

TELL YOUR STORY

To share powerfully and compliantly, you will need to spend time developing your story. Use the following questions to brainstorm and refine it. When you share, it needs to be thoughtful and authentic to plant a seed in the mind of your prospect.

What was your initial experience with Young Living? _____

What prompted you to bring Young Living into your life? _____

Were you looking for ways to maintain a healthy lifestyle, or join a group of like-minded individuals? _____

MOST MEMORABLE ESSENTIAL OIL EXPERIENCES:

When have Young Living products made an impact in your life? This can be your own experiences or someone you know. While dramatic stories are fun, the most compelling stories are those that are relatable and applicable. Remember, if you try to over sell it and make it sound too good to be true, that's exactly what they'll think.

"The purpose of a storyteller is not to tell you how to think, but to give you questions to think upon."

-BRANDON SANDERSON



HOW HAS YOUNG LIVING IMPACTED YOUR:

Lifestyle? _____

Dreams? _____

Goals? _____

WHAT WAS LIFE LIKE:

Before Young Living? _____

Now? _____

Where is your future heading? _____

Evaluate these experiences and choose those that are the most powerful. Omit anything unnecessary. Share your refined experiences with 5 people. Share this with your Mentor and what you have learned about your Why through this experience.