

APAC

A GIFT FOR YOU!



Brenda Schuler

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THE 8 CATEGORIES OF MLM DISTRIBUTORSHIP

Ramin Mesgarlou, AKA the Forensic Networker and CEO of Canadian based Global Wealth Trade, has published a great review about the types of networkers active in the Direct Selling Industry.

1. THE LOTTO GROUP

These are the members that come to business presentations and get seduced by the hype, buy an enrollment package and then disappear. Some times these people get in based on the promises of their sponsors, "sign up, and I will build it for you".

These investors didn't buy a business and pursue the MLM profession; they bought a home business lottery to see if their numbers would come up.

If this is you, you are NOT in the MLM profession and you will not succeed so enjoy your products.

2. WEEKEND WONDER GROUP

This group is an interesting one. These people usually come to their first meeting in designer suits, looking and speaking confidently. They see this profession as "easy" and they don't feel any need to educate themselves or attend any training.

They come in fast, bringing in a whole bunch of people, sometimes even generating a few large cheques right away.

A few weeks to a few months later when they don't see the duplication they quit or simply move to another company and leave behind many casualties.

This group comes into the industry with the attitude that they are going to make a million even if it takes them all weekend. If this is you, you are NOT in the MLM profession and you will not succeed so enjoy your products.

3. THE ENTITLED GROUP

This group is rare but they do exist. These individuals are the investors who come in and expect the upline to build an entire business for them.

This group is not satisfied with just help and support they receive and expect the upline to keep creating welfare cheques for them.

These people are not shy to ask their uplines to place “one or two hot shots” in their legs. If this is you, you are NOT in the MLM profession and you will not succeed so enjoy your products.

4. SOCIAL GROUP

The social group generally are nice, friendly people and they comprise a large percentage of the MLM workforce. Their primary reason for being involved in MLM is not money.

They love making friends first; making money is secondary. They are also extremely helpful in event planning and coordination and they often volunteer their time to sit at the registration table and other tasks.

They are at every meeting and training but never bring any prospects with them.

If this is you, you are an important part of any team and are highly liked and respected however you will not reach financial significance, so enjoy your new found friends & your products.

5. SOME TIME GROUP

This group is the largest segment of the MLM work force. They call themselves PART TIME but they are NOT. There is a distinct difference between PART TIMER and SOME TIMER.

SOME TIMERS allow their business venture to take a back seat to all their other competing commitments.

They simply conduct their business when they can and as long as they can depend all of their other life commitments. They don't have a plan of Action or precise business plan, nor are they building their business on a consistent basis.

They simply do it when convenient or when the opportunity presents itself. "You cannot socialize your MLM business" Ramin Mesgarlou

If your Promise is for your home business to free you up from your JOB, financial stress or traditional business, then you must treat it with the utmost respect.

Doing a mini presentation in the elevator or having a chat in the hall way is not showing respect for your business. You wouldn't do that with your JOB nor should you do that with your home business which is your absolute best financial freedom option.

6. PART TIME GROUP

This group does all the right things and have a real opportunity to reach some if not all of their financial promises. Some of the part time group will go on to become "part time serious" or even "full time". This group is not in a rush and are committed to most of the MLM success principles. There are two key weaknesses that part time group possesses that separates them from the top two most successful groups:

1 -They have not committed to become a trainer for their team and only rely on the company systems and the upline to provide all their team support.

2 - They have not built LIKE & TRUST with their key leaders mainly because they have not utilized their home to provide support or to spend much quality one on one time with their leaders.

If this is you, you are on the right track; stretch yourself a bit more by hosting weekly events in your home. Also make a habit of treating your leaders for a quick latte and other LIKE & TRUST building activities and you will reach your financial promises. "Objective is to shift as many SOMETIMERS to PART TIMERS as possible.

7. PART TIME SERIOUS GROUP

This is the select group that you always hear about, that “went from 0 – \$10,000/ month in 12 months PART TIME”. These stories are true and every company has them, but let’s put the facts on the table. This special group maybe termed “part time” but they really have two full time commitments.

- First is their full time JOB or business that takes 40 + hours a week
- Second is their MLM business that also takes 25+ hours a week.

This special group is totally motivated to build their MLM business and replace their full time JOB or traditional business as soon as possible. They live, breathe, sleep their MLM Business and they are what we call E & E (excited and exhausted) until they reach their financial promises. It takes a great deal of commitment and drive to be able to keep on track for 12 to 18 months that it will take to achieve your financial and success promises. I am here to tell you that it’s not easy, but it is worth it and the vast majority of the part time serious group will end up full time within two years.

They work the business consistently and not in spurts, they use all the existing company tools, and if the company does not have sufficient support and training tools they will create them to support their team. Just like pro athletes on practice days, the serious part time group are never too busy or too tired, they show up as they are suppose to and get down to business day after day.

(The only exception to this is when leaders from other MLM companies switch and bring with them other qualified MLMers who fall into part time, part time serious or full time categories. In this case, the leader can succeed rapidly without investing the commitment and the efforts that it would normally be necessary. Lets not let these exceptions confuse you of what it takes for an average person to achieve similar results

8. FULL TIME GROUP

The FULL TIME group shares many similarities with the part time serious group. Most full time distributors started as part time or part time serious on their way to full time. However, there is one serious danger that full time distributors face which sometimes can lead to financial turmoil for many. The industry's common teaching is to "work your MLM business on a part time basis until you replace your full time income (JOB, traditional business), then quit your full time income and build your MLM business full time".

That sounds great and it is the objective of millions of MLMers. The danger here is that until the Forensic Networker program no one was providing these ambitious MLMers with a FULL TIME MLM business plan. The distributors are told to continue to work their part time business plan by simply doing more of the same. I have seen over and over again distributors who started part time and quickly replace their full time income with their company's part time business plan and quit their jobs. When that happens the new found freedom will sidetrack their focus as they start to enjoy the fun things in their lives.

Some even fall into the "Some time distributor" category. When they finally decide to get back to work they become very confused because they don't know what to do.

The reason for the confusion is that working your MLM from home full time is a totally different business than doing it part time. Part time members can get away with doing little since they have a full time income with their full JOB. Regardless of their income, the part timer feels good about any effort they put towards their business since it is over and above their full time job commitments. Their distributors also see them as "committed" within the platform of the part time distributor. The distributor's work habits are created during this phase, but once the platform changes to full time, the lingering part time habits create confusion and frustration.

The routine plan no longer is a fit for them and a new comprehensive full time plan is required to sustain and increase the momentum of the business.

Daily MAKE TODAY COUNT

_____ Date

5 AM

5:30 AM

6 AM

6:30 AM

7 AM

7:30 AM

8 AM

8:30 AM

9 AM

9:30 AM

10 AM

10:30 AM

11 AM

11:30 AM

12 PM

12:30 PM

1 PM

1:30 PM

2 PM

2:30 PM

3 PM

3:30 PM

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7:30 PM

8 PM

8:30 PM

9 PM

9:30 PM

10 PM

10:30 PM

11 PM

Top Priorities - Must get done today!

1.

2.

3.

Next Up - Would be nice to do today.

1.

2.

3.

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

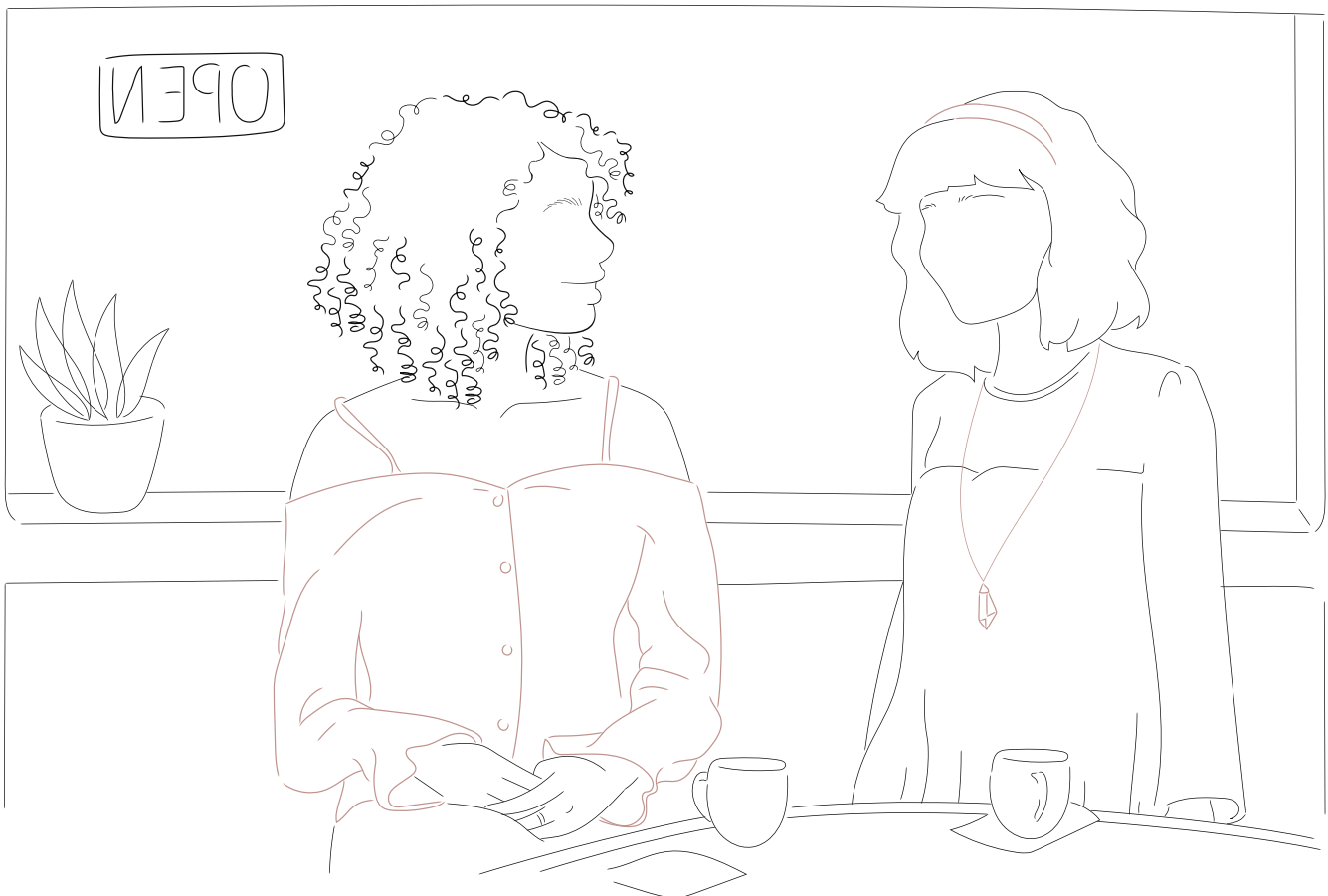
	YOUNG LIVING	
	YOUNG LIVING PRODUCTS	
	YOUNG LIVING OPPORTUNITY	
	YOUNG LIVING TEAM	

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
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 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
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

MY BUSINESS PLAN: TO STAR

GETTING STARTED: DO YOU LOVE YOUR PRODUCTS?

My Favorite Product(s): _____

Why I Love It: _____

Why I Share Young Living Products: _____

MY DREAM TEAM LIST:

- Who are people I can't wait to share with?
- Who do I know that would also love it?
- Who do I know that really needs it?
- Who would I love to work with?
- Who do I know that is highly motivated?
- Who do I know with a large network?

1. _____

2. _____

3. _____

4. _____

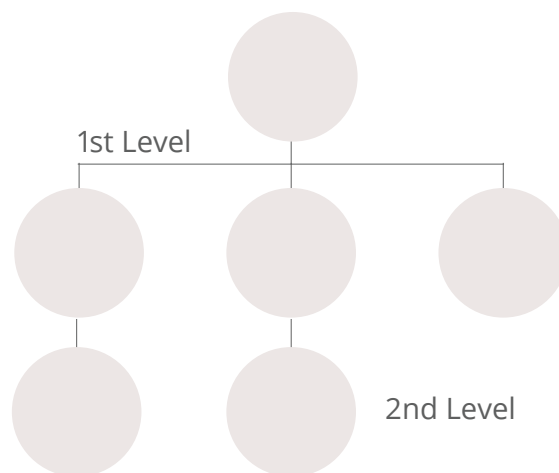
5. _____

6. _____

7. _____

8. _____

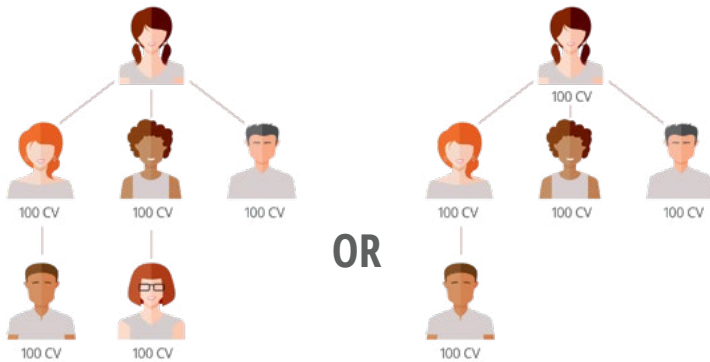
WHAT MY TEAM WOULD LOOK LIKE:



Vital Tip: Never decide for someone that they would or would not love the products. Always ask.

MY BUSINESS PLAN: TO STAR

I AM A STAR



HOW YOU GET TO STAR*

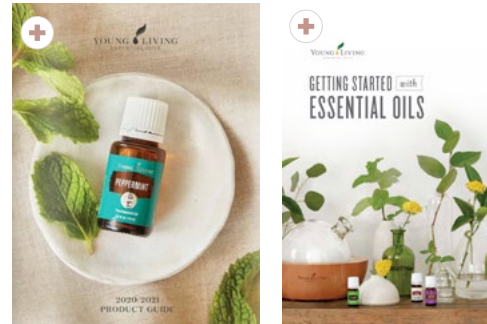
- 500+ OGV
- Avg Annual Income = \$248
- Avg Number of Members Needed = 5 - 10
- [Silver Bound Bonus - to achieve this bonus view the rules here!](#)

**Data given here is from the Young Living 2020 Income Disclosure Statement*

SO HOW DO I SHARE?

What is the best way for me to let people know how much I love these products, company and lifestyle? What things can I do that I can fit into my current schedule?

- Call a friend
- Tell a neighbor
- Offer an oil to a family member to try
- Share a Product Guide or Simply Sharing Booklet
- Let people see you use your product, they will naturally be curious
- Talk about why you love your favorite products
- Mention what it was that got you so excited about the product that you had to have it
- Share/text a video from the YL Share app



CELEBRATE STAR!

1st person shared with CV: _____ My CV: _____
 2nd person shared with CV: _____ Other CV: _____
 3rd person shared with CV: _____ **Total Month OGV:** _____
 4th person shared with CV: _____

500 OGV =
YOU'RE A

star

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!

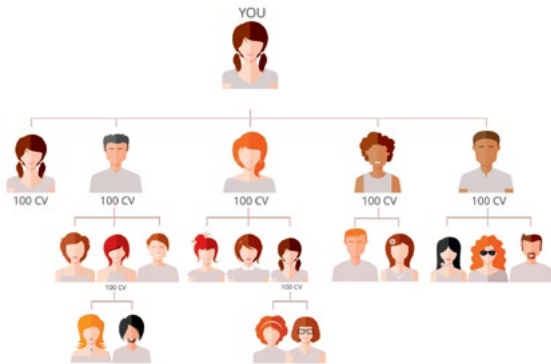
3

- 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!

MY BUSINESS PLAN: TO SENIOR STAR

I AM A SENIOR STAR

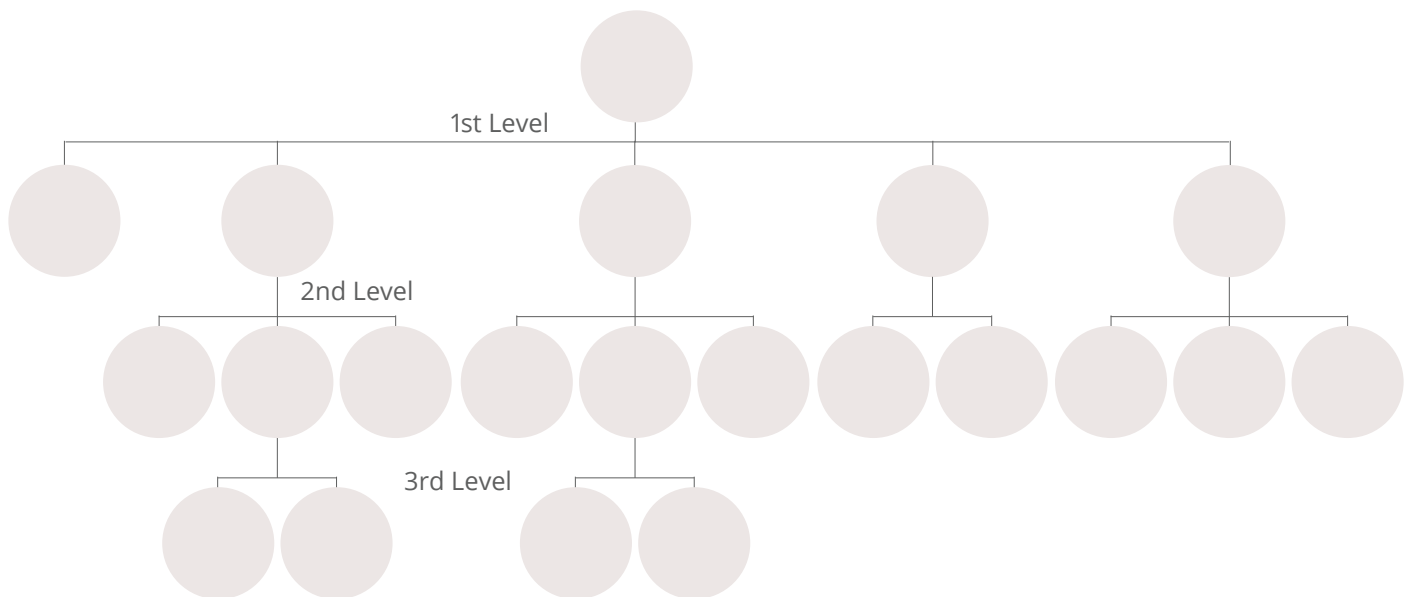


HOW YOU GET TO SENIOR STAR*

- 2,000+ OGV
- Avg Annual Income = \$1,320
- Avg Months to Achieve Rank = 1 yr. 7 mo.
- [Silver Bound Bonus - to achieve this bonus view the rules here!](#)

*Data given here is from the Young Living 2020 Income Disclosure Statement

WHAT MY TEAM WOULD LOOK LIKE:



CELEBRATE SENIOR STAR!

Class 1 CV: _____

Class 2 CV: _____

Class 3 CV: _____

Class 4 CV: _____

First Level CV: _____

My CV: _____

Other CV: _____

Total Month OGV: _____

2,000 OGV =

YOU'RE A

senior star



THE _____ LIST

(fill in the blank)

Those who achieve excellence figure out their list is just a start, and is not their ticket to wealth and success, but just the first step. These professionals understand that by developing the skill of meeting new people, they never run out of people to share with, or the end of a "list". Pros have a goal to add two new people to their list every day. This will not happen without meeting new people each day. Not only must you learn how to meet new people each day, but also be vigilant in figuring out how to stay in touch with them. One of the worst mistakes people make is to meet someone new and not share with them, but scare them.

Did we forget to put the right word in after the final edit? Nope... we left this blank for a specific reason. If you have been in Network Marketing for any length of time, you know there are as many names for this list, as there are different network marketing companies, such as, "HIT LIST," "100 LIST," "HOT LIST," "TEASER LIST," "PROSPECT LIST," "RELATIONSHIP LIST," you get the idea. For many, if you use the wrong name at the top of an important worksheet like this it leaves a bad taste in their mouth and they never look at it again. We want you to take ownership, so name your list.

It is understandable, you are excited and maybe even a little desperate. If you pitch them the moment you get their name, it is not the way to foster a relationship. However, it *is* the perfect way to overwhelm them and possibly lose them for good.

There is one action that you must take in order for this to work. It is impossible to meet new people if you don't get outside your comfort zone. Get out there and become vulnerable. Join an organization you have a passion for, a new group in your church, volunteer for a cause, join a new gym, join a car club or find new organizations where you can meet people. At the very least you are going to meet new people and do something you enjoy.



EXPAND YOUR THINKING AROUND THE LIST YOU CURRENTLY HAVE

For example, you may have your aunt on your list. Start thinking of not only the people on the list, but who is in their circle as well. Who do they know? What organizations are they associated with? Etc.

DON'T PREJUDGE YOUR LIST.

It doesn't matter who they are or what they do. You should avoid pre-judging people on your list at all costs. It's a common mistake we see, that often results in finding that person on someone else's team, who didn't pre-judge their desire for the opportunity.

Use the following memory jogger as a tool to help start the process of beginning your expanding, ever changing _____ list.

MEMBERS OF YOUR OWN FAMILY:

- Father and Mother
- Father-In-Law/Mother-In-Law
- Grandparents
- Children
- Brothers & Sisters
- Aunts & Uncles
- Nieces & Nephews
- Cousins

CURRENT CONTACT LISTS:

- Current address book/online contact manager
- Email addresses list
- Cell phone contacts
- Holidays cards list
- Wedding invite list
- Child's birthday invitee list
- Business cards list
- Social media:
 - Facebook
 - LinkedIn
 - Plaxo
 - Twitter
 - Skype
 - Other

YOUR CLOSEST FRIENDS & THOSE YOU HANG OUT WITH REGULARLY:

- Friends & Neighbors
- People you work with
- Church members
- Hobby buddies:
 - Camping friends
 - Dancing class associates
 - Drawing class
 - Fantasy Football league friends
 - Fishing buddies
 - Hunting friends
 - Karate class buddies
 - Singing class
 - Sculpting
 - Woodworking friends
 - Workout friends
- People with whom you play:
 - Bowling
 - Football
 - Golf
 - Racquetball
 - Tennis
 - Volleyball
 - Any other game

THOSE YOU DO BUSINESS WITH:

- Auto mechanic
- Accountant
- Banker
- Babysitter/Child care provider
- Car dealer
- Dentist (your kids too)
- Doctor (your kids too)
- Dry cleaner
- Grocer/Gas station attendant
- Hair stylist/barber
- Housekeeper
- Insurance agent
- Lawyer
- Merchants
- Pharmacist
- Real estate agent
- Travel agent

WHO ARE/IS MY...?

- Architect
- Associations members
- Bus driver
- Butcher/Baker
- Computer Tech
- Children's friends' parents
- Chiropractor
- Club members
- Delivery person
- FedEx/UPS driver
- Fireman
- Florist
- Jeweler
- Leasing agent
- Mailman
- Minister/Pastor & their wife
- Pet groomer
- Photographer
- Police
- Property manager
- Sports Team members (your kids too & their parents)
- Tailor
- Veterinarian
- Waitresses/Waiter (my favorite)
- Water supplier

THOSE YOU HAVE BEEN ASSOCIATED WITH IN THE PAST:

- Former coach
- Former co-workers
- Former roommates

- Former teacher
- People in your home town
- Previous neighbors
- Military cohorts
- Retired co-workers
- Schoolmates
- Was your boss

WHO SOLD ME MY ...

- Air conditioner
- Boat
- Business cards
- Camper
- Car/Truck
- Computer
- Cell phone
- Dishwasher/Laundry machine
- Equipment/Supplies
- Fishing license
- Furniture
- Glasses/Contacts
- House
- Hunting license
- Refrigerator
- Tires and Auto parts
- TV/Stereo
- Vacuum cleaner
- Wedding items

I KNOW INDIVIDUALS WHO:

- Are actively looking for part-time job
- Are ambitious
- Are enthusiastic
- Are entrepreneurial
- Are caring people
- Are champions
- Are fun & friendly
- Are fund-raisers
- Are goal oriented
- Are natural leaders
- Are organized
- Are positive thinking
- Are self-motivated
- Are single mom/dad
- Are team players
- Are your children's friends' parents
- May be interested in your product or service?
- Don't like their Job
- Has been in network marketing
- Has character & integrity
- Has children in college

- Has computer & internet skills
- Has dangerous job
- Has desire & drive
- Has a great smile
- Has to pay down their debt
- Has public speaking skills
- Just got married
- Just graduated
- Just had a baby
- Just quit their job or is out of work
- Love a challenge
- Love to learn new things
- Want to help their spouse retire early
- Want to make more money
- Want more time with their families
- Want to work for themselves
- Who attends self-improvement seminars
- Who bought new home/car
- Who enjoys being around high energy people
- Who needs a new car/home
- Who reads self-development Books/books on success
- Who you like the most
- Who you've met while on vacation
- Who you've met on the plane
- Who your friends know
- Who wants freedom
- Who wants to go on vacation
- Who works too hard
- Who works at night/weekends

- Chiropractor
- Consultant
- Computer engineer
- Cook
- Dancer/dance teacher
- Dentist
- Dermatologist
- Designer
- Driver bus/cab/truck
- DJ
- Doctor
- Dry cleaner
- Education professional
- Electrician
- Engineer
- Entertainer
- Environmental scientist
- Farmer
- Film industry professional
- Fireman
- Fitness instructor
- Florist
- Food services associate
- Football player
- Fundraiser
- Furniture salesman
- Gardener
- Geologist
- Golfer
- Government worker
- Graphic artist
- Gymnast
- Hairdresser
- Handy person
- Health practitioner
- Hiker
- Hospital staff
- Human resources staff
- Insurance agent
- Internet provider
- Interior decorator
- Investor
- Jeweler
- Karate master/classmate
- Kickboxing master/classmate
- Kitchen renovator
- Lawyer
- Leasing manager
- Lab technician
- Loan officer
- Lifeguard
- Makeup artist
- Manager

- Manicurist
- Massage therapist
- Mechanic
- Medical professional
- Midwife
- Minister
- Mortgage broker
- Music teacher
- Musician
- Navy officer
- Nonprofit organization associate
- Nurse
- Nutritionist
- Office manager
- Optometrist
- Orthodontist
- Painter
- Party planner
- Pediatrician
- Personal trainer
- Pet care professional/veterinarian
- Pharmacist
- Photographer
- Physical therapist
- Piano teacher
- Publisher
- Police officer
- Postal worker
- Promoter
- Property manager
- Public relations professional
- Psychiatrist
- Psychologist
- Radio worker
- Recreation therapist
- Railroad worker
- Realtor
- Rental office agent
- Recruiter
- Rehabilitation specialist
- Reporter
- Repairman
- Restaurant owner/manager
- Salesman
- Scientist
- Shoe repair people
- Satellite provider
- Singer
- Skater
- Skier
- Skin care consultant
- Social worker
- Software engineer

I KNOW SOMEONE WHO IS...

- Accountant
- Actor
- Advertiser
- Architect
- Airline attendant
- Alarm systems agent
- Army officer
- Acupuncturist
- Baker
- Banking professional
- Barber
- Baseball player
- Basketball player
- Beauty salon worker
- Broker
- Builder
- Cable TV provider
- Camper

- SPA worker
- Swimmer
- Sport team classmates
- Tailor
- Tanning salon worker
- Teacher
- Telecommunications worker
- Tennis instructor
- Therapist
- Trade worker
- Trainer
- Travel agent
- Tutor
- Valet attendant
- Veteran
- Volunteer
- Waiter/waitress
- Web designer
- Writer
- Yoga instructor/classmates

- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

- Bouvet Island
- Brazil
- Brunei
- Bulgaria
- Burkina Faso
- Burundi
- Cambodia
- Cameroon
- Canada
- Cape Verde
- Cayman Islands
- Central African Republic
- Chad
- Chile
- Christmas Island
- Cocos (Keeling) Islands
- Colombia
- Comoros
- Congo, Democratic Republic of the (Zaire)
- Congo, Republic of
- Cook Islands
- Costa Rica
- Croatia
- Cuba
- Cyprus
- Czech Republic
- Denmark
- Djibouti
- Dominica
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- Equatorial Guinea
- Eritrea
- Estonia
- Ethiopia
- Falkland Islands
- Faroe Islands
- Fiji
- Finland
- France
- French Guiana
- Gabon
- Gambia
- Georgia
- Germany
- Greece
- Greenland
- Grenada
- Guadeloupe (French)
- Guam (USA)
- Guatemala

WHO LIVES IN A DIFFERENT CITY?

WHO DO YOU KNOW FROM A DIFFERENT STATE?

- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska

WHO DO YOU KNOW FROM A DIFFERENT COUNTRY?

- Afghanistan
- Albania
- Algeria
- American Samoa
- Andorra
- Angola
- Anguilla
- Antigua and Barbuda
- Argentina
- Armenia
- Aruba
- Australia
- Austria
- Azerbaijan
- Bahamas
- Bahrain
- Bangladesh
- Barbados
- Belarus
- Belgium
- Belize
- Benin
- Bermuda
- Bhutan
- Bolivia
- Bosnia-Herzegovina
- Botswana

- Guinea
- Guinea Bissau
- Guyana
- Haiti
- Holy See
- Honduras
- Hong Kong
- Hungary
- Iceland
- Indonesia
- Iran
- Iraq
- Ireland
- Israel
- Italy
- Ivory Coast (Cote D`Ivoire)
- Jamaica
- Japan
- Jordan
- Kazakhstan
- Kenya
- Kiribati
- Kuwait
- Kyrgyzstan
- Laos
- Latvia
- Lebanon
- Lesotho
- Liberia
- Libya
- Liechtenstein
- Lithuania
- Luxembourg
- Macau
- Macedonia
- Madagascar
- Malawi
- Malaysia
- Maldives
- Mali
- Malta
- Marshall Islands
- Martinique (French)
- Mauritania
- Mauritius
- Mayotte
- Mexico
- Micronesia
- Moldova
- Monaco
- Mongolia
- Montenegro
- Montserrat
- Morocco
- Mozambique
- Myanmar
- Namibia
- Nauru
- Nepal
- Netherlands
- Netherlands Antilles
- New Caledonia (French)
- New Zealand
- Nicaragua
- Niger
- Nigeria
- Niue
- Norfolk Island
- North Korea
- Northern Mariana Islands
- Norway
- Oman
- Pakistan
- Palau
- Panama
- Papua New Guinea
- Paraguay
- Peru
- Philippines
- Pitcairn Island
- Poland
- Polynesia (French)
- Portugal
- Puerto Rico
- Qatar
- Reunion
- Romania
- Russia
- Rwanda
- Saint Helena
- Saint Kitts and Nevis
- Saint Lucia
- Saint Pierre and Miquelon
- Saint Vincent and Grenadines
- Samoa
- San Marino
- Sao Tome and Principe
- Saudi Arabia
- Senegal
- Serbia
- Seychelles
- Sierra Leone
- Singapore
- Slovakia
- Slovenia
- Solomon Islands
- Somalia
- South Africa
- South Georgia and South Sandwich Islands
- South Korea
- Spain
- Sri Lanka
- Sudan
- Suriname
- Svalbard and Jan Mayen Islands
- Swaziland
- Sweden
- Switzerland
- Syria
- Taiwan
- Tajikistan
- Tanzania
- Thailand
- Timor-Leste (East Timor)
- Togo
- Tokelau
- Tonga
- Trinidad and Tobago
- Tunisia
- Turkey
- Turkmenistan
- Turks and Caicos Islands
- Tuvalu
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Vietnam
- Virgin Islands
- Wallis and Futuna Islands
- Yemen
- Zambia
- Zimbabwe



WHO HAVEN'T YOU LISTED YET?

After you have made your list from all of the above, look at your list and think about who they would know.

THE _____ LIST WORKSHEET

LET'S START BRAINSTORMING...

NAME:

These are the names of people you plan to introduce to the product and/or opportunity.

NEED:

What a person may need, but not necessarily what they want.

WANT:

The need may be less sleepless nights, but the want is their desire to have enough money to take the family on a vacation without putting it on a credit card. Look for the burning desire/want. How are you going to contact them? If it is someone you have a close relationship with, this is easy. If it is someone you went to high school with and haven't talked to in 20+ years, the first step is building rapport. Think of someone reaching out to rekindle a friendship with you. Would you want someone you haven't talked with in many years to call you out of the blue about an "amazing" opportunity?

FOLLOW-UP/RESULT:

This is the area to keep track of the results of the contacts on your list. I.e. How you did it, what you said, their response. Giving you the opportunity to analyze what is working, what isn't and how/when to follow up. If you're stuck and not sure what to say or how to continually follow up with someone, make sure you role play with your mentor.

ESSENTIAL FOCUS

GET A JOURNAL AND
USE IT TO ANSWER
THESE QUESTIONS!

“Google it,” means to ask a question. Truly the best way to find out information, is to simply ask a question. The trick is what questions to ask. Random questions will not get you the specific answers you need. This exercise does not have random questions. It is full of specific targeted questions. They are the hard questions you need to put thought into, in order to figure out what drives you to do and be better. When you answer these questions, your goal is not to sound smart or witty. The answers only need to be meaningful to you. Your goal is to be as honest as possible, realizing you may go through this more than once.

Some questions will seem easy, some may cause you to rethink your most basic values and attitudes. Neither is right and neither is wrong, just let your mind go. As you go through this process, refer back to these original questions to remind you of things that inspire you and create passion in your soul. These are the things that will guide your decision-making process.

Vital Tip: To effectively work through this process, find or purchase a journal/notebook that you can dedicate to the mental self-work you will be doing with the following questions. Not only will it keep your collective thoughts in one place, but trust me when I say it will be interesting to look back at where you have come from in the future.

1. What does your life look and feel like up to this point? What do you want it to look and feel like moving forward?

2. What do you value most? What’s important to you? Rate each item 0-10

3. What matters most at this point in your life?

4. What would you say about your life right now if it was too late to do anything? What would you like to be able to say?

5. Many years from now, at your funeral, what do you hope will be said about you in your eulogy?

6. How do you want your life to feel on a day to day basis?

7. If you could be a fly on the wall and hear peoples conversations about you, what would you like to hear?

8. What are your daydreams about?

9. When you were young, what did you want to be when you grew up?

10. How often do you find yourself wishing you were different? What do you wish for? What is, or has kept you from becoming that?

11. Of all the things you have done in your life, what has given you the most satisfaction or pleasure? Why did it give you satisfaction or pleasure?

12. Of all the things you have done in your life, what has given you the least satisfaction or pleasure? Why did it NOT give you satisfaction or pleasure?

13. If you no longer had to work, how would you spend your time? And with whom?

14. What is missing from your life? When you find yourself wishing for something, what is it?

15. Do you do anything above the “call of duty?” What motivates you to do that? What keeps you from doing it in other areas of your life?

16. Is there anything you would like to have as a strength that you haven’t listed?

17. What are your greatest weaknesses? Which of these would you like to rid yourself of the most?

18. Identify what you most definitely don’t want in your life. Why don’t you want it in your life and what would you replace it with?

19. What do you want to achieve, but you find impossible to do? What barriers make it impossible? Think again, are those barriers truly insurmountable?

YOUR ESSENTIAL FOCUS

Using the information you have developed above, take some time and write a paragraph or two about who you are and who you want to be. You are writing about the you that is out there avoiding the superficial and materialistic things. This is about the you who is focused on the things that are deeply satisfying, profoundly rewarding and are driving you to get up each day, moving forward making a difference. Complete in your journal and transfer here to your workbook. If having trouble don't be afraid to ask your mentor for help.

Now we start the refining process. Begin to simplify your Essential Focus. Boil down the paragraphs you have written into a very short statement, phrase or sentence. It should be no more than a couple of sentences. Again, complete in your journal and transfer here.

This next step is the hardest. Einstein has said, "If you can't describe something in the simplest terms, you don't truly understand it." Here you begin the process of refining your sentences into a single word. Remember, this is not a race. When you have your one word, you will be able to say you have figured out your Essential Focus. Although this will sound like something Mr. Miagi from Karate Kid would say, you'll know when you figure it out, and you will come to understand this as you work through the process.

"Stay committed to your decisions, but stay flexible in your approach."

-TONY ROBBINS

YOUNG LIVING 2020 GLOBAL INCOME DISCLOSURE STATEMENT

As a direct-selling company selling essential oils, supplements and other lifestyle products, Young Living offers opportunities for our members to build a business or simply receive discounts on our products. Whatever your goals, we hope to count you among the millions of Young Living members who have joined us in our mission enhance and empower lives around the world by sharing the unique benefits of essential oils.

WHAT ARE MY INCOME OPPORTUNITIES?

Members can earn commissions and bonuses as outlined in our Compensation Plan. As members move up in the ranks of Young Living, they become eligible for additional income opportunities.

RANK	PERCENTAGE OF ALL MEMBERS ¹	ANNUAL INCOMES ²				MONTHS TO ACHIEVE THIS RANK ³		
		Lowest	Highest	Average	Median	Low	Average	High
DISTRIBUTOR	87.0%	\$0	\$1,824	\$4	\$0	N/A	N/A	N/A
STAR	9.5%	\$0	\$3,472	\$217	\$124	1	8	301
SENIOR STAR	2.1%	\$0	\$51,890	\$1,320	\$1,138	1	14	297
EXECUTIVE	1.0%	\$53	\$100,760	\$3,241	\$2,840	1	19	301
SILVER	0.3%	\$582	\$235,654	\$13,254	\$9,702	1	27	299
GOLD	0.1%	\$3,357	\$532,081	\$43,227	\$34,324	1	40	277
PLATINUM	< 0.1%	\$13,700	\$981,223	\$105,510	\$86,456	1	49	256
DIAMOND	< 0.1%	\$65,151	\$1,655,593	\$296,943	\$234,867	11	63	291
CROWN DIAMOND	< 0.1%	\$171,186	\$2,110,654	\$612,547	\$469,145	20	68	275
ROYAL CROWN DIAMOND	< 0.1%	\$348,370	\$3,125,729	\$1,367,354	\$1,149,399	30	84	275
ALL MEMBERS	100%	\$0	\$3,125,729	\$227	\$0	N/A	N/A	N/A

The income statistics in this statement are for incomes earned by all global members who were active for any part of 2020. An "active" member is a member who made at least one product purchase in the previous 12 months.⁴ Fifty-six percent (56%) of all members who enrolled in 2019 did not make a purchase with Young Living in 2020. Seventy percent (70%) of all members who enrolled in 2018 did not make a purchase with Young Living in 2020.

Note that the income paid to members summarised in this disclosure do not include expenses incurred by a member in the operation or promotion of his or her business, which can vary widely and might include product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs and miscellaneous expenses. These figures should not be considered as guarantees or projections of your actual income or profits. Your success will depend on individual diligence, work, effort, sales skill and market conditions. Young Living does not guarantee any income or rank success.

1 Members' ranks may change during the year. These percentages are based on individual distributors' highest achieved ranks earned during the year.

2 These incomes are categorised based on the highest achieved rank individual distributors earned throughout the entire year and may contain income earned at a lower rank.

3 These statistics are limited to those who achieved this rank for the first time in 2020.

4 Members who have not made at least one product purchase in the previous 12 months have their membership inactivated.

Brenda Schuler



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