

## **Frequently Asked Questions**

Effective 1 July 2018 - 30 June 2019

#### What is new this year?

#### Change in eligibility for early transition to YPO Gold

Effective 1 July 2018, YPO members are eligible to early transition to YPO Gold *at the age of 48* if they have been a member for at least six complete fiscal years (excluding their application year and any years on grace).

Currently through 30 June 2018, YPO members are eligible to early transition to YPO Gold at the age of 45 if they have been a member for at least three complete fiscal years.

#### Change in eligibility for lifetime dues

As of 1 April 2018, lifetime dues are available to renewing YPO Gold members and YPO members who are at least 45 years old and have been a member for at least six years (excluding their application year and any years on grace).

#### General

#### Whom do I contact if I have questions?

Contact your chapter administrator, regional management team member or Member Services via email at <a href="mailto:membership@ypo.org">membership@ypo.org</a> or by phone: +1 972 587 1618.

#### When does membership renewal open?

The online renewal process will open for members in April. YPO members will receive a notification email when the online portal is live. We will continue to communicate important information from April through 30 June 2018 via email, the Exchange and other member and management team publications. Some members will receive a mailing with renewal forms and information.

#### What is the deadline for renewing my membership?

1 June 2018 followed by resignations on 1 July 2018 for members who do not renew.

#### Must all members renew?

Yes. The only exceptions are lifetime members who have paid in full; *however, those members will still sign up for annual optional benefits during the membership renewal period*. New members who join the organization between April and June 2018 have already paid their FY18-19 member dues. YPO also collects chapter dues for some chapters; members can pay those dues via the online portal.

#### How do I renew my membership?

You can easily renew your membership online, using your smartphone, tablet or PC. Members will receive an email and/or other notification that the renewal portal is open. At that time, members will go to <a href="mailto:ypo.org/RenewMyMembership">ypo.org/RenewMyMembership</a> to log directly into the membership renewal portal. You can also select the membership renewal link from the topline banner on your Exchange home page after logging in, to begin or continue your online membership renewal.

#### Members can also obtain renewal forms:

- From your chapter administrator
- From your regional management team member
- Via email: membership@ypo.org
- By calling YPO Member Services: +1 972 587 1618

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#### What address should I send membership renewal information to YPO?

Please remit applicable forms and payment to:

For regular mail:
 YPO
 P.O. Box 202590
 Dallas, TX 75320-2590 USA

 For overnight (courier) delivery: YPO - 202590 2975 Regent Blvd. Irving, TX 75063 USA

#### Is acceptance of the YPO Code of Conduct a required part of the renewals process?

- Members are required to accept the YPO Code of Conduct as part of the membership renewal process.
- Existing lifetime members do not need to affirm the YPO Code of Conduct again.

#### I'm having a problem renewing online. What can I do?

If you are having trouble renewing online:

• Check your internet browser. The online membership renewal portal works best with the following supported browsers:

Device	Operating System	Browser	
		EDGE	
Dealston	Mindows (latest)	IE11	
Desktop	Windows (latest)	Chrome 56 (latest)	
		Firefox 51 (latest)	
Dockton	Mac	Safari (latest)	
Desktop	Mac	Chrome (latest)	
Samsung Galaxy S5	Android	Chrome	
Apple iPhone 6s	IOS	Safari	
Apple iPad Air	IOS	Safari	

 Contact your chapter administrator, regional management team member or YPO Member Services via email at <a href="membership@ypo.org">membership@ypo.org</a> or by phone +1 972 587 1618.

If you are still experiencing problems, please contact membership@ypo.org.

#### What happens if I'm interrupted in the middle of online renewal?

You can complete your renewal by logging back into the portal or going to <a href="mailto:ypo.org/RenewMyMembership">ypo.org/RenewMyMembership</a>. Your progress can also be seen in the banner at the top of your Exchange home page, identified by key milestones in the process. Completed tasks will be indicated as "Completed." Select "Continue" to be returned to the section you exited from.

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#### What if I want to transfer to another chapter?

Members who wish to transfer to another chapter must be in good standing with the organization and should contact the chapter in which they have an interest. All chapter contact information is available to members via the Exchange. Select "Chapters & Regions" in the upper navigation bar to view chapter directories. For further assistance with this process, please contact the chapter administrator, the regional management team member or Member Services at <a href="mailto:membership@ypo.org">membership@ypo.org</a>.

## How do I know whether my membership renewal has been processed by Member Services? You can confirm that you are successfully renewed in a variety of ways:

- Online: From your Exchange home page, your membership renewal status will appear in the banner across the top. Key milestones are indicated by "In Progress," "Continue" or "Completed."
- From your regional management team
- From your chapter administrator: He or she has access to real-time renewal updates.
- From Member Services: Send an email to <a href="membership@ypo.org">membership@ypo.org</a> and a team member will inform you of your current renewal status.

#### Recertification

#### What is third party certification?

An independent third party verification of a member's qualifications.

#### Who is an independent third party?

This can be an independent auditor, certified public accountant (CPA), chartered accountant (CA), lawyer or attorney.

#### Who must third party certify?

- YPO members must third party certify every third year.
  - YPO members with more than six years of tenure (excluding their application year and years on grace) or four third party certifications are only required to self-certify going forward
- YPO members who will serve on the YPO Board of Directors or on certain committees, with less than six years of membership (excluding their application year and years on grace)
- YPO members who are currently on grace
- YPO members reinstating after being absent for more than one year

#### Who is exempt from certifying?

YPO Gold members

#### **Grace (YPO members only)**

#### What is grace?

Grace is the temporary exemption from submitting self or third party certification for membership renewal by a YPO member who temporarily does not meet the membership qualification criteria. All grace must be approved by the chapter chair or chapter membership officer of the member's primary chapter.

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#### How does a member apply for grace?

All grace applications need to be submitted to the chapter chair or chapter membership officer of the member's primary chapter for approval. Once approved, the chapter will send the grace authorization to Member Services to process and apply to the member's record.

#### How is grace calculated?

- YPO members who have been members for two fiscal years, and fewer than six fiscal years, excluding their application year, are eligible for up to three years of grace.
- YPO members who have been in the organization for six or more fiscal years, excluding their application year and years on grace, are eligible for unlimited grace. Members who achieve this status will only be required to self-certify until they transition to YPO Gold.
- No early grace requests will be granted.
- A one-year extension of grace is possible as an exception to the policy; a grace extension
  waiver should be submitted by the member's chapter to <a href="waivers@ypo.org">waivers@ypo.org</a> for approval by
  the Peer Review Panel.
- The grace period is applied in one-year increments (1 July to 30 June) regardless of when the member applies for the grace. It is not necessary for a member to expend all available grace before requalifying.
- A member may request to go on grace at any time during the fiscal year, provided that the
  grace period corresponds to the beginning of the fiscal year for which the member does not
  qualify and is applying for a grace period. (Fiscal year is 1 July to 30 June.) For example, if a
  member applies for grace for FY18-19, and the member is granted a grace period, the grace
  period starts at the beginning of FY18-19, regardless of when during that fiscal year the
  grace period is approved.

What happens if the member applies directly to Member Services for their grace approval? Member Services will forward the request to the chapter chair, chapter membership officer and chapter administrator. Member Services will also advise on the number of years of grace that are available to the member.

#### What are the options if the member does not have grace available?

If the member does not have any grace available and is eligible to transition, they may transition to YPO Gold. Those who do not have grace available and are not eligible to transition into YPO Gold may resign and apply to reinstate their membership once they are able to qualify.

#### Does the member still pay YPO dues and chapter dues while on grace?

Yes, while on grace members are still responsible for YPO and chapter dues.

#### What certification does a member need to provide when coming off grace?

Third party certification is always required when coming off grace in the subsequent membership renewal period, which should be verified by an external CPA, independent auditor, chartered accountant or lawyer.

#### **Tiered Dues**

Annual and lifetime dues amounts are established each year by the YPO Board of Directors. Annual dues increase by a minimum of the consumer price index each year. Lifetime dues rates are calculated based on the annual dues rates as a discount percentage off the total future dues

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payments, including inflation. Lifetime dues are available for YPO and YPO Gold members age 45 and above, in good standing for at least six fiscal years, excluding their application year and years on grace. For more information on lifetime dues please refer to page 12.

YPO dues are applied by tier categories, based on tenure or age.

Please note that the **tiered dues do not apply to chapter dues**. Chapters typically have their own dues and fee structures as determined by the Chapter Board.

Tier	USD	Description
One	3,525	Members who have not completed their 12th full year of
		membership before 1 July 2018 will pay USD3,525.
Two	2,350	Members who have completed their 12th full year of membership
		before 1 July 2018 will pay dues at a rate equal to two-thirds of tier
		one dues.
Three	1,175	Members who are between the ages 65 through 74 as of 1 July
		2018 will pay dues at one-third of tier one dues irrespective of
		member tenure.
Four	355	Members who are age 75 or older as of 1 July 2018 will pay dues at
		a certain percent of tier one dues irrespective of member tenure.

**Note:** All existing members will remain at the tier of dues they paid in FY17-18 until they reach the next tier level (as defined above).

#### How do I pay my chapter dues?

YPO collects dues for some chapters if they opt in to YPO's single invoicing service. The amount of chapter dues, if YPO collects them, will be noted on your invoice. If the invoice does not indicate that chapter dues are owed, this means that chapter dues should be paid directly to your chapter.

#### What if I have secondary membership in another chapter?

Members pay tiered YPO dues based on their age and membership tenure. YPO dues are the same regardless of the number of chapters to which a member belongs. If YPO collects dues for your secondary chapter, the dues amount will be reflected on your invoice. Otherwise, please contact your secondary chapter to arrange payment of any local dues.

#### Are my membership dues refundable?

Membership dues are refundable if the request is received within 45 days from date of payment. After that time, dues are non-refundable.

#### Can members pay chapter and/or YPO dues in their local currency?

All dues collected by YPO must be paid in U.S. dollars (USD). If YPO does not collect dues for your chapter, the currency is at your chapter's discretion.

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#### What happens if I miss the 1 June invoice payment/recertification deadline?

Your current YPO dues are paid through 30 June 2018. On 1 July 2018, your membership will lapse and membership privileges will be suspended. All members will be assessed a USD300 fee to reinstate their membership. The renewal portal will be open for you to complete your renewal through 30 June 2018. After that time, you will not have Exchange access, but we will direct you to a page where you can complete your renewal online or with membership forms.

#### What happens to my event registrations if I miss the dues payment deadline?

Any member who is resigned from YPO for failure to pay dues and/or recertify loses all membership privileges, including registrations (confirmed or waitlisted) for YPO global and regional events. After completing the reinstatement process, a member may re-register for an event but will be placed at the end of the waitlist if one exists. A member who is cancelled from an event for non-payment of dues and/or failure to recertify will also be subject to any event cancellation penalties for that event. The event cancellation penalty will determine the amount of the registration fee that is returned.

#### **Lifetime Membership**

Lifetime membership offers a cost-effective way to ensure continued access to YPO and YPO Gold benefits and services. If you're still active in your business, but are considering selling or making some other change, lifetime membership secures the power of your connections with YPO for a lifetime, and at a significant savings.

#### What are the benefits associated with lifetime membership?

- · Significant savings on YPO dues over a lifetime
- Exemption from annual YPO dues increases
- Exemption from fluctuations in exchange rates with the U.S. dollar
- Exemption from renewals for YPO Gold lifetime members who have paid in full (and with six years in good standing, excluding their application year and any years on grace, as of 1 July 2018)
- Many members can have their company cover their lifetime dues payment(s)
- Lifetime members can still purchase optional benefits annually

#### Who qualifies for lifetime membership in FY18-19?

 Existing YPO Gold members and any YPO members who are at least 45 years of age and have been a member in good standing for at least six fiscal years, excluding their application year and any years on grace.

#### How does lifetime membership work?

- YPO and YPO Gold members have the option to pay a discounted, one-time dues payment or three to five installment payments.
- Payment amounts (one-time and installments) are based on your age and tenure (see lifetime dues pricing chart on page 12).
- YPO members still need to recertify each year until they transition to YPO Gold.

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#### How much can I save with lifetime membership?

Please see the chart below. For exact pricing, see table on page 12 for lifetime dues pricing. If you are interested in renewing as a lifetime member, please contact <u>Member Services</u>.

If You Are Age	You Can Save Up To*	Lifetime Dues Range**	Number of Installments
45	49%	USD50,500 to USD61,200	one to five payments
46	48%	USD48,560 to USD59,150	one to five payments
47	47%	USD46,620 to USD57,050	one to five payments
48	46%	USD44,670 to USD54,900	one to five payments
49	45%	USD42,710 to USD52,800	one to five payments
50	44%	USD40740 to USD50,650	one to five payments
51	43%	USD38,770 to USD48,550	one to five payments
52	42%	USD36,800 to USD45,500	one to five payments
53	41%	USD34,830 to USD43,350	one to five payments
54	40%	USD32,860 to USD40,300	one to five payments
55	39%	USD30,890 to USD36,400	one to five payments
56	38%	USD28,930 to USD33,350	one to five payments
57	37%	USD26,970 to USD30,350	one to five payments
58	36%	USD25,020 to USD28,150	one to five payments
59	35%	USD23,080 to USD25,950	one to five payments
60	34%	USD21,140 to USD22,440	one to three payments
61	33%	USD19,220 to USD20,400	one to three payments
62	32%	USD17,300 to USD18,360	one to three payments
63	31%	USD15,390 to USD16,320	one to three payments
64	30%	USD13,500 to USD14,340	one to three payments
65	29%	USD11,620 to USD12,330	one to three payments
66	28%	USD10,560 to USD11,220	one to three payments
67	27%	USD9,520 to USD10,110	one to three payments
68	26%	USD8,480 to USD9,000	one to three payments
69	25%	USD7,460 to USD7,920	one to three payments
70	24%	USD6,440 to USD6,840	one to three payments
71	23%	USD5,430 to USD5,760	one to three payments
72	22%	USD4,430 to USD4,710	one to three payments
73	21%	USD3,430 to USD3,630	one to three payments
74	20%	USD2,450	one to three payments
75	19%	USD1,540	one payment
76	18%	USD1,230	one payment
77	17%	USD920	one payment
78	16%	USD610	one payment
79	15%	USD300	one payment

<sup>\*</sup> Assumes a lifetime expectancy of 79 years

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<sup>\*\*</sup> Based on membership tenure and installment options (please see page 12 for details)



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#### How do I become a lifetime member?

To become a lifetime YPO member, please contact Member Services via email at <a href="membership@ypo.org">membership@ypo.org</a> or by phone: +1 972 587 1618.

What are accepted forms of payment for lifetime dues and lifetime installment payments? Members who are renewing as a lifetime member and current lifetime members who owe installment payments must remit payment for their YPO membership via check or wire transfer. As part of the existing agreement with our credit card processor, YPO cannot receive lifetime dues payments by credit card (as of August 2017).

#### If I'm a lifetime member do I still pay chapter dues?

Yes, lifetime members are still responsible for payment of chapter dues. Additionally, lifetime members can still enroll in any of the optional benefits that are open for enrollment each year. Chapter dues and optional benefits can be paid for by credit card, check or wire transfer.

What happens to the lifetime dues in the event of the member's untimely death? A surviving spouse of a YPO member who has paid lifetime dues will be granted surviving spouse benefits until remarriage.

#### **Devalued Dues**

#### What is the dues devaluation policy?

As per the YPO "Policies and Procedures Manual," in previous years, YPO has provided financial dues relief to members residing in countries that experience a substantial devaluation of their national currency. YPO Board of Directors approved the elimination of the dues devaluation policy; effective 1 July 2018, there will be no reduction of the YPO dues based on currency devaluation.

#### How is the dues devaluation policy changing?

YPO Board of Directors approved the elimination of the dues devaluation policy; effective 1 July 2018, there will be no reduction of the YPO dues based on currency devaluation.

#### Why did this change occur?

As a global organization, the Finance Committee had Grant Thornton review YPO's policies for managing currency risk. Currency fluctuations are a normal part of business and exchange rates naturally cycle up and down over time. YPO's policy for devalued dues adjustments was complex and confusing to members and Grant Thornton recommended that the policy be eliminated. The Finance Committee agreed and discussed the recommendation with the Chapters and Regions Committee who also supported eliminating the policy.

#### **Optional Benefits for Members**

#### What is YPO Safe Travel Solution?

YPO partnered with FocusPoint International's Crisis Assistance Plus (CAP) to create YPO Safe Travel Solution, a comprehensive safe travel program. This enhanced program is complimentary to all members. YPO Safe Travel Solution provides up to two medical and security evacuations per year, as well as security guidance when planning a trip. For detailed information, access the CAP Rules and Regulations. Please note: This is not medical insurance and will not pay for doctor or hospital expenses. Members may purchase the coverage for their spouse/partner and children for **USD119** per person.

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#### What is YNG+?

<u>YNG+</u> is the global experience of YNG with a specific focus on international programs, events and connecting enrolled participants from around the world with one another and the wider YPO community. YNG+ offers access to Only-in-YPO resources, member mentors, YNG+ Forum and Microforum, career development opportunities, events and education. It is an opt-in user-pay program for YPO young adult children ages 18-30. Cost is **USD295** per young adult with a maximum of USD895 per family.

#### What is the difference between YNG and YNG+?

YNG is local and is run by the chapters. YNG+ is global and focuses on global programs and events. YNG+ is a fee-based benefit. Members can visit <u>YPONextGen</u> to learn more about the YNG+ program and YNG local.

#### What are eligibility requirements for YNG+?

Members must be active and his or her young adult must be age 18-30 as of 1 July 2018. Participants do not have to be involved in YNG locally to be involved with YNG+.

#### What health benefits are available for my family, my business and me?

YPO Healthwise is a benefit for the member and his/her family. PinnacleCare Extended and Medical Opinion Extended benefit the member's employees.

#### What is YPO Healthwise?

<u>YPO Healthwise</u>, an optional benefit coordinated through M2Mx, is a global network of medical support that can only be found in YPO. YPO Healthwise provides you, your spouse/partner, children and parents with access to a host of confidential medical services including facilitated appointments, doctor referrals, multilingual medical filing and responses to medical questions when you need them most. For an additional cost, you can choose to access incremental services including virtual medical second opinions, genetic testing and facilitated multilingual medical filing, each at a discounted rate. **This benefit can be purchased for USD399 and must be purchased by 30 June 2018.** 

#### What is PinnacleCare Extended?

<u>PinnacleCare Extended</u> extends doctor recommendations and facilitated appointments to top hospitals in the United States to your employees when they are facing a serious or complex medical situation through YPO Healthwise provider, PinnacleCare. This benefit is recommended for employees seeking care within the United States and covers up to five services per year. **This benefit can be purchased for USD249 and must be purchased by 30 June 2018.** 

#### What is Medical Opinion Extended?

<u>Medical Opinion Extended</u> extends doctor recommendations and electronic medical record filing to your employees through YPO Healthwise provider Medical Opinion. Virtual second opinions, responses to medical questions and genetic testing is available at a discounted rate. This benefit is recommended for employees seeking care outside the United States. **This benefit can be purchased for USD539 and must be purchased by 30 June 2018.** 

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#### **Frequently Asked Questions**

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#### Reinstatement

#### How do I reinstate my membership after 1 July 2018 if I am a YPO member?

- After 1 July 2018, Member Services will direct non-renewed members to a URL where they can access the membership renewal forms.
- Pay the full YPO dues amount that was applicable on 30 June 2018, plus any YPO dues in arrears.
- Pay a USD300 reinstatement fee.
- Submit a self or third party recertification accordingly.

#### How do I reinstate my membership after 1 July 2018 if I am a YPO Gold member?

- After 1 July 2018, Member Services will direct non-renewed members to a URL where they can access the membership renewal forms.
- Pay the full YPO dues amount that was applicable on 30 June 2018, plus any YPO dues in arrears.
- Pay a USD300 reinstatement fee.

For assistance with membership reinstatement, please contact Member Services via email at <a href="membership@ypo.org">membership@ypo.org</a> or by phone: +1 972 587 1618.

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## **Appendix A: Current and Historical YPO Membership Criteria**

Members must meet the sales, assets, fees or enterprise value qualifications.

Join Date	Employees	Sales/Service/ Manufacturing Company (gross annual sales)	Financial Institution (average annual assets)	Agency (annual fees/ commissions)	Enterprise Value	Title
1 July 2016 - Present	50 or 15 employees and USD2 Million in total compensation of all employees, excluding the compensation of the candidate	USD13,000,000	USD260,000,000	USD10,000,000	The corporation must have an enterprise value of in total USD20,000,000 as defined compensation by one of the following:  Net worth or assets before the depreciation of USD20,000,000 compensation of the candidate  Independent third-party investment/valuation of USD20,000,000  The sum of the company's public equity value plus its debt less cash must exceed USD20,000,000	President Chairman of the Board CEO Managing Director Managing Partner Publisher (applicable from 1 July 2013 - 30 June 2015)
1 July 2013 - 30 June 2016	50 or 15 employees and USD2 Million in total compensation of all employees, excluding the compensation of the candidate	USD12,000,000	USD240,000,000	USD9,000,000	The corporation must have an enterprise value of USD15,000,000 as defined by one of the following:  Net worth or assets before depreciation of USD15,000,000  Independent third-party investment/valuation of USD15,000,000  The sum of the company's public equity value plus its debt less cash must exceed USD15,000,000	
1 July 2000 – 30 June 2013	50 or USD1 Million in total compensation of all employees, excluding the compensation of the candidate	USD8,000,000	USD160,000,000	USD6,000,000	The corporation must have an enterprise value of USD10,000,000 as defined by one of the following:  Net worth or assets before depreciation of USD10,000,000  Independent third-party investment/valuation of USD10,000,000  The sum of the company's public equity value plus its debt less cash must exceed USD10,000,000	

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# YPO Membership Renewal Frequently Asked Questions Effective 1 July 2018 – 30 June 2019

**Appendix B: Lifetime Dues Pricing** 

YPO Lifetime Dues Pricing  YPO Lifetime Dues Pricing FY18-19						
Age	Tenure	Lifetime Dues Amount*	Number of Installments	Installment Annual Payment	Total for Installment Payments	
45	6	USD54,420	5	USD12,240	USD61,200	
45	7	USD53,710	5	USD12,080	USD60,400	
45	8	USD53,020	5	USD11,930	USD59,650	
45	9	USD52,360	5	USD11,780	USD58,900	
45	10	USD51,720	5	USD11,630	USD58,150	
45	11	USD51,100	5	USD11,500	USD57,500	
45	12 +	USD50,500	5	USD11,360	USD56,800	
46	6	USD52,570	5	USD11,830	USD59,150	
46	7	USD51,840	5	USD11,660	USD58,300	
46	8	USD51,140	5	USD11,500	USD57,500	
46	9	USD50,460	5	USD11,350	USD56,750	
46	10	USD49,810	5	USD11,200	USD56,000	
46	11	USD49,180	5	USD11,060	USD55,300	
46	12 +	USD48,560	5	USD10,920	USD54,600	
47	6	USD50,700	5	USD11,410	USD57,050	
47	7	USD49,960	5	USD11,240	USD56,200	
47	8	USD49,250	5	USD11,080	USD55,400	
47	9	USD48,560	5	USD10,920	USD54,600	
47	10	USD47,890	5	USD10,770	USD53,850	
47	11	USD47,240	5	USD10,630	USD53,150	
47	12 +	USD46,620	5	USD10,490	USD52,450	
48	6	USD48,820	5	USD10,980	USD54,900	
48	7	USD48,070	5	USD10,810	USD54,050	
48	8	USD47,340	5	USD10,650	USD53,250	
48	9	USD46,640	5	USD10,490	USD52,450	
48	10	USD45,960	5	USD10,340	USD51,700	
48	11	USD45,300	5	USD10,190	USD50,950	
48	12 +	USD44,670	5	USD10,050	USD50,250	
49	6	USD46,940	5	USD10,560	USD52,800	
49	7	USD46,170	5	USD10,390	USD51,950	
49	8	USD45,430	5	USD10,220	USD51,100	
49	9	USD44,720	5	USD10,060	USD50,300	
49	10	USD44,020	5	USD9,900	USD49,500	
49	11	USD43,350	5	USD9,750	USD48,750	
49	12 +	USD42,710	5	USD9,610	USD48,050	



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YPO Lifetime Dues Pricing FY18-19						
Age	Tenure	Lifetime Dues Amount*	Number of Installments	Installment Annual Payment	Total for Installment Payments	
50	6	USD45,050	5	USD10,130	USD50,650	
50	7	USD44,270	5	USD9,960	USD49,800	
50	8	USD43,520	5	USD9,790	USD48,950	
50	9	USD42,790	5	USD9,630	USD48,150	
50	10	USD42,080	5	USD9,470	USD47,350	
50	11	USD41,400	5	USD9,310	USD46,550	
50	12 +	USD40,740	5	USD9,160	USD45,800	
51	6	USD43,160	5	USD9,710	USD48,550	
51	7	USD42,370	5	USD9,530	USD47,650	
51	8	USD41,600	5	USD9,360	USD46,800	
51	9	USD40,850	5	USD9,190	USD45,950	
51	10	USD40,140	5	USD9,030	USD45,150	
51	11	USD39,440	5	USD8,870	USD44,350	
51	12 +	USD38,770	5	USD8,720	USD43,600	
52	7	USD40,460	5	USD9,100	USD45,500	
52	8	USD39,680	5	USD8,930	USD44,650	
52	9	USD38,920	5	USD8,760	USD43,800	
52	10	USD38,190	5	USD8,590	USD42,950	
52	11	USD37,480	5	USD8,430	USD42,150	
52	12 +	USD36,800	5	USD8,280	USD41,400	
53	7	USD38,549	5	USD8,670	USD43,350	
53	8	USD37,750	5	USD8,490	USD42,450	
53	9	USD36,990	5	USD8,320	USD41,600	
53	10	USD36,240	5	USD8,150	USD40,750	
53	11	USD35,520	5	USD7,990	USD39,950	
53	12 +	USD34,830	5	USD7,840	USD39,200	
54	8	USD35,833	5	USD8,060	USD40,300	
54	9	USD35,050	5	USD7,880	USD39,400	
54	10	USD34,300	5	USD7,720	USD38,600	
54	11	USD33,570	5	USD7,550	USD37,750	
54	12 +	USD32,860	5	USD7,390	USD36,950	
55	10	USD32,350	5	USD7,280	USD36,400	
55	11	USD31,610	5	USD7,110	USD35,550	
55	12 +	USD30,890	5	USD6,950	USD34,750	
56	11	USD29,660	5	USD6,670	USD33,350	
56	12 +	USD28,930	5	USD6,510	USD32,550	
57	12 +	USD26,970	5	USD6,070	USD30,350	
58	12 +	USD25,020	5	USD5,630	USD28,150	
59	12 +	USD23,080	5	USD5,190	USD25,950	



# YPO Membership Renewal Frequently Asked Questions Effective 1 July 2018 – 30 June 2019

YPO Lifetime Dues Pricing FY18-19						
Age	Tenure	Lifetime Dues Amount*	Number of Installments	Installment Annual Payment	Total for Installment Payments	
60	12 +	USD21,140	3	USD7,480	USD22,440	
61	12 +	USD19,220	3	USD6,800	USD20,400	
62	8	USD19,780	3	USD7,000	USD21,000	
62	12 +	USD17,300	3	USD6,120	USD18,360	
63	12 +	USD15,390	3	USD5,440	USD16,320	
64	12 +	USD13,500	3	USD4,780	USD14,340	
65	6+	USD11,620	3	USD4,110	USD12,330	
66	6+	USD10,560	3	USD3,740	USD11,220	
67	6+	USD9,520	3	USD3,370	USD10,110	
68	6+	USD8,480	3	USD3,000	USD9,000	
69	6+	USD7,460	3	USD2,640	USD7,920	
70	6+	USD6,440	3	USD2,280	USD6,840	
71	6+	USD5,430	3	USD1,920	USD5,760	
72	6+	USD4,430	3	USD1,570	USD4,710	
73	6+	USD3,430	3	USD1,210	USD3,630	
74	6+	USD2,450	3	USD870	USD2,610	
75	6+	USD1,540	NA	NA	NA	
76	6+	USD1,230	NA	NA	NA	
77	6+	USD920	NA	NA	NA	
78	6+	USD610	NA	NA	NA	
79+	6+	USD300	NA	NA	NA	

<sup>\*</sup>Assumes life expectancy of 79 years

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