

HOW TO BUILD YOUR BUSINESS BELLY-TO-BELLY

A big part of being able to influence people “Authentically,” is not pretending to be someone you aren’t or to be someone you are not or know something you don’t. To that end, building an online business through blogging or click funnels is not our specialty. Our specialty lies in the personal relationship arena. We will let you in on a little secret... people’s first purchase is not Young Living, it is YOU. However you choose to get people to know you and “purchase” you is your choice, whether it is online or in person, you must be you! There are enough resources regarding online business building to make your head spin. Don’t believe us? Simply ask Siri, Google or Alexa and you will see. For those who want information on mastering the personal relationship piece like us, that should be everyone, keep reading. This workbook is broken up into 5 different categories, all build off the previous and are equally important.

1. A BUSINESS BUILDER MUST

Participate in Essential Rewards

DATE: _____

Be willing to give consistent effort for 4 years (We Agree Form Page 12)

DATE: _____

Complete Belief Questionnaire with your Mentor (Page 15)

DATE: _____



2. SET EXPECTATIONS

Complete Getting Started Training
www.vital180.com/getting-started-training-course

DATE: _____

Find 2 people to do this with you

DATE: _____

Schedule future accountability calls
www.vital180.com/senior-star-training-course
(Under the Mentor section)

DATE: _____





See appendix for a page-by-page walk-through of this guide

3. CREATING A PLAN

- S.M.A.R.T. Goals (Page 26) DATE: _____
- Color Personality + Love Language
vital180.com/color-quiz
www.5lovelanguages.com DATE: _____
- The _____ List (Page 28) DATE: _____
- Star Planner (Page 24) DATE: _____



4. TAKING CONSISTENT ACTION

- Comp Plan (Page 54) DATE: _____
- Belief Strengtheners (Follow up with responses on Page 16 with your mentor) DATE: _____
- Filling the Calendar (Page 94) DATE: _____
- Income Producing Activities (Page 91) DATE: _____



5. GAINING MOMENTUM

- Create Interest (Page 69) DATE: _____
- Continue to fill Calendar (Page 94) DATE: _____
- Work on your _____ List (Page 35) DATE: _____