Life integrates the mind, body and soul with true, practical application, so we could invite everybody to the cool kids' table.

The Youngevity family invites everybody to explore the possibilities inside Youngevity Life and take the first step down the path of improved wellbeing.

Youngevity Life was never intended to be a solo endeavor. "Having an accountability partner, or even group, can make a significant difference in your health goals." – Rocio Ramos, Fitness Expert

To learn more about each lifestyle intention and choose the one that fits your goals, visit YoungevityLife.com.

With this in mind, Youngevity Life was created in a way that someone doing the Weight Release Intention and someone doing the Decreasing Inflammation Intention could feel like they were on the same path even while working toward separate goals.



Healthy Longevity



Weight Release



Endurance & Performance



Foundational Wellbeing



Energy, Focus & Stress Release



Inflammation

Youngevity Life will never be outdated. As more studies are released, living intentionally and being pro-active about your health is at the top of everyone's list. As Youngevity launches more products, we will continue to look for new ways to enhance the program and keep it on the cutting edge.

SUPPORTING A

HEALTHY LIFESTYLE

Youngevity offers immediate solutions through our health quiz.

t the core of Youngevity's wellness product line is the Healthy Body Start Pak™— a part of the 90 For Life™ system. Your body needs a wide range of vitamins, minerals, amino acids, and essential fatty acids to function optimally. But many of these nutrients are needed in concentrations and are not available from food alone. That's why the 90 essential nutrients form the foundation of the Youngevity Healthy Body Start Pak™.

The Healthy Body Start Pak brings together 60 minerals, 16 vitamins, 12 amino acids, and a powerful blend of three EFAs — 90 carefully blended components to create the optimal mix your body needs to thrive and feel your best. That's a grand total of 90 reasons to love 90 For Life™.

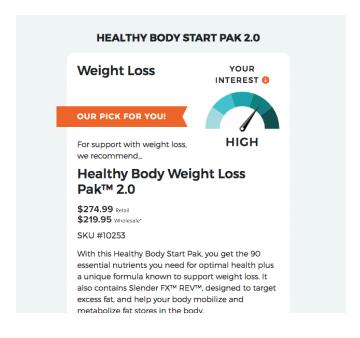
60 Minerals. Minerals play many vital roles in the body, including bone-building and hormone synthesis. Macrominerals, such as calcium and magnesium, are minerals the body needs in larger amounts. Trace minerals, such as selenium, copper and zinc, are necessary, but needed in much smaller amounts.

16 Vitamins. Vitamins are crucial to normal growth and development. Vitamin C, for example, is used by the body to form collagen in the bones, cartilage, muscle and blood vessels. It also aids in the absorption of iron. Scientific research is just beginning to uncover the numerous benefits of Vitamin D, which includes support for bone, heart, immune and cellular health.

12 Amino Acids. These "building blocks of life" combine to form proteins. Their myriad uses include growth, muscle building and digestion. Amino acids are classified into three groups — essential (the body cannot make them; they must be obtained from diet); non-essential (synthesized by the human body); and conditional (essential when the body is under stress or in poor health).

3 Essential Fatty Acids. The Omega-3, Omega-6 and Omega-9 fatty acids are essential to human health, playing an important role in a wide range of biological systems such as reproductive, respiratory, cardiovascular, mental and nervous, and eye health. Studies show that most people aren't getting enough of these key nutrients.

The Healthy Body Start Pak™ includes a 30-day supply of nutrients in three flavorful components: Beyond Tangy Tangerine 2.0, Ultimate EFA Plus and Beyond Osteo FX™ Beyond Tangy Tangerine supports your body's natural defense systems. Ultimate EFA plus supports a heart, joint and skin health. And Beyond Osteo FX supports optimal bone and joint health.





ONE DOCTOR'S MISSION.

Dr. Joel Wallach's groundbreaking medical and nutritional research on the health benefits of selenium and other minerals led to his discovery that all humans require 90 essential nutrients to achieve and maintain optimal health. He started Youngevity in 1997 with a mission of sharing the benefits of these 90 essential nutrients. He has studied nutrition for more than 30 years, and is deeply involved in ensuring that Youngevity brings cutting edge, innovative products to market to meet the needs of the modern lifestyle. See how good you can feel when you use 90 essential nutrients for 90 days, a trusted approach to health used by many people around the world.

Looking out for uniquely you

All humans have basic nutritional needs — our Healthy Body Start Pak 2.0 supports those needs — but we understand each individual has specific requirements and priorities. What are yours? To help you select the Healthy Body Start Pak best suited for you specifically, we need to get to know you a little better. Our online health quiz asks questions about your goals and preferences and comes back with real health solutions — like an in-tune personal trainer. It suggests the Healthy Body Start Pak and other Youngevity products to address your health concerns and goals. Spend 10 minutes with these questions — there are no "wrong" answers, we're just determining what's right for you — and we can recommend solutions for some of your biggest health priorities.

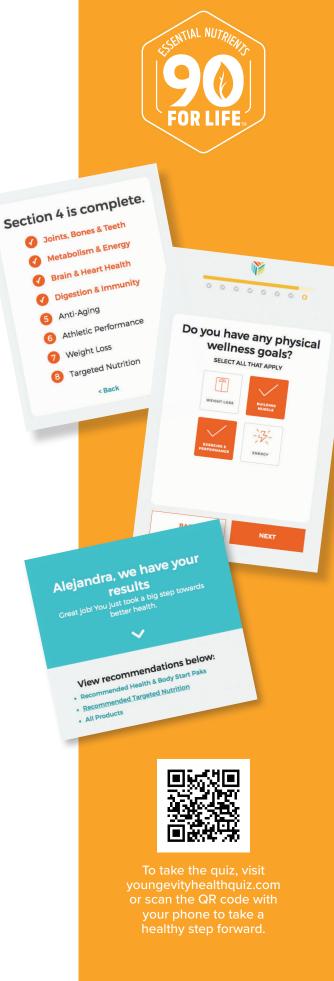
The foundation of health and wellness is good nutrition to help support a healthy body. Youngevity® offers a line of wellness products to help you live your best life – for any age, any lifestyle, any need.

It all starts here

HEALTHY BODY START PAK 2.0

The heart of what we do at Youngevity is helping people live healthier, happier lives. Our Healthy Body Start Pak was developed to provide the 90 essential nutrients we all need to thrive. The Healthy Body Start Pak is the starting point, and we recommend it for every individual.





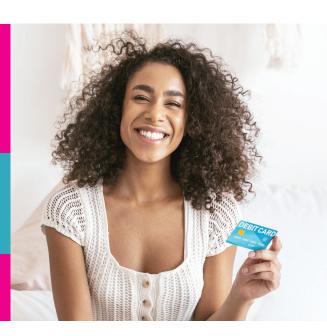


MORE THAN 35,000 YOUNGEVITY CUSTOMERS & DISTRIBUTORS

COULD



ON THEIR NEXT ORDER.*



THAT'S RIGHT! 35,000+ PEOPLE HAVE AT LEAST 250 POINTS IN THE YOUNGEVITY REWARDS PROGRAM. ARE YOU ONE OF THEM?

Finally, a Rewards program that truly lives up to its name. Launched in January 2020, the Youngevity Rewards program delivers amazing discounts to our most loyal and active Customers and Distributors. You can earn points for just about everything. Youngevity rewards you for every dollar you spend; every referral you make; every autoship order you generate; even connecting with us on Facebook or Twitter!

And all those points are adding up to deep savings. An average of over 2,700 orders per month have saved up to 50% by redeeming their rewards on Youngevity.com

And Remember: Use 'em or lose 'em! The points you earn will expire after six months, so be sure to redeem your unused points today!

Youngevity Distributors LOVE the Rewards program, especially when it comes to sharing the extra benefits with their Customers.



"My favorite part of the Rewards program is how it gives me one more great reason to reach out to my team and my customers."

Jennifer S.Youngevity Distributor, Washington

A Distributor from Colorado, adds "Personally, I LOVE it. I wait until I have 1,000 points, then I get \$100 off a \$200 order!" Lisa also believes strongly in the strengths the program offers new Customers and Distributors.



"The best kept secret about the Rewards program is that people earn three times the points on every purchase within their first 30 days of signing up. It is a GREAT PROGRAM!"

Lisa B.Youngevity Distributor, Colorado

SINCE LAUNCH ...



More than 43 million points have been redeemed for discounts on Youngevity.com



More than \$3 million has been saved by Distributors and Customers



Points have been redeemed on over 113.000 orders

To learn more about the Youngevity Rewards program, visit: Youngevity.com/Rewards

To find out if you have points waiting to be redeemed, login to Youngevity.com, and click or tap the Rewards tab in your Account Dashboard: Youngevity.com/Login.

YGY SHOUT OUTS!

A unique part of this industry are the relationships you have with each other. You want to see each other progress, transform, and succeed and this can only happen when you encourage and recognize the incredible work everyone does.

Our NEW YGY Shout Outs allow you to show appreciation and recognition for each other. This new platform lets you quickly upload a shoutout video for anyone that you feel is deserving. These videos get posted on social media, weekly blogs, and are showcased at events! Send a shout out to someone you want to recognize!



WATCH OUR CURRENT SHOUT OUTS!

At Youngevity we love to give recognition but also recognize the importance of hearing praise from leaders and other distributors. YGY Shout Outs provides the perfect venue for allowing anyone to recognize other distributors and leaders









COMPENSATION PLAN

At Youngevity, we are committed to providing our distributors and customers with quality products, reliable services and amazing opportunities. The Youngevity compensation plan caters to distributors interested in earning different levels of income, rewarding them with generous percentages and bonuses. Those interested in making enough each month to cover their car payment can use the compensation plan to do so. Those ready to build a downline strong enough to support their children's college tuition dreams can also do so with Youngevity's programs.

For more information, visit youngevity.com/opportunity#compensation.



COMPENSATION PLAN SUMMARY

		Associate	Brand Associate	Sales Associate	Senior Associate	1 Star Executive	2 Star Executive	3 Star Executive	4 Star Executive	5 Star Executive	Emerald Ambassador ⁴	Ruby Ambassador ⁴	Diamond Ambassador ⁴	Black Diamond Ambassador ⁴
	PQV (Personal Qualifying Volume)	50	100	150	200	250	300	300	300	300	300	300	300	300
					od = V⊘d	PQV = Personal wholesale orders plus personal retail customer volume.	ile orders plus p	ersonal retail cu	istomer volume					
SNOI	GQV ¹ (Group Qualifying Volume)				1,000 (1st 3 levels)	5,400 (1st 3 levels)	7,500 (1st 3 levels)	10,500 (1st 3 levels)	27,000 (1st 3 levels)	43,200 (1st 3 levels)	75,000 (1st 3 levels)	75,000 (1st 3 levels)	75,000 (1st 3 levels)	75,000 (1st 3 levels)
LIFICAT	TGQV (Total Group Qualifying Volume)										750,000	1,500,000	3,000,000	6,000,000
AUQ	Team			(5) Active Preferred Customers or Associates or above (1st level)	(3) Active Preferred Customers or Brand Associates or above (list level)	(3) Active Sales Associates or above (ist level)	(3) Individual Active 1 Star Executive legs	(5) Individual Active 1 Star Executive legs	(6) Individual Active 1 Star Executive legs	(9) Individual Active 1 Star Executive legs	(12) Individual Active 1 Star Executive legs			
	1	2%	%8	%8	%8	%8	%8	%8	%8	%8	8%	%8	%8	%8
ИА	2	2%	%8	8%	8%	8%	8%	8%	8%	%8	8%	8%	%8	8%
7d [.] dl	2		7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
COM	7			%9	%9	%9	%9	%9	%9	%9	%9	%9	%9	%9
IAUQ	5				%9	%9	%9	%9	%9	%9	%9	%9	%9	%9
BESI	9					8%	8%	8%	8%	8%	8%	8%	8%	88%
1A80	7 Infinity Bonus²					2%	2%	£%9	£%9	£%9	£%9	£%9	€%9	€%9
ег	œ					2%	2%	2%	£%9	£%9	£%9	£%9	£%9	£%9
	+6					2%	2%	2%	2%	2%	2%	2%	2%	2%
RDS	I. Coding Bonus Refer to page 2 for details	for details		\$15	up to \$35	up to \$100	up to \$140	up to \$170	up to \$180	up to \$190	up to \$190	up to \$190	up to \$190	up to \$190
AW39 O	II. Car Bonus Refer to page 3 for details. Training manual coming soon.	details. Training manual com	ing soon.			\$3005.6	\$600	\$800	\$1,000	\$1,500 or \$2,000 ⁶	\$1,500 or \$2,000 ⁶	\$1,500 or \$2,000 ⁶	\$1,500 or \$2,000 ⁶	\$1,500 or \$2,000 ⁶
ALIFIE (III. Global Revenue Share Bonus Pool Qualified 5 Star Executive and up receive proportionate share of company global business volume.	onus Pool Qualified 5 Sta	r Executive and up	receive proportionat	e share of					YES	YES	YES	YES	YES
CEO Ó	IV. Recognition: Rank Advancement See training manual for details (corning soon).	ncement ng soon).						○ *			□			

- 1 Group Qualifying Volume (GQV) extends through 3 levels of the Global Residual Comp. Plan (including your own) with compression. Compression occurs when volume from a distributor/preferred customer rolls up 1 or more levels due to volume less than 50 PQV in those levels.
- 2 I Star Executives and above on level 7 and higher earn a 2% Infinity Bonus paid to a potentially unlimited number of levels through 6 generations of Sales Associates.
- 3 Already Includes 2% Infinity Bonus.
- 4 To achieve each Ambassador rank, you must achieve the applicable qualifications for three consecutive months, with no more than 60% of Total Group Qualifying Volume (TGQV) coming from any single downline leg.
- 5 Only 1 Star Executives require a minimum of 12 personally enrolled qualified Preferred Customers and/or Brand Associates or higher, where at least 6 are Paid as Brand Associates or higher and where each have a minimum of 100 PQV during the qualification period.
- Car bonus earned after 2 consecutive months of qualifying at any Star rank the first time (does not have to be the same Star rank). Once this has been accomplished, the car bonus will be paid out on any month afterwards, as long as the requirements have been met for that Star Rank. Refer to 'Car Bonus Payout Breakdown' on page 3 for details.

CEO MEGA PAK BONUS BREAKDOWN

How Coding Works

- A coding bonus generates commissions when a CEO Mega Pak* is purchased.
- Enroller's bonus is determined by their coded rank at the time of enrollment, which starts a new coded group.
- Downline bonuses are determined by the difference between the upline coded rank and the Enroller's coded group.

FAST START BONUS (FSB)

Receive a \$70 Fast Start Bonus (FSB)** for any personally enrolled Distributor who purchases any CEO Mega Pak.*

Cumulative Payout Details

The cumulative payout received depends on the rank of the enroller on the day the enrollee joins, not the rank of the enroller on the date product is purchased.

EXAMPLE

Michelle enrolls Steve on August 1st and is a 1 Star Executive (ISE). Steve waits to buy his CEO Mega Pak on August 8th. On August 8th, Michelle becomes a 2 Star Executive (2SE). Michelle receives \$100 Cumulative Payout (ISE rate) **not** \$140 Cumulative Payout (2SE rate) because she was a 1 Star Executive (ISE) at the time of Steve's enrollment.

Coding Bonus Qualification

- Become CEO qualified by purchasing any CEO Mega Pak* or by reaching a minimum of 500 PQV (accumulative over the lifetime of your account).
- Must have a lifetime rank of Sales Associate (SA-A) or above.
- Must have a Paid As Rank of Brand Associate or higher within the qualification period.

Fast Start Bonus Qualification

 Must have a Paid as Rank of Brand Associate or higher within the qualification period.

Cumulative Payout	I	I	\$15	\$35	\$100	\$140	\$170	\$180	\$190 (max group payout)
Coding Bonus (Based on time of enrollment)	-	1	\$15	\$20	\$65	\$40	\$30	\$10	\$10
Rank	Associate	Brand Associate	Sales Associate (SA-A)	Senior Associate (SR-A)	1 Star Executive (1SE)	2 Star Executive (2SE)	3 Star Executive (3SE)	4 Star Executive (4SE)	5 Star Executive (5SE) and higher

CUMULATIVE PAYOUT EXAMPLE

Week 1 - Michelle Enrolls Steve: Steve's coding is shown below. Michelle has a lifetime rank of 5 Star Executive (5SE) and a Paid As Rank of Brand Associate or higher. Michelle gets \$190 payout + \$70 Fast Start Bonus (FSB) when Steve purchases a CEO pack.

(snue)							
Total (Includes Fast Start Bonus)	I	1	1	ı	1	1	\$260
Fast Start Bonus	ı	1	1	1	1	1	\$70
ţ							+
Cumulative Payout (Paid up to)	1	1		ı	I	1	\$190
ayout proliment)							-11
Coding Bonus Payout (Based on the time of enrollment)	\$15	\$20	\$65	07\$ +	\$30	\$10	+ 01\$
ollee							
Who's Coded to Enrollee	Michelle	Michelle	Michelle	Michelle	Michelle	Michelle	Michelle
Rank	Sales Associate (SA-A)	Senior Associate (SR-A)	1 Star Executive (1SE)	2 Star Executive (2SE)	3 Star Executive (3SE)	4 Star Executive (4SE)	5 Star Executive (5SE) (or higher)
			# 3	IdW'	√X∃		

Week 2 - Steve Enrolls Dave: Dave's coding is shown below. Now Steve is building and makes I Star Executive (ISE) and enrolls Dave. Steve gets \$100 payout + \$70 Fast Start Bonus (FSB) and Michelle gets \$90 payout when Dave purchases a CEO pak.

Who's Coded to Enrollee Coding Bonus Payout Cumul (Based on the time of enrollment) (Pased on the time of enrollment)		Cumul (F	Cumulative Payout (Paid up to)	Fast Start Bonus	Total (includes Fast Start Bonus)
Sales Associate (SA-A) Steve \$15	\$15		ı	1	1
Senior Associate (SR-A) Steve \$20	\$20		1	I	ı
1 Star Executive (1SE) Steve ==			\$100	\$70	\$170
2 Star Executive (2SE) Michelle \$40	07\$		-	1	1
3 Star Executive (3SE) Michelle \$30	\$30		1	ı	1
4 Star Executive (4SE) Michelle \$10	\$10		ı	-	ı
5 Star Executive (5SE) Michelle \$10 =			06\$	0\$	06\$ =

Week 3 - Dave Enrolls Jim: Jim's coding is shown below. Dave is building and achieves Senior Associate (SR-A) and enrolls Jim. Dave gets \$35 payout + \$70 Fast Start Bonus (FSB). Steve receives \$65 payout and Michelle receives \$90 payout.

	Rank	Who's Coded to Enrollee	Coding Bonus Payout (Based on the time of enrollment)	Cumulative Payout (Paid up to)	Fast Start Bonus	Total (Includes Fast Start Bonus)
	Sales Associate (SA-A)	Dave	\$15	1	I	1
9	Senior Associate (SR-A)	Dave	\$20	\$35	+ \$20	\$105
Z# 3	1 Star Executive (1SE)	Steve	\$65	\$65	0\$	= \$65
JdW	2 Star Executive (2SE)	Michelle	07\$	1	I	I
Ι Χ Σ	3 Star Executive (3SE)	Michelle	\$ 30	1	I	1
	4 Star Executive (4SE)	Michelle	↓ \$10	I	I	l
	5 Star Executive (5SE) (or higher)	Michelle	+ 01\$	06\$	0\$	06\$

CAR BONUS PAYOUT BREAKDOWN

Start earning a car bonus after 2 consecutive months of qualifying at any Star rank the first time (does not have to be the same Star rank). Once this has been accomplished the car bonus will be paid out on any month afterwards, as long as the requirements have been met for that Star Rank.

For example: Rank achieved in Jan is 1SE so that starts the 2 consecutive months of qualifying at any Star rank. Rank achieved in Feb is 2SE, This completes the requirement of qualifying 2 consecutive months at any Star rank. 3SE is achieved in Mar so the \$800 car bonus will be paid out.

** STAR EXECUTIVE (ISE) ONLY Requires minimum 12 personally enrolled, Paid as Preferred Customer and/or Brand Associates or higher, where at least 6(six) are Paid as Brand Associates or higher and where each have a minimum of 100 PQV within the qualification period.

5 STAR EXECUTIVE (5SE) ONLY Earn \$1,500 Car bonus if qualified 5SE and not qualified for the 2% Revenue Share Pool (NPQ). Earn \$2,000 if qualified 5SE and 2% Revenue Share Pool qualified (PQ).

EXAMPLE #1

	ΑΙΆ	
Breakdown	RANK	PAYOUT
Jan	*1SE	0\$
Feb	2SE	\$0
Mar	3SE	\$800
Apr	4SE	\$1,000
Мау	SSE NPQ	\$1,500
Jun	SSE NPQ	\$1,500
Jul	SSE NPQ	\$1,500
Aug	SSE NPQ	\$1,500
Sep	SSE NPQ	\$1,500
Oct	SSE NPQ	\$1500
Nov	5SE NPQ	\$1,500
Dec	SSE NPQ	\$1,500

13E (must meet additional bonus requirements, see above) was achieved in Jan and 2SE in Feb, this satisfies the requirement of qualifying at any Star rank the first time (does not have to be the same Star rank). Now the car bonus will be paid out on any month afterwards once the requirements have been met for that Star Rank. 3SE was accomplished in Mar so the car bonus of \$800 was paid out, 4SE was made for Apr. paying the Car bonus of \$1,000 and 5SE (NPR) was achieved for the remaining months, paying the car bonus of \$1,500 for each month.

EXAMPLE #2

Dec	SSE NPQ	\$1,500
> N N	SSE NPQ	\$1,500
Oct	SSE NPQ	\$1,500
Sep	5SE NPQ	\$1,500
Aug	SR-A	0\$
Juc	SR-A	\$
Jun	*1SE	\$300
May	*1SE	\$300
Apr	3SE	\$800
Mar	SR-A	\$
Feb	*1SE	0\$
Jan	*1SE	\$
Breakdown	RANK	PAYOUT
	ОВО	DEC

bonus will be paid out on any month afterwards once the requirements have been met for that Star Rank. Car Bonus was not paid in Mar because the rank achieved was only SR-A, 3SE was accomplished in Apr so the car bonus of \$800 was paid out, 1SE (must meet additional bonus requirements, see above) was made for May & Jun so Car bonus of \$300 was paid. Car Bonus was not paid for Jul & Aug because the rank achieved was only "ISE (must meet additional bonus requirements, see above) was achieved in Jan and Feb, This satisfies the requirement of qualifying at any Star rank the first time (does not have to be the same Star rank). Now the car SR-A. 5SE (NPR) was made for Sep thru Dec, paying the car bonus of \$1,500 for each month.

EXAMPLE #3:

	Apr 3SE	Apr May 3SE *1SE	Apr May Jun 3sE s	Apr May Jun Jul 6	Apr May Jun Jul Aug 35E *1SE SR-A 58	Apr May Jun Jul Aug Sep 35E 15E 15E 5R-A 5SE NPQ 55	Apr May Jun Jul Aug Sep Oct 35E *1SE *R-A SR-A SSE NPQ SSE NPQ SSE
	Apr 3SE	Apr May 3SE *1SE	3SE *1SE *1SE *1SE	35E *15E \$R-A	Apr May Jun Jul Aug 35E *15E 5R-A 5R-A 5R-A 5R-A 5R-A 5R-A 5R-A 5R-A	Apr May Jun Jul Aug Sep 3SE **1SE **1SE SR-A SR-A SSE NPQ 6500 6500 6500 6500 6500 6500 6500 650	Apr May Jun Jul Aug Sep Oct 3SE *1SE *1SE *1SE SR-A SSE NPQ SSE NPQ
Apr 3SE		May *1SE	May Jun	May Jun Jul	May Jun Jul Aug	May Jun Juli Aug Sep 15E 15E SR-A 5SE NPQ 15E 15	May Jun Juli Aug Sep Oct
	May *1SE		Jun *1SE	Jun Jul	13E SR-A SR-A (47)	3un 3ul Aug Sep	3un 3ul Aug Sep Oct *1SE SR-A SR-A 5SE NPQ 5SE NPQ 6200 600 61500 61500

2SE was achieved in Jan, SR-A in Feb and 3SE in Mar. Since 2SE & 3SE was not consecutive it does not satisfy the requirement of qualifying at any Star rank the first time, 2 consecutive months. 3SE was achieved in Mar and for that Star Rank. "ISE (must meet additional bonus requirements, see above) was made for May & Jun so Car bonus of \$300 was paid. Car Bonus was not paid for Jul & Aug because the rank achieved was only SR-A. SSE Appr. this satisfies the requirement of qualifying at any Star rank the first time (does not have to be the same Star rank). Now the car bonus will be paid out on any month afterwards once the requirements have been met (NPR) was made for Sep thru Dec paying the car bonus of \$1,500 for each month.



2

QUICK START BONUS

- 26% PAID WEEKLY
- ½ NORMAL RESIDUAL PAID MONTHLY

purchases within 30 days from the join date. Prior to January 1, the Quick Start Bonus will be paid on purchases within 30 days from the first order. These bonuses are paid on purchases up to 750 BV total per new enrollee. Effective January 1, 2018, enjoy up to 30% Quick Start Bonus (26% actual QSB paid weekly & ½ of the normal residual paid on the 15th of the following month) on the BV of newly enrolled Distributor's (or customer's) Any BV in excess of 750 within the month will be paid out in the regular upline unilevel commissions.

Requirements

- 1 Must be the Enroller
- 2 Must be paid at BR-A or higher

Quick Start Bonus Example

- Enrollee (frontline placement to Enroller) enrolled: 08/01
- Enroller enrolls Enrollee on Aug 1st. Enroller is qualified to earn up to 30% QSB (26% actual QSB and 1/2 of normal residual payout, depending on placement) for the first 30 days from Enrollee join date.

Quick Start Restart

A Quick Start Restart will trigger for Enrollees who has NOT placed an order in the Past 12 months from the end of the last month an order was placed. This Bonus only pays out Once in the Enrollees lifetime.

Quick Start Bonus Payout Example

Enrollee places his initial order for 250 BV on Aug 1st. The week the order is placed is called the Qualification week. There is a 2 week waiting period after the Qualification Week to ensure that the Enroller meets all the requirements (See Requirements Above) to be paid out.

If all the requirements are met then the Quick Start Bonus of 26% will be out paid out as a weekly bonus the Monday after the 2 week waiting period.

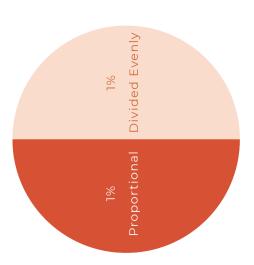
26% QSB paid to Enroller on Enrollee's order = 250 BV X 26% = \$65.00

Enroller will also be paid out ½ of the normal residual payout on Enrollee on the 15th of the next month

% of the normal residual based on Enrollee's frontline placement = 250 BV X 4% = \$10

To fund the Quick Start Bonus Program, the upline up to 8 levels above the enrollee will earn ½ of the normal commissions earned during qualification period. So if they were to schedule to earn 8% Uni-level Bonus Commissions they will now earn 4% Quick Start Uni-level Bonus Commissions, 7% will earn 3.5% and so on.

GLOBAL REVENUE SHARE BONUS POOL*



Commission

- 1% is paid in proportion to each qualifier's Team BV
- 2 1% is evenly divided among all qualifiers
- 3 Count 100% of your BV not under another pool qualifier
- 4 Plus 50% of BV under other pool qualifiers who are in your downline

Example

Anyone who achieved 5SE or more in 9 of the past 12 months ending January 2020 will earn in 5SE pool.

Eligibility to share in 2% of company BV each month requires you to reach 5 star or above and achieve 500,000 OGV for 9 out of the last 12 months

SAVEUR NATURAL FOODS

Take the guesswork out of meal planning with Saveur!

Our delicious Saveur spices and vinegars are inspired by cuisines and countries from all over the world. With over 40 different rubs, seasonings, mixes, and salts, you have plenty of options to help you create flavorful dishes in minutes. Try these recipes for a unique culinary experience.

To view all Saveur products, visit Youngevity.com.

For more recipes and meal inspirations, visit SaveurRecipes.com.



FEATURED PRODUCTS:

Spiced Fig, Maple & Pear Balsamic Vinegar USSF600001 \$29.99 Retail | \$23.95 W/S

Garlic Mix USSF100108 \$14.99 Retail | \$11.95 W/S



GARLIC BALSAMIC CHICKEN SALAD



CHICKEN INGREDIENTS

- 1 cup chopped pecans
- ½ cup panko (Japanese) bread crumbs
- 1 tbsp Saveur Garlic Mix
- 1½ pounds boneless skinless chicken breasts, cut into 1-inch strips



SALAD INGREDIENTS

- 9 cups torn mixed salad greens
- ¾ cup crumbled goat cheese
- 3 tbsp blueberries



DRESSING INGREDIENTS

- 3 tbsp Saveur Spiced Fig, Maple & Pear Balsamic Vinegar
- 1tsp Saveur Garlic Mix
- 2 tbsp fresh pressed extra virgin
- olive oil (optional)

DIRECTIONS:

- 1. Place pecans in a food processor; cover and process until finely chopped.
- 2. Add the breadcrumbs, 1 tbsp Saveur Garlic Mix; process until combined. Transfer to a shallow bowl.
- **3.** Coat chicken strips with pecan mixture. Place in a greased baking pan.
- **4.** Bake, uncovered, at 375F/190C for 20-25 minutes or until no longer pink, turning once.

Directions for the Fig Balsamic Vinaigrette

- Gradually whisk in oil if using, Saveur Spiced Fig, Maple & Pear Balsamic Vinegar and Garlic Mix.
- **2.** Divide salad greens among six plates; sprinkle with cheese and blueberries.
- 3. Top with chicken. Drizzle with vinaigrette.
- 4. Serve immediately.

FEATURED PRODUCTS:

Cinnamon Blend Baking Spice USSF500101 \$9.99 Retail | \$7.95 W/S **Ultimate Microbiome**™ USYG300004 \$74.99 Retail | \$59.95 W/S

Youngevity FitShake™ USYG300002 \$74.99 Retail | \$59.95 W/S









BERRY DELICIOUS BREAKFAST BOWL

Ingredients:

- 1 cup frozen blueberries
- 1 frozen banana
- 3 tbsp Greek yogurt
- 1 tsp Cinnamon Blend Baking Spice
- 1 scoop Microbiome OR Banana Fit Shake
- 1/4 cup almond milk

Directions:

- 1. Blend all ingredients till smooth and creamy.
- 2. Spoon into a bowl and top with extra berries coconut, a sprinkle of Cinnamon Blend and nuts.

GLUTEN FREE CRUSTED ALMOND SALMON

Ingredients:

- 3-4 Tablespoons Mediterranean Almond Dukkah
- 1 egg (for egg wash)
- 2-4 salmon fillets

Directions:

- 1. Blend egg in dish to make egg wash dip or brush egg wash on Salmon.
- 2. Put Mediterranean Almond Dukkah in zip lock bag and then put salmon into bag; move salmon around to fully coat.
- 3. Remove Salmon from bag and either pan fry or broil.

FEATURED PRODUCT:

Mediterranean Almond Dukkah USSF700202 \$16.99 Retail | \$13.95 W/S









YOUNGEVITY

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Get the necessities delivered right to your door step every month, automatic and hassle-free.



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Change your delivery date each month or cancel anytime you want. No penalties!



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GET BONUS YOUNGEVITY REWARDS

Autoship orders earn 20 Bonus Reward points on top of your total Autoship order value.

Our Autoship program is fun and flexible - because we have so many amazing products to choose from, you can change up your Autoship to try new things each month.

If you're building a business with Youngevity, you'll be happy to know that Autoship increases retention, loyalty, and predictability of your monthly volume, AND Autoship participants have a higher average order than regular orders.

Since we mentioned loyalty, Autoship participants get **20 BONUS rewards points** as a thank you for that loyalty on top of free shipping.



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