

MY BUSINESS PLAN: TO EXECUTIVE

GETTING STARTED: KEEP THE MOMENTUM GOING!

Why I continue to share Young Living: _____

I am a Executive on or before: _____

ACTION STEPS TO ACHIEVE EXECUTIVE:

1

- Fill your calendar with classes, one-on-ones or events to meet new people
 - Call to follow up with all personally enrolled members on your team weekly for 1st month, then 2 times per month 2nd month, once 3rd month, while also keeping in contact with email communication.
 - Have you scheduled Convention, events for your team and contests or other incentives?

2

- Maximize your Time for Success
 - Figure out your "WHY"
 - Plug into team calls and Facebook pages
 - Daily personal development: ex. read *Go Pro*
 - Complete the Time Log Activity
 - Learn how to best spend your time: Activity Daily Tracker

80% OF YOUR TIME SHOULD *STILL* BE SPENT PROSPECTING!

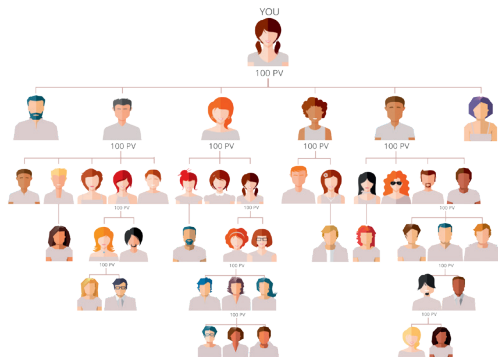
3

- Mentoring
 - Identify 2 leaders and walk them through the star and eventually senior star planners
 - Teach those on your team to follow up like #1. If they do not, then you need to!

Vital Tip: Transitioning into a mentor role does not always come easily. Work with your mentor on how to do this.

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I AM AN EXECUTIVE



HOW YOU GET TO EXECUTIVE*

- 100+ PV
- 4,000+ OGV
- 2 Legs with 100+ PV and 1,000+ OGV
- Avg Monthly Income = \$502
- Avg Annual Income = \$6,028
- Avg Months to Achieve Rank = 2 yr. 1 mo.

**Data given here is from the Young Living 2017 Income Disclosure Statement*

HELPING MY TEAM GROW:

BUILDER #1	GOAL: SENIOR STAR
Name: _____	
Goal Volume	2,000+ PV
Monthly Volume Average	_
Volume Needed	= _____
Classes Needed: _____	One-on-ones: _____
<input type="checkbox"/> Reviewed their Senior Star Planner	

BUILDER #2	GOAL: SENIOR STAR
Name: _____	
Goal Volume	2,000+ PV
Monthly Volume Average	_
Volume Needed	= _____
Classes Needed: _____	One-on-ones: _____
<input type="checkbox"/> Reviewed their Senior Star Planner	

CELEBRATE EXECUTIVE!

Class 1 PV: _____ One-on-ones PV: _____
 Class 2 PV: _____ Team Event PV: _____
 Class 3 PV: _____ Other PV: _____
 Class 4 PV: _____ Total Month PV: _____

4,000+ PV =
 2 legs at 1,000+ PV each =
YOU'RE AN
Executive

WHAT MY TEAM WOULD LOOK LIKE:

