

MY BUSINESS PLAN: TO SENIOR STAR

GETTING STARTED: ARE YOU COMMITTED TO YOUNG LIVING?

Why I am now committed to the business: _____

I am a Senior Star on or before: _____

ACTION STEPS TO ACHIEVE SENIOR STAR:

1

- Host 3 classes OR 15+ one-on-ones
- Class goal = 10 attendees with 5+ enrollments
- Minimum of 1 class or meeting per week
- Fill in your calendars

2

- 2 new contacts each week
- Learn to ask for referrals
- Check in on customers
 - 1 to 2 Care Calls per day
 - Get to know them
 - Find out their needs
 - How would you like to be taken care of?

80% OF YOUR TIME
SHOULD BE SPENT
PROSPECTING!

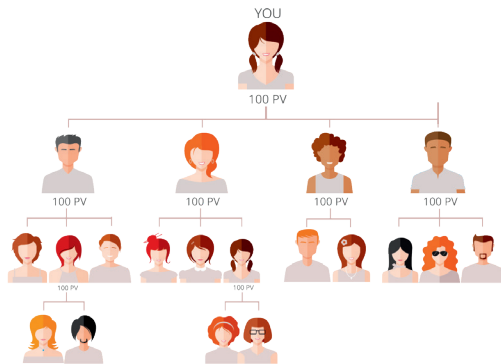
3

- Identify 2+ Key Builders
- 15+ customers under each Builder
- Who among your existing customer base would want to get their product for free?

Vital Tip: Do you know anyone that couldn't use a little extra money? Everyone is a possible Builder!

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I AM A SENIOR STAR

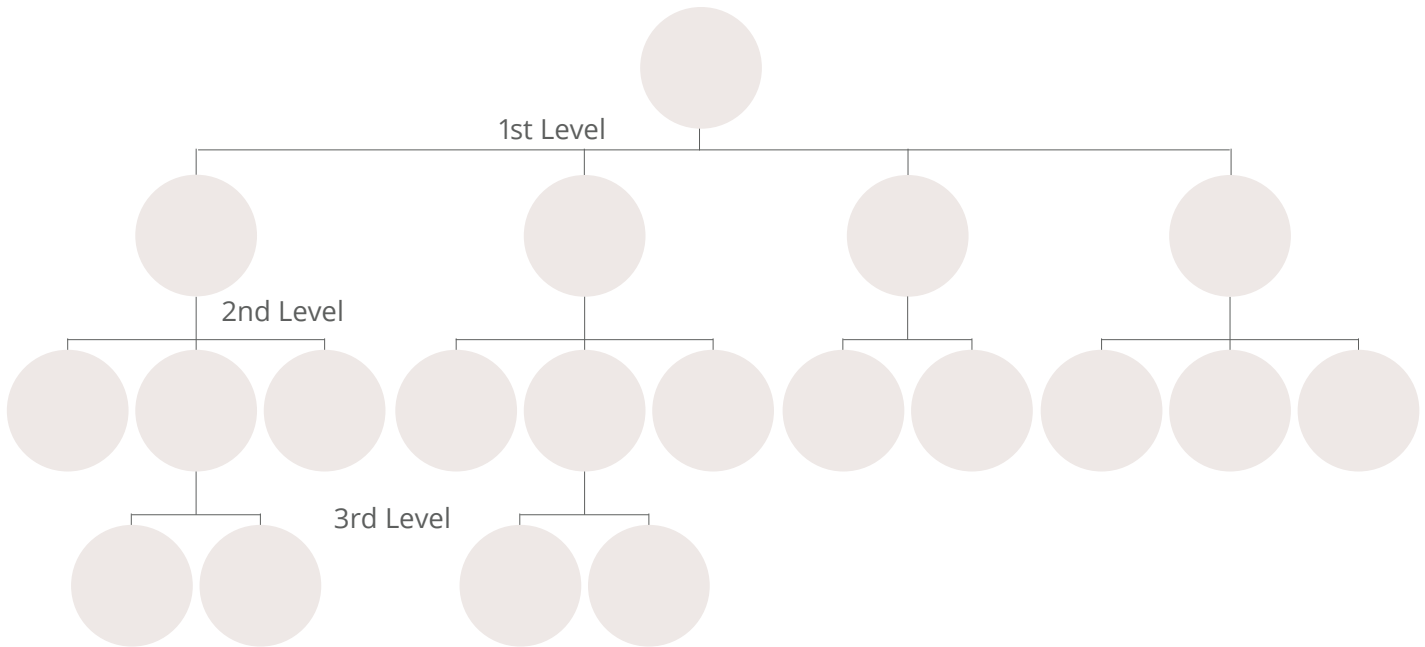


HOW YOU GET TO SENIOR STAR*

- 100+ PV
- 2,000+ OGV
- Avg Monthly Income = \$235
- Avg Annual Income = \$2,819
- Avg Months to Achieve Rank = 1 yr. 7 mo.

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

WHAT MY TEAM WOULD LOOK LIKE:



CELEBRATE SENIOR STAR!

Class 1 PV: _____

Class 2 PV: _____

Class 3 PV: _____

Class 4 PV: _____

One-On-Ones PV: _____

My PV: _____

Other PV: _____

Total Month PV: _____

2,000 PV =

YOU'RE A

*senior
star*