

# WHAT IS A BELIEF QUESTIONNAIRE?



In order to believe you can succeed you need to start with an honest assessment of where you're at. Strengthening your beliefs in each of the areas one step at a time, is the goal with this assessment. Follow each of these to periodically reevaluate yourself. This will help you see progress.

To strengthen your beliefs, you must make a conscious decision to work at it with dedication and consistency. Experiencing small successes are key to this journey. As you strengthen your beliefs and become more secure in an area, please do not forget to celebrate your process!

Everyone and anyone who is successful in or at something, knows anything worth doing takes time and effort.

A farmer doesn't plant a field and wake up the next day harvesting crops. He must care for it, fertilize it, get the rocks out of the field, keep the weeds out, water it, etc. If he is consistent and dedicated, he has a chance at a great harvest. Truth is, there are potentials for failure as well. Bad weather, like tornadoes, hurricanes, drought or harsh wind could ruin his chances, yet the farmer plants again each year understanding these risks of being a farmer. A successful farmer and successful network marketer are similar. In order to be successful, both must have belief, purpose, tenacity and determination.

# BELIEF QUESTIONNAIRE

Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow up: \_\_\_\_\_

Score 1 - 10: 1 = lowest 10 = highest

	Date	Date	Date
1. My understanding YL Essential Oils			
2. My understanding YL Supplements			
3. My understanding of YL Personal Care Products			
4. My understanding YL Pet Care			
5. My understanding of the YL Compensation Plan			
6. My feelings about Network Marketing			
7. My belief in my ability to meet new people			
8. My belief in my ability to create interest with people			
9. My belief in my ability to explain the opportunity			
10. My belief in myself			
11. My ability to inspire others to do #7 and #8 above			

MOST EXCITED ABOUT

MY GREATEST CONCERN

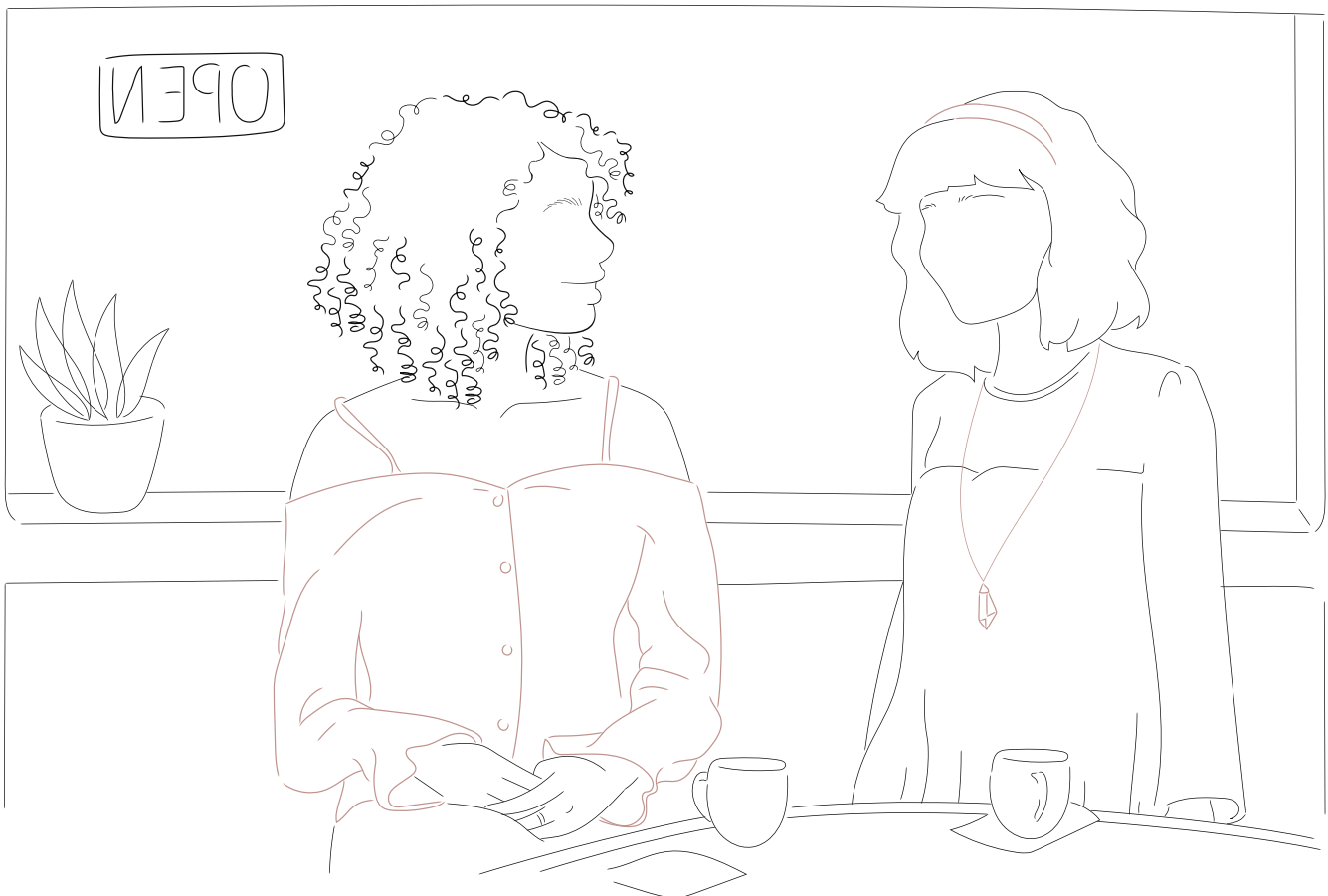
	YOUNG LIVING	
	YOUNG LIVING PRODUCTS	
	YOUNG LIVING OPPORTUNITY	
	YOUNG LIVING TEAM	

# BELIEF IS LOW...WHAT'S NEXT?

If your belief in an area is weak, strengthening it takes time. Through baby steps, experience and consistent action towards your goal, you can strengthen beliefs by:

- 1. Interviewing others who have stronger posturing and belief in an area than you do.
- 2. Listening to interviews of those who have made it.
- 3. Hiring a coach who will challenge your thinking and push you.
- 4. Reading books.
- 5. Attending events (ie: Convention) and the YL farm experience.
- 6. Trying various new-to-you products.

Let's look at some of the common questions. We will identify each belief and give you a few ideas to work on strengthening that area. Please work with the person who enrolled you or someone else for additional ideas as well. The following is not an exhaustive list.



## STEPS TO STRENGTHEN YOUR BELIEFS IN YOUNG LIVING PRODUCTS

1. Read 5+ minutes a day in the Essential Oils Desk Reference, or one of the many essential oils apps.
2. More books on oils, supplements, personal care and pets can be found at [www.discoverlsp.com](http://www.discoverlsp.com) and [www.abundanthealth4u.com](http://www.abundanthealth4u.com). Some examples are: 52 ways to use Ningxia Red, Animal Desk Reference, and so much more.
3. Get to Convention and one of the Young Living Farms so you can see the Seed to Seal process first hand.
4. [Watch any of the multitude of free YouTube videos](#)- ask your upline for ideas on who/what to watch.
5. Take an essential oils course (Heads up, exactly like how not all doctors agree on every medication, likewise, everyone doesn't necessarily agree on EO use either. The 3 main schools of thought, German, English and French, are all a little different. None are absolutely right or wrong, simply different).

*"Make education a continuing,  
never-ending process."*

-NIDO R QUBEIN

6. Join the [Young Living USA Facebook page](#).
7. Listen to audio trainings.
8. Google to learn about ingredients and uses.
9. Check out the [www.EWG.org/skindeep](http://www.EWG.org/skindeep) to learn about harmful chemicals used in most personal care and cleaning products sold.
10. Try new Young Living products. Remember, you can't strengthen your belief unless you try it!



## MY UNDERSTANDING OF NETWORK MARKETING AND MY ABILITY TO EXPLAIN THE OPPORTUNITY:

For many of us timing is everything. I (Brenda Schuler) was involved for 9 years with Young Living and it was not until a financial disaster happened that I was willing to really look at the opportunity and start asking myself questions as to why I was so resistant to Network Marketing. I was ignorant, not stupid. I was not willing to work on changing my perspective or put in the work needed to change my belief until that happened. So, if you are truly ready, you will put in the work. Others may not be ready and that is okay. Just check back with them periodically. Our lives all change roughly every 6 months. What isn't right for them now, may be just what they need later.

1. READ!!! There are good and bad individuals in every profession. Learning how to be one of the good guys and how to perform professionally is key to your success.

**BOOKS & RESOURCES:**

- Audio on YouTube: *Building Your Network Marketing Business* by Jim Rohn
- *Making the Shift: Developing the Entrepreneur Mindset* by Darren Hardy on YouTube
- *The Four Year Career* by Richard Brooke
- *Go Pro* by Eric Worre
- YL specific: *Gameplan: The Complete Strategy Guide to Go from Starter Kit to Silver* by Sarah Harnish
- *The Flip Flop CEO* by Janine Finney and Lory Muirhead
- All books by Tom "Big Al" Schreiter: *How to Follow Up With Your Network Marketing Prospects, Ice Breakers, How to Get Instant Trust, Belief, Influence and Rapport* and *First Sentences for Network Marketing* and more!

2. Attend events like: The Mastermind Event, or Go Pro:

**[www.networkmarketingpro.com](http://www.networkmarketingpro.com)**

3. Listen to podcasts, YouTube videos and interviews of those who have made it

4. Decide on your style, how you will do it and make it happen

5. Audible (App) audio books