



Thanks so much for being here.



Youngevity is Your Path to Opportunity

- We are a global, publicly traded company
- We're building on our 20 years of experience to create a new kind of company
- We help you customize the business that you want



I'm with a company called Youngevity. We're a **publicly** traded global company.

And although the company is celebrating its 20th anniversary - we're starting a new chapter - that's very much in line with what's happening in the market place today.

Youngevity Changed My Life



OPTIONAL - CUSTOMIZE THIS SLIDE IMAGE FOR YOU. Add an image that is important to you and then enter a brief statement about you (i.e. I can now spend more time with my family)

This company has changed my life for the better in so many ways, and in my opinion – it can make everyone's life better.

Add short personal story

DELETE THIS SLIDE IF YOU DO NOT WANT TO CUSTOMIZE

Youngevity Changed My Life



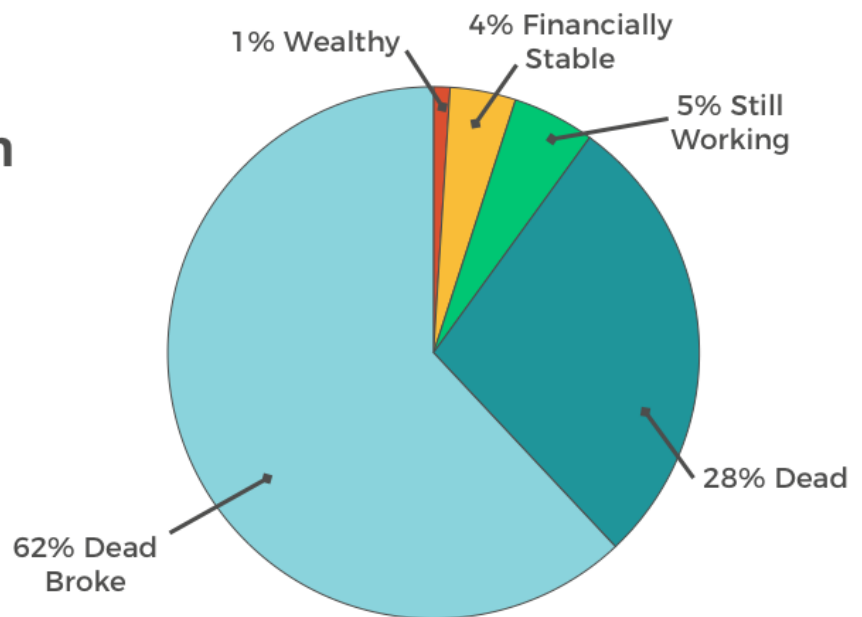
This company has changed my life for the better in so many ways, and in my opinion – it can make everyone’s life better.

Add short personal story

DELETE THE PREVIOUS SLIDE IF YOU DO NOT CUSTOMIZE IT

The 40 Year Plan

For every 100
people who reach
the age of 65



Traditional Business Has Changed

- Growth of on-line shopping
- Growth of social selling
- By 2020 1 out of 2 people will be part of the Gig Economy
- Traditional retirement planning no longer applies



We're an omni direct company. What does that mean?

We're a part of 2 big trends – First the move away from buying products at retail (I mean, who doesn't shop on-line these days)...

And second the move away from traditional jobs and towards earning extra income on your own. This is referred to as the gig economy.

This shift makes the "Traditional 40 year retirement plan" obsolete.

The gig economy (or new economy) is about a better life balance. Youngevity is about helping you get there.

Something For Everyone




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So let's start with products.

Friend referrals, customer reviews – these are how most people decide if they want to buy something these days. So no impersonal retail stores for us...


We sell our products through a community of friends and families, who from personal experience with the products can make *true* recommendations.



Dr Joel Wallach

- Founded Youngevity in 1997
- Author of “Dead Doctors Don’t Lie” and more
- 90 For Life – 90 Essential Nutrients
- Key in making selenium a required nutrient
- Petitioned the FDA for authorized health claims

For a full list of the FDA Authorized Health Claims visit:
www.fda.gov/Food/IngredientsPackagingLabeling/LabelingNutrition/ucm2006876.htm#Approved_Health_Claims

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Many people start with our nutrition and wellness products. There’s nothing like them and they're based on the philosophy of Dr. Wallach.

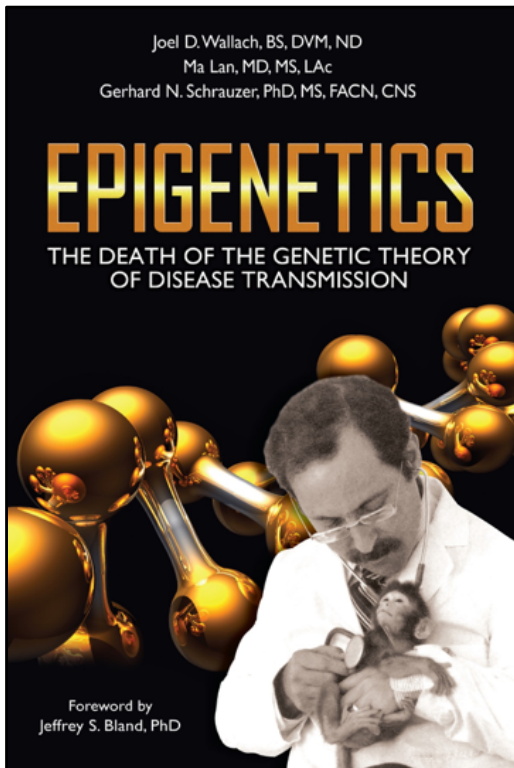
-published more than 75 times in medical and scientific journals internationally

-He’s famous for his research around the importance of 90 essential nutrients for optimal health.

-His research on selenium as a recognized essential nutrient led to the FDA creating a required daily amount of selenium

-he petitioned the FDA which resulted in Authorized Health Claims related to the safety and cancer risk reduction potential of Selenium

-the FDA has made it mandatory for baby food companies to add Selenium to ALL baby Formula.



Epigenetics

ep·i·ge·net·ics
/ˌepəjəˈnediks/

noun

The study of changes in organisms caused by modification of gene expression rather than alteration of the genetic code itself.

"epigenetics has transformed the way we think about genomes"

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-and he was one of the first to talk about epigenetics . . . Which is such a hot topic these days.

Plant Derived Minerals

- The key to health is giving your body all the 90 essential nutrients it needs
- Most mineral supplements are only 8 - 12% absorbable
- Youngevity plant derived minerals are up to 90% absorbable



Most mineral supplements are derived from minerals that are 8-12% absorbable. But ours are much better. They're plant derived and up to 98% absorbable.

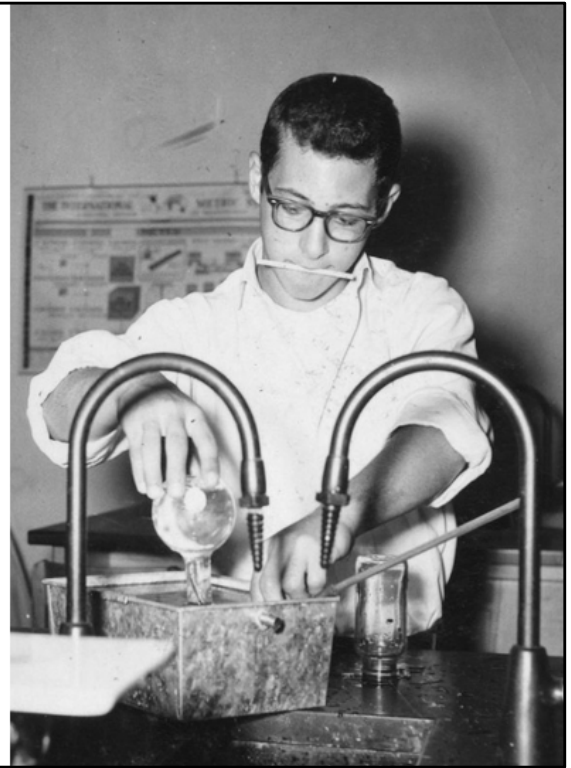
Doc says:

"it's not just what you eat that kills you, it's what you don't eat! The key to health is giving your body all the 90 essential nutrients it needs."

Only Youngevity has exclusive access to a humic shale mine that supplies our unique plant derived minerals.

40 Years of Research

- Hundreds of thousands follow Dr. Wallach's nutritional advice
- Top notch scientific advisory board
- Top notch athletic advisory board



Through 40 years of clinical research and discovery – there's confirmation that each nutrient deficiency can be linked to multiple health issues.

Hundreds of thousands of people follow Dr. Wallach's nutritional advice and truly believe their lives are better for it. As a result – we've got celebrity ambassadors who love our company, an amazing athletic advisory board, as well as a top notch scientific advisory board.

Healthy Body Paks

No Wrong
Choice



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The core of our nutrition and wellness products starts with our Healthy Body Packs. They incorporate “90 for Life,” the foundation of all of our Healthy Body Paks.

People all over the world are part of 90 for life and are living healthier and happier.

We **currently have 20** different Healthy Body Paks **to choose from**. Just pick the one that has the best focus for you. There’s no right or wrong choice. They all include the “90 Essential Nutrients.”

Nutrition is at Our Core



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We have many other nutritional products that people rave about. You can check them out on **my website** (insert your replicated site info).



Dr. Wallach also realized that emotional wellness is as important as physical – so we’ve created the Youngevity modern marketplace where you can find a broad assortment of product for mind, body and spirit.

Check out my website(*your replicated site info*) – **Feel free to add your personal website details to this slide.**

We have products for
Home + Family
Spa and Beauty
Apparel and Jewelry
Food and Beverage
Services
And of course Health & Wellness

Youngevity Modern Marketplace

Nutrition
& Wellness



*You can zip through these category slides and stop to talk about
you favorite products and services.*

Youngevity Modern Marketplace

Home
& Family



 snap2finish
DESIGNING YOUR LIFE

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Youngevity Modern Marketplace

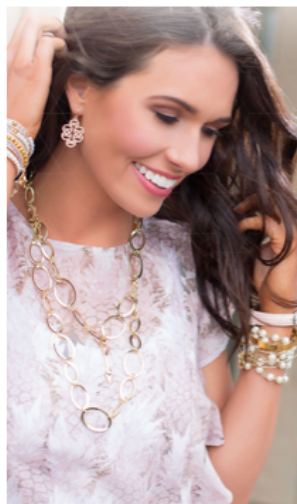
Spa & Beauty



 YOUNGEVITY.

Youngevity Modern Marketplace

Jewellery



Youngevity Modern Marketplace

Food &
Beverages



Earn a Little Extra

- You set your hours
- You work where you want
- Make Youngevity your part time business or your full time job – You decide
- Get paid weekly



Now back to earning some extra money, and the Youngevity modern marketplace.

I've been able to earn enough to pay for my family's gym membership and make the payments on my new car (insert own story)

And I don't have to stick to any crazy hours on top of my regular job... I just fit this in when I can. It's flexible. I'm doing something fun on the side. And I'm getting paid for it.

There are other companies that offer ways to earn money by sharing their products. This is becoming more mainstream. But they don't have the variety we do. You can represent products and services in the 6 top billion dollar industries.



The Youngevity Modern Marketplace

- #PickYourPassion
- #SwapWhereYouShop



And because of this **unique** assortment, you can “Pick Your Passion” – choose what you want to focus on. In addition to letting people know about the Healthy Body Paks . . .

I actually do fun oil workshops. (fill in your own)

And because of this **broad** assortment, it’s much easier to find people who want to buy something from you. And then, you’ll be able to simply help people “Swap Where They Shop” because we offer so many every day items they purchase elsewhere.

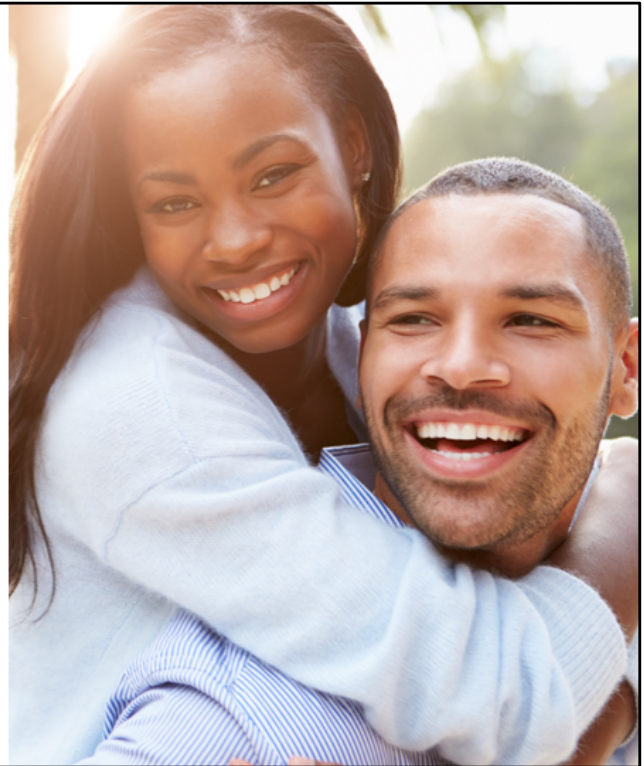
How do I Get Started?

Associate

- Wholesale pricing
- Free shipping on autoship
- Earn "Thank you cheques"

Go CEO

- Enjoy Associate membership benefits plus more!
- Additional bonuses
- Get paid 10 different ways



There are two options:

So if you're interested in making an additional \$500 - \$1000 a month – then think about joining us as an Associate. WE have all the tools for success. It's like starting a business – but setting up the business is all taken care of for you. And there is no inventory!

Associate membership gives you: (NB: Feel free to advise the cost of joining as \$20 (+GST for NZ))

- wholesale pricing
- free shipping on autoship
- thank you cheques

Go CEO (NB: Feel free to advise the cost of going CEO in your applicable currency)

- membership benefits

- Additional bonuses (eg: Coding, Car)
- get paid 10 different ways (*listed out on next slide*)

Get Paid in 10 Different Ways

1. Retail Profits
2. Quick start bonus
3. Fast start bonus
4. Team commissions
5. Coding bonuses
6. Leadership bonus
7. Car bonus
8. Revenue sharing
9. Product credits
10. Dream car giveaway



Get paid in 10 different ways!

Fast Track For Success



$$\begin{array}{rcccl} \$400 & + & \$167 & = & \$567 \\ \text{Fast Start} & & \text{Commissions} & & \text{Total} \\ \text{Bonuses} & & & & \end{array}$$

*Total value received, including commission bonuses.
For illustration purposes only. Actual results may vary based upon Coding group and other factors.
Assumes enroller has \$100 Autoship.

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If you can get 4 people to join your team and purchase a CEO Pak then in this example, you can get your money back on the purchase of your own CEO Pak, enjoy the benefits of the great Youngevity products, and start your business quickly.

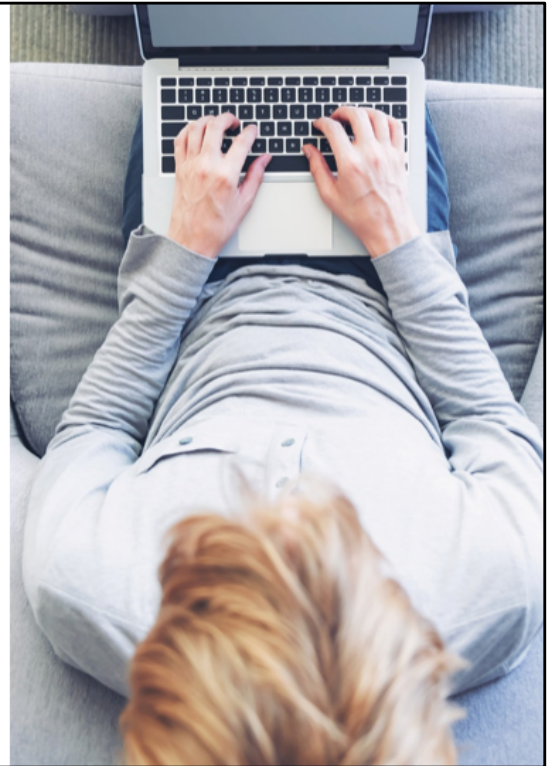
Getting Paid Basics

Fast Start, Quick Start & 1st Stage of Coding Bonuses

Number of Customers*	Minimum Commission	Number of CEO Packs	Minimum Commission	Min. Monthly Income
1	\$45	1	\$133	\$178
2	\$90	2	\$266	\$356
3	\$135	3	\$399	\$534
4	\$180	4	\$567	\$747
5	\$225	5	\$735	\$960

*Avg. customer order value 150 BV

Potential commissions in this example are based on earnings from Quick Start, Fast Start, Residual and 1st stage of Coding Bonuses. Youngevity prohibits distributor income claims; each distributor's earnings, if at all, will vary based on differing economic and demographic conditions.



Here's an example of how it is possible to earn \$500 a month by adding customers and distributors to your business.

This is great place for a personal story or testimonial from your team.

You want people to believe this is achievable and you have the team to support them.

Monthly Residual Bonus

What is your goal?

Level	Level %	Distributors & Customers	BV	Monthly Commissions
1	8%	4	600	\$48
2	8%	16	2,400	\$192
3	7%	64	9,600	\$672
4	6%	256	38,400	\$2,304
5	6%			
6	8%			
7	4%			
8	4%			

*For training and illustration purposes only. Actual results may vary based upon many factors. Monthly residual based on 150BV at all distributor and customers positions.



Here's an example of the monthly residual bonus.

This is another great place for a personal story or testimonial from your team.



Be the Change Foundation

- Products help fund foundation
- Supports a number of charities worldwide
- Random Acts of Kindness #RAK – You serve your community your way

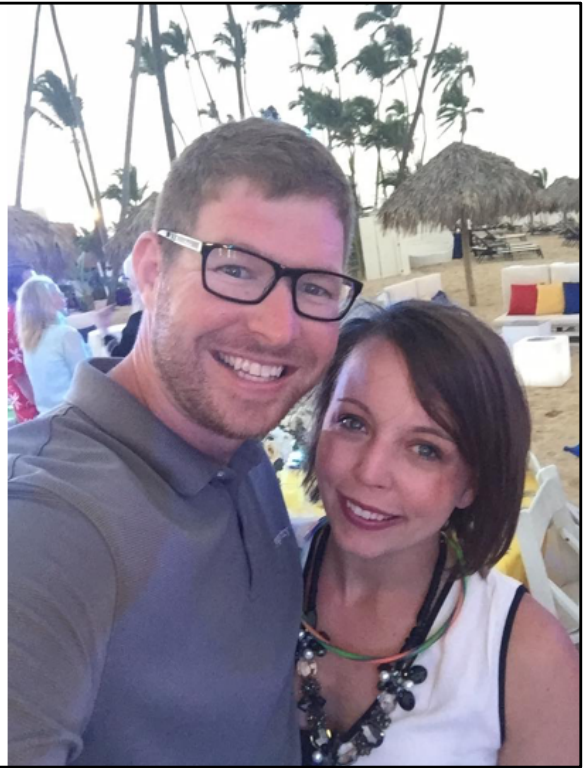
But I have to tell you that what I really love about being a part of this company is the community. WE help each other get better – and do better. For me, I'm always looking for ways to improve my quality of life – and the quality of life of my family and my community.

You saw the slide with coffee on it. Well that's one of the products that helps fund our Be the Change foundation.

I love being a part of a company that gives back in so many ways. You can read more about this on my site too. I'm just so proud to be associated with this great foundation.

Youngevity Rewards

- Pick your passion. Pick your rewards
- You pick the rewards, you want!
- Cash incentives
- Once in a lifetime trips
- Top Achiever's Club



And the other benefits of being a part of this community are the fun rewards and incentives you can earn – like amazing trips.

Youngevity is Your Path to Opportunity

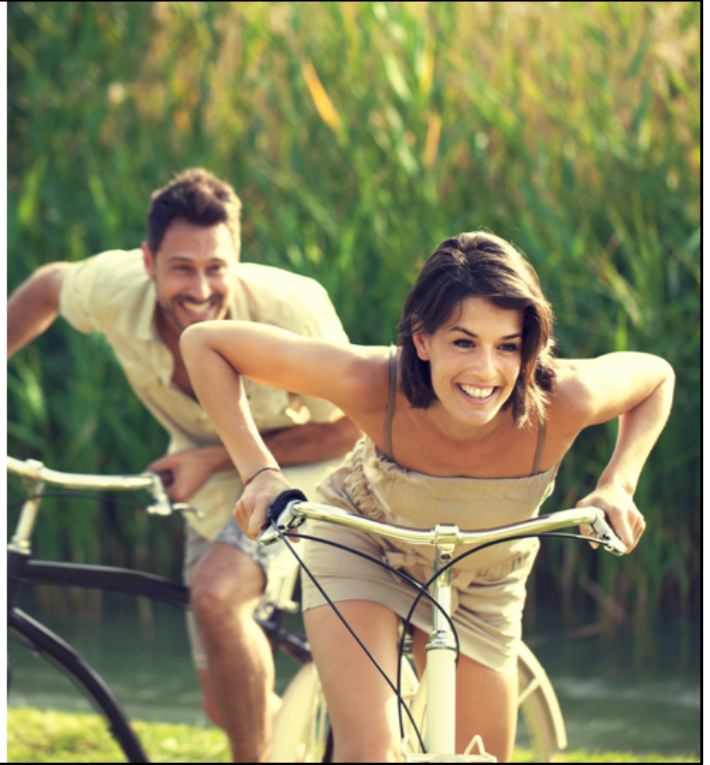
- We have the products and services that give you the best chance for success
- Built on 20 years of success
- A community to support you
- Part of the New Economy
- You decide if you want to earn a little extra income, or full time income
- 100% satisfaction guarantee



Review key points and remind your audience how Youngevity has helped you

Ok! Let's Get Started

1. Get the CEO or Product Pack that's right for you.
2. Become a Youngevity Associate
3. Schedule some time with me so I can answer any questions





NOTE FROM TRACY – Please delete the line below about ‘meeting in back’!

Thanks so much for your time. ~~I'll meet you in the back :)~~



YOUNGEVITY.

Food and dietary supplement products sold by Youngevity are intended to contribute to the daily diet and overall health and are not intended for use in the prevention, treatment, mitigation, or cure of any disease or health related condition. Individuals who have or suspect they have an illness or who wish to commence a diet or exercise program should consult an appropriately licensed health care practitioner for a medical history evaluation, diagnosis, treatment, and health recommendations.

Youngevity prohibits its distributors from making income earning claims in association with the promotion of Youngevity business opportunities. Whether an individual who becomes a Youngevity distributor will earn more than he or she pays for the business opportunity depends on multiple independent and dependent variables that are impossible to predict, such as economic factors unique to each location where product sales are attempted and the sales talents of each individual distributor.



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Optional slides

Residual Compensation

Example 1*

Reps	Man Hours Per Month	Volume
Me	20	150
2	40	300
4	80	600
8	160	1,200
16	320	2,400
32	640	4,800

Commissions: $\$9,300 \times 7\% = \650

*Assumptions

1. \$150 Average Order per month
2. 5 Hours per week = 20 hours per month
3. 7% Average commission
4. Commissions on 5 levels



Here's an example of Residual Compensation

Be sure to explain:

LEVERAGE: The ability to be paid on the efforts of many

COMPOUNDING: The bigger your team get, the faster your commissions grow

Residual Compensation

Example 2*

Reps	Man Hours Per Month	Volume
Me	20	150
3	60	450
9	180	1,350
27	540	4,050
81	1,620	12,150
243	4,860	36,450
363	7,280	\$54,450

Commissions: $\$54,450 \times 7\% = \$3,800$

- *Assumptions
1. \$150 Average Order per month
 2. 5 Hours per week = 20 hours per month
 3. 7% Average commission
 4. Commissions on 5 levels



Here's an example of Residual Compensation

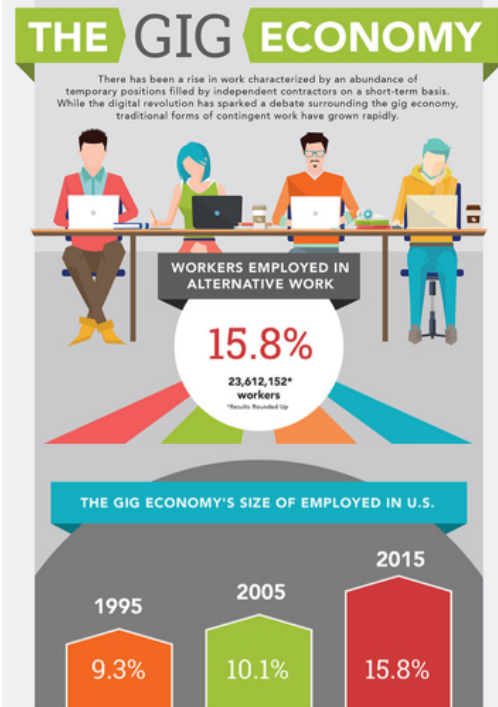
Be sure to mention that in this example:

1. Personal effort up 50%
2. Reps and commissions both up nearly 600%!!!

The Gig Economy

- In the Gig Economy traditional “Corporate” long term jobs are vanishing
- But short and flexible opportunities are growing
- Currently 1 out of 3 of us work as part of the Gig Economy
- By 2020 **half** of all of us will work as a part of the Gig Economy

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If you want to add this optional slide we suggest you add it around slide 4 or 5

Spa & Beauty

Essential Oils CEO Mega Pak



Jewellery

Mialisia CEO Mega Pack

