

A U T H E N T I C INFLUENCE

THE ULTIMATE SKILL FOR SUCCESS



WORKSHEETS, SCRIPTS, BUSINESS PLANNER, INCOME PRODUCING
ACTIVITIES, BUSINESS FUNDAMENTALS AND MORE.

WHY?

What is it that sets this book apart from the multitude of others out there? Not only does Authentic Influence contain all the tasks needed to perform on a day in and day out basis to build a successful organization, it also gives you next level, easy to follow exercises going beyond the “how” of this business and into the “what and why.” We have all experienced and/or heard the common complaint/hurdle... “I can’t seem to get past ___ rank.” In almost every case like this we see, the variable is not the team, the struggles at that rank or even market saturation.

These are all constants that happen at similar times to different people. The variable is how much work these leaders have done on themselves. Most do not know who they really are or what they really want out of life. Until this is truly figured out,

it acts like a self-imposed personal ceiling.

This self-protection mechanism knows you’re unable to handle the demands to be placed on you at the next rank and keeps you emotionally and physically safe. Frustrated, yes... but safe. Authentic Influence is your personal playbook for doing the deeper work on yourself that allows you to break through rank after rank. It’s preparation for demands you will face as you rise in leadership and influence. These exercises go beyond the superficial and encourage you to dig deeper than you likely have ever done before, and are the very exercises we used to break through our own self-imposed ceilings and achieve what we have. Greatness is out there waiting for everyone to achieve. It’s up to you whether or not you reach for it, grab on and make it happen.





PEOPLE
FIRST



STARTING YOUR BUSINESS

A big part of being able to influence people “Authentically,” is not pretending to be someone you aren’t or to be someone you are not or know something you don’t. To that end, building an online business through blogging or click funnels is not our specialty. Our specialty lies in the personal relationship arena. We will let you in on a little secret... people’s first purchase is not Young Living, it is YOU. However you choose to get people to know you and “purchase” you is your choice, whether it is online or in person, you must be you! There are enough resources regarding online business building to make your head spin. Don’t believe us? Simply ask Siri, Google or Alexa and you will see. For those who want information on mastering the personal relationship piece like us, that should be everyone, keep reading. This workbook is broken up into 5 different categories, all build off the previous and are equally important.

1. A BRAND PARTNER MUST

Participate in Subscribe to Save

DATE: _____

Be willing to give consistent effort
for 4 years (We Agree Form Page 12)

DATE: _____

Complete Belief Questionnaire
with your Mentor (Page 15)

DATE: _____



2. SET EXPECTATIONS

Complete Your First 7 Days Course
www.vital180.com/courses/your-first-7-days/

DATE: _____

Find 2 people to do this with you

DATE: _____

Schedule future accountability calls
with your mentor

DATE: _____





See appendix for a page-by-page walk-through of this guide

3. CREATING A PLAN

S.M.A.R.T. Goals (Page 26)

DATE: _____

Color Personality + Love Language

vital180.com/color-quiz
www.5lovelanguages.com

DATE: _____

The _____ List (Page 28)

DATE: _____

Star Planner (Page 24)

DATE: _____



4. TAKING CONSISTENT ACTION

Comp Plan (Page 54)

DATE: _____

Belief Strengtheners (Follow up with
responses on Page 16 with your mentor)

DATE: _____

Filling the Calendar (Page 94)

DATE: _____

Income Producing Activities
(Page 91)

DATE: _____



5. GAINING MOMENTUM

Create Interest (Page 69)

DATE: _____

Continue to fill Calendar (Page 94)

DATE: _____

Work on your _____ List (Page 35)

DATE: _____

WHAT IS AUTHENTIC INFLUENCE?

As you walk through the door you feel hungry eyes latch on from all sides. They've spotted you and are closing in fast, and immediately you are uncomfortable. This was supposed to be fun, but instead you feel like a 3-legged deer who's just walked into the lion's den. The salesman asks, "How are you today?" He's really saying, "What will it take for you to make an impulse buy on this SUV today?"

We've all been there... that place where you're face-to-face with someone, and in your gut, you know they are trying to sell you something you don't want, to fill a need you have not voiced. They're looking out for their

own interests and surely don't care that you don't want it. It is obvious this person is trying to make a sale, with you being the closest "victim." If you're looking for a manual on closing the deal at all costs, stop reading now. If you are looking for the best way to get people to follow you, through authentic influence, this is right where you need to be. Before we get into

the "how" of the Authentic Influence, let's get a little better idea about the "what."

Leadership is showing someone the way to a destination, or how to do something by going in front of or beside them.

Influence is the capacity to have an effect on the character, development or behavior of someone. Authenticity comes into the mix because behavioral

science has proven projecting warmth is the key to having influence, and everyone knows, the best way to project genuine warmth is by being completely authentic. You can feel when someone is truly passionate about something, and conversely when

their heart isn't in it. If you are willing to and put in the work needed, the information in this booklet gives you a step-by-step process on how to share properly and grow a successful business. These actions can result in the explosive growth that so many are hungry for. The following six steps are vital in achieving true authentic influence.

**IF YOU'RE
LOOKING FOR
A MANUAL ON
CLOSING THE
DEAL AT ALL
COSTS, STOP
READING NOW.**

MOVE PEOPLE TOWARDS ACHIEVING THEIR GOALS.

1. RECOGNIZE INFLUENCE IS NOT ABOUT CHARM

Charm and charisma are not a bad thing, but they won't get you the success you are wanting. Success likes versatility and being able to adapt your style to different situations and people.

2. MAKE THE EFFORT TO "CLICK"

Don't believe it's up to chance to connect with someone. To best understand what is important to those you are talking to, be proactive and ask open-ended questions.

3. ENGAGE IN "TARGET ASSESSMENT"

This sounds cold and against everything we have talked about so far, doesn't it? In this case, it simply means you give more time and attention to those that are interested, willing to listen, and most importantly, willing to do the work.

4. DO NOT RELY ON RATIONAL PERSUASION ONLY

Logic and arguments go a long way in influencing others, and there is a time and place for this, but don't over rely on rational persuasion. Remember, facts tell while stories sell. People make the decision to work with someone primarily based on personality. Rational persuasion doesn't always get you there.

5. SHARE YOUR VALUES:

Authenticity requires you to be honest and share who you are. Be prepared to talk openly about your values. Remember, logic helps guide our decision making, but so do our values.

6. INVITE PARTICIPATION

Collaboration is a powerful form of influence. When we invite others to contribute to the thinking behind our ideas, those ideas become partially theirs. We all become attached to things we help to create. If we allow others to be a part of/help create their own solutions, they become attached to the process and results. However, this is only true when the collaboration invitation is authentic.

If our primary leadership and business goals are to move people towards achieving their goals, it's all the more important to be as good as we can, at this thing called authentic influence.

Fill out the top, make a copy and give to your mentor

NEW CUSTOMER CHECKLIST: *helping them get started*



Member info

NAME: _____ PREFERRED METHOD OF CONTACT: _____
(Via Email, Text, Phone Call, WhatsApp, etc)

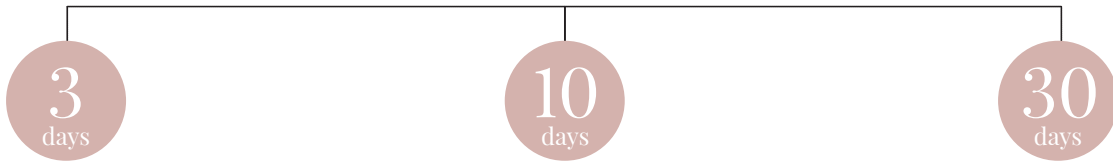
MEMBER #: _____ EMAIL: _____

PHONE #: _____ CITY & STATE: _____

THINGS TO DO UPON ENROLLMENT (AS SOON AS POSSIBLE)

- Sent personal welcome (text, postcard, letter, email)
- Added member to team Facebook group
- Text or Email them the Body Systems Quiz
- Get YL texts <http://yl.youngliving.com/us-text-signup.html>
- Have them register at www.vital180.com

Check in with them at



- Start sending [PSK Textables](#)
- Have they gotten the [reference guide](#) or [app](#)?
- Did they explore the FB group? If they're not on social media, ask them to join www.vital180.com
- Do they know about the ["Your First 7 Days"](#) Course?
- Review Body Systems quiz with them
- Introduced to "YL Insights" App

- Did their product arrive?
- Reviewed the YL Website
 - How to place an order
 - [Young Living Blog](#)
 - Update Profile
 - Review Learn Section
 - Review Company Section
 - [Follow YL USA Facebook Page](#)
 - [Follow YL Leadership & Development Facebook Page](#)
 - Subscribe & Save

- Schedule follow up calls
 - How's it going? What are they loving? Date: _____
 - How are they feeling? Date: _____
 - Sent Sample(s) Date: _____
 - Sent Video Date: _____
 - Sent Blog Article Date: _____
 - Other Date: _____

Their Top 3 Wellness Goals:

1. _____
2. _____
3. _____

Products Suggested for Wellness Goals:

1. _____
2. _____
3. _____

Products they're Most Excited about:

1. _____
2. _____
3. _____

MOMENTUM

How has their health changed?

Who do they want to share with?

First class scheduled for:

- _____
- Started a course on vital180.com
 - I understand how to use the Sharing Tools on vital180.com

LEARN THE BENEFITS OF UPGRADING TO A BRAND PARTNER



Handwritten notes in a notebook, including a list of numbers and a diagram of a plant with roots and leaves.



WHAT WILL DRIVE YOU QUIZ

1. WHERE AM I NOW? *(On a scale of 1-10, 1 = not at all, 10 = this is 100% me)*

- ___ Finances are a major source of stress in my relationship/life
- ___ I am in debt up to my eyeballs
- ___ Money is always an issue
- ___ I feel scared and completely unprepared about my financial future
- ___ My paycheck comes in, and the whole thing goes to the cost of living
- ___ My life runs me, I don't get a chance to plan it and I don't feel in control
- ___ I have regrets about what I wished I had done and/or wish I could try
- ___ My job is a job and nothing more, there is zero fulfillment in it for me
- ___ I am so busy trying to make a living, that I never get to spend time having fun with those I love
- ___ I wish I could give to those in need, but it feels like I am in just as much need

Total

Take the quiz online!



Scan QR Code

IF YOU SCORED:

- 80-100: Need to adjust your finances NOW
- 60-79: You're in need of a financial solution
- 40-69: A finance plan would be beneficial
- 20-39: Finances could use some help
- 0-19: You're sitting pretty good

2. WHERE DO I WANT TO BE?

Rate these on a scale of 1-10 for how badly you want these items to be true for you (1= The thought of achieving this makes my head hurt, 10= I'm willing to do whatever it takes to make this my life)

- ___ My finances are only enhancing my relationships/life
- ___ I have one year of financial reserves set aside and no bad debt
- ___ The only money issues I have, is making sure I manage it all correctly
- ___ I am making true residual income, and have solid plans in place for my financial future
- ___ I get my paycheck and get to spend it the way I *want* to, not the way I *have* to

- _____ I am the only one holding the pen that is writing my story. I'm living a life by my design
- _____ I continue to check off the things in life I want to experience without worry of money or time
- _____ I have learned to leverage what I love to benefit others and find a bigger purpose in making my living
- _____ I carve out time to have fun with those I love, and do not regret it
- _____ It's no longer can I give to others in need, the only question now is how much

IF YOU SCORED:

80-100: You are as serious as they come...let's get to work!

60-79: There's work to do, but you are ready to take it to the next level.

40-69: You have potential, but there is work to do before moving to the next level.

20-39: It's going to take some serious limiting belief work before you're ready to build a business.

0-19: It's going to take some serious limiting belief work before you're ready to build a business.

3. SOLUTION

- How much more money per month do I need? \$_____
- How much additional monthly income would I like to create in the next 90 days? \$_____
- What is my monthly income goal by next year? \$_____
- What else is needed to get there? (i.e. daily action, giving up something, skills, support, etc...)

4. WHAT WILL IT LOOK LIKE?

- (How would achieving this goal change your life in these 4 areas?)
- Financial Wellness: _____
- Physical Wellness: _____
- Relationships: _____
- Life Direction: _____

5. WHY DO I THINK YOUNG LIVING COULD BE MY SOLUTION?

WE AGREE

EXPECTATIONS

Your success or failure is up to you. You alone determine your destiny and whether you'll choose to take action to get you there. Success will come by creating a plan, following the plan, reviewing the plan/outcomes and engaging in excellence habits that will bring success. This process is yours, but you have to plug into it and take action. I'm not here to do it for you. My job is to act as your guide. Everything you need to be successful is within your grasp right now - the team, leadership, mentoring, training and resources. My goal is to mentor and give proper direction for you to become a competent and independent leader as soon as possible.

1. HOW WILL YOU CELEBRATE YOUR VICTORIES ALONG THIS PATH?

2. WHAT'S THE BEST WAY FOR US TO COMMUNICATE? text call email

How often based on the path you choose? _____

3. ANYTHING ELSE I SHOULD KNOW TO HELP YOU ACHIEVE EXCELLENCE?

(Family, job or financial related) _____

4. WHEN YOU'RE DISCOURAGED, HOW WOULD YOU LIKE ME TO RESPOND?

It is not if, but when, challenges will arise. When they do, since I've been there, I will know. When I see your volume stall, you start missing coaching calls or the excuses start, how do you want me to respond? Should I hold you accountable to your goals and build you up, or let you fade away?

5. HOW DO YOU RESPOND IN FEEDBACK SITUATIONS? Get defensive and shut down Consider advise thoughtfully

6. ARE YOU WILLING TO TAKE RESPONSIBILITY FOR YOUR ACTIONS AND NOT SHIFT BLAME? yes no

7. ARE YOU COACHABLE AND COMMITTED TO GROWTH? yes no

8. ARE YOU WILLING TO BE HONEST? yes no

9. ARE YOU OPEN TO BEING CHALLENGED TO LOOK AT SITUATIONS IN NEW WAYS? yes no

10. ARE YOU WILLING TO EXPERIMENT AND IMPLEMENT NEW BEHAVIORS/ACTIONS? yes no

11. ARE YOU WILLING TO TRACK YOUR PROGRESS TO ACHIEVE YOUR GOALS?

yes no

12. ARE YOU WILLING TO DEDICATE TIME TO SELF-DEVELOPMENT? yes no

MENTOR

I agree to support you as your mentor and accountability partner. I will connect you to valuable resources and empower you to become independent in building. I commit to meet you where you are, honor the path you choose and put as much effort into you as you put forth yourself. I will encourage healthy relationships with you and your team, remind you of your dreams and purpose and celebrate your wins and victories with you.

Mentor Signature

Date

NEW BUILDER

I agree to give my all and implement habits of excellence to the best of my ability. I take responsibility to plug myself into the resources provided for me, to reach out to you when I need guidance and honor our scheduled time. In our coaching calls I will be honest, open and complete all home work in full and on time. I understand that if at any point I am not doing my part, we will reevaluate my goals and commitment ability.

New Builder Signature

Date

Your leader will take a picture of your commitment to the process and their commitment to you.

WHAT IS A BELIEF QUESTIONNAIRE?

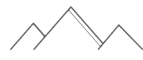


In order to believe you can succeed you need to start with an honest assessment of where you're at. Strengthening your beliefs in each of the areas one step at a time, is the goal with this assessment. Follow each of these to periodically reevaluate yourself. This will help you see progress.

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 of Young Living Essential Oils			
2. My understanding of Young Living Supplements			
3. My understanding of YL Personal Care Products			
4. My understanding of Young Living Pet Care Products			
5. My understanding of the YL business opportunity			
6. My understanding of network marketing			
7. My belief in Young Living as a company			
8. My belief in my ability to showcase the company			
9. My belief in my ability to explain the opportunity			
10. My belief in myself			

MOST EXCITED ABOUT

MY GREATEST CONCERN

	YOUNG LIVING	
	YOUNG LIVING PRODUCTS	
	YOUNG LIVING OPPORTUNITY	
	YOUNG LIVING TEAM	

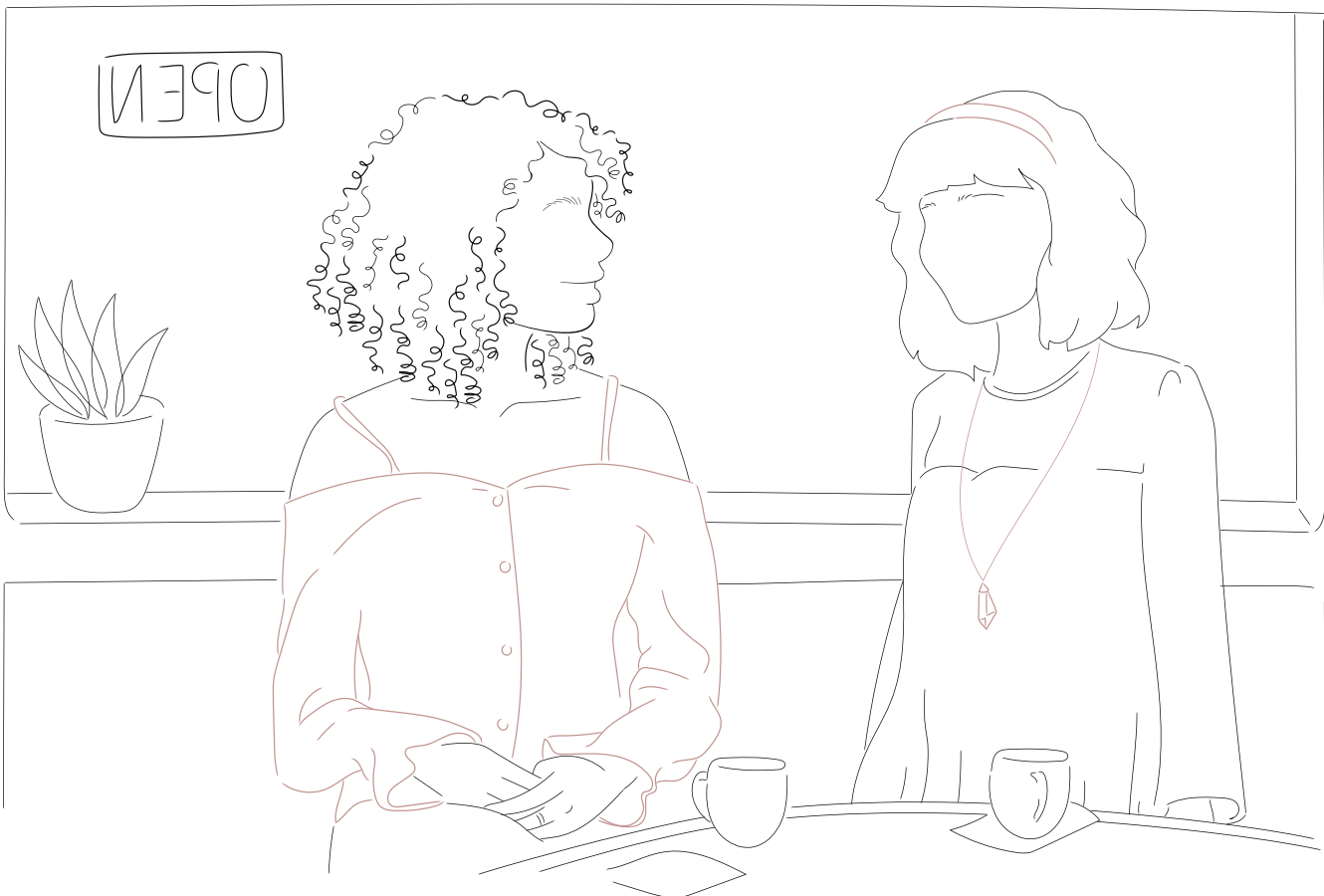
Once you have completed this questionnaire, make a copy and send to your mentor.

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 and www.crowndiamondtools.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."*

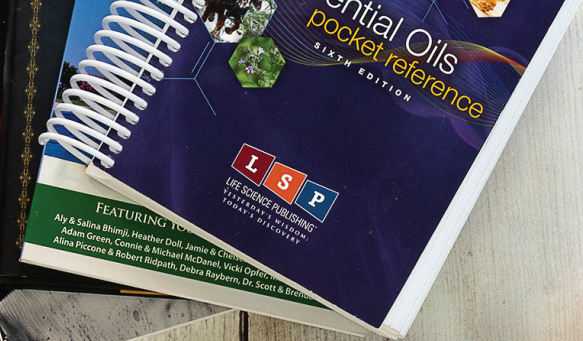
-NIDO R QUBEIN

6. Join Facebook pages: ex. EOC (Essential Oil Club).
7. Join the Young Living Training and Education Facebook page.
8. Listen to audio trainings.
9. Google to learn about ingredients and uses.
10. Check out the www.EWG.org/skindeep to learn about harmful chemicals used in most personal care and cleaning products sold.
11. Try new Young Living products. Remember, you can't strengthen your belief unless you try it! (Get "YL Go" for cheaper shipping and Essential Rewards to earn more FREE products)!



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

you are enough

BELIEF IN YOUNG LIVING AS A COMPANY AND YOUR ABILITY TO DESCRIBE AND SHOWCASE THE COMPANY:

1. Attend Convention
2. Attend a Young Living farm
3. Attend a Corporate Event (ie: YL Unite Events)
4. Get Connected to Corporate Facebook pages:
 - Young Living Training and Education page
 - Young Living Blog
5. Interview those who have been with the company a long time

BELIEF IN MYSELF

More often than not this is the number one limiting belief holding people back from success. In order to succeed at anything, you first must believe YOU can do it. If you do not, you need to borrow someone else's belief in you, until you can believe it yourself.

BOOKS TO STRENGTHEN SELF BELIEF:

1. *The Search for Significance* by Robert McGee
2. *The Power of Your Subconscious Mind* by Joseph Murphy
3. *Psycho-Cybernetics* by Maxwell Maltz
4. *How to Win Friends and Influence People* by Dale Carnegie
5. *Strength Finders* by Tom Rath

ADDITIONAL BOOKS AND RESOURCES TO HELP YOU BE THE BEST LEADER YOU CAN BE:

1. *How to Win Friends and Influence People* by Dale Carnegie
2. *Anything* by Jim Rohn
3. *iLead* podcast by Rod Loy
4. *High Performance Habits* by Brendon Burchard
5. *5 Levels of Leadership* by John Maxwell
6. *The Compound Effect* by Darren Hardy
7. *The Culture Code* by Daniel Coyle

WHAT YOU DON'T NEED

Thousands of people have achieved excellence in Network Marketing. This business is unlike any other. You don't need any credentials or degrees to be successful. It's the ultimate "level playing field" and the rules are the same for everyone. What really matters is having the desire, enthusiasm and commitment. Along with a willingness to learn and duplicate a simple system, what you need more than anything is a coachable mentality.



1. OTHER PEOPLE'S APPROVAL

Belief in yourself is key. The only approval that really matters is your own. Although not always intentional, some of the closest people to you can be the biggest "dream stealers." Quite often they're trying to be helpful, however they may know very little about the business or may never see themselves being successful. This is why you must be extremely clear about your own goals and why you're doing the business. A frequent occurrence is a spouse or significant other that may not approve of the other doing Network Marketing. Many marketers have gone on to build huge businesses on their own, and after the spouse has seen the "proof in the pudding," so to speak, they become very excited. One of the hardest things to understand is, not everyone is ready for success or willing to "roll up their sleeves and make it happen," to create a better lifestyle for themselves. Some families see the opportunity for what it is, and these marketers have lots of family and friends in their businesses. If they do join you, that's great. If they don't, it's okay, too. Either way, just know there have been thousands of individuals who have gone on to build huge organizations and become very successful, with or without family involved.



2. CHEAP ADVICE – EVERYONE HAS AN OPINION

Many times, new marketers will inevitably get advice from well-intentioned friends and family members on how to best build their business. If you want to know how to fly an airplane, you would ask an expert pilot for advice, not a plumber. The same is true for your Young Living business. Find someone in your upline who has already built a large business. Their advice will save you valuable time and help you be more successful.

3. NEED TO BE PERFECT

No one is perfect and there's no need to be perfect, or to be afraid to make mistakes. There is no such thing as mistakes, provided you are learning lessons as you go. It is extremely important to realize, you don't need to know everything about the products or compensation plan to get started. The most important thing is to just get started. As you build your business, you will be learning lessons and building the new "skill sets" needed for excellence. Your upline success team is available to assist you, every step along the way.

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. _____

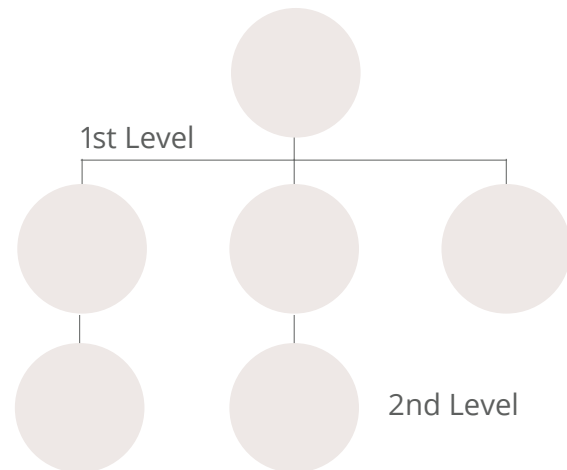
5. _____

6. _____

7. _____

8. _____

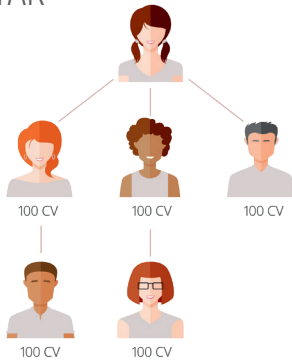
WHAT MY TEAM WOULD LOOK LIKE:



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*

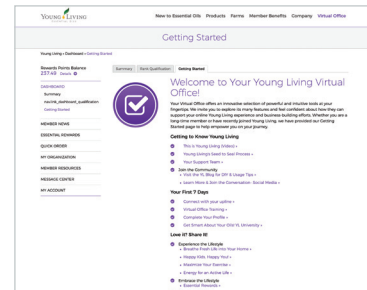
- 500+ OGV
- Avg Hours Worked = 5 per Week
- Avg Monthly Income = \$73
- Avg Annual Income = \$876
- Avg Number of Members Needed = 5 - 10
- [Silver Bound Bonus - to achieve this bonus view the rules here!](#)

*Data given here is from the Young Living 2016 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

Smart GOALS

A planning worksheet to help you reach the next level

name:

date:

Specific

What exactly do I want to do?

How will I track my progress?

Measurable

Is this realistic for me? Do I have what I need to make it possible?

Attainable

Why am I doing this? Does it matter to me?

Relevant

When will I have this completed?

Time-Oriented

DEFINE YOUR BUSINESS MODEL

What is your influence? (Things you post about/or get tagged in on social media)

What is your story? (How did you get where you are today?)

What is your message? (What is the biggest thing you stand for?)

Who are you talking to? (Target Audience)

5 Characteristics of people you want to work with:

What are you about? (List your core values)



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
- 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
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- 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

- 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

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

- 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

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

- 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

- 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.

Congratulations!

By showing the potential of your home, you have come to the top of the list of the best home sellers in your area. We are proud to have you as a member of our team. We will continue to support you in your new venture.

Scott + Sarah Klywe
Klywe Realty

vital180

FEBRUARY 2016 PV PROMO!

Scan & Share with a friend to receive a special holiday customer's gift. Share this link with your friends and family to help them get started with their new business. With your qualifying order, you can earn free bottles of Watergreen, our favorite essential oil. Free essential beauty products, and much more!

APRIL 2016 PV PROMO!

Scan & Share with a friend to receive a special holiday customer's gift. Share this link with your friends and family to help them get started with their new business. With your qualifying order, you can earn free bottles of Watergreen, our favorite essential oil. Free essential beauty products, and much more!

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YOUNG LIVING roadmap

ESSENTIAL OILS at a Glance

As the world leads in essential oils, we offer hundreds of essential oils and oil-infused products. Follow label instructions and the guide to essential oils and oil-infused products of specific, natural benefits. Whether for your home, your car, or your health, Young Living has the product for you.

Stress Away™

- Adds stress away from your mind
- Relieves stress
- Incorporates stress away from your mind
- Adds stress away from your mind
- Relieves stress
- Incorporates stress away from your mind

For more information, please contact this Young Living member:

Young Living's research has allowed us to create unique creations offer a comprehensive approach to wellness, even more of nature's precious gifts. Find out more at YoungLiving.com

WANT TO CHANGE NO MORE

READ MORE ART MORE ART BIBLE STUDY

ARTISTIC

SOUL PRAYER

STOP DOING NO MORE

WANT TO CHANGE NO MORE

READ MORE ART MORE ART BIBLE STUDY

ARTISTIC

SOUL PRAYER

STOP DOING NO MORE



Belief Questionnaire

Statement	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					
I understand the Young Living business model.					



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.



PRO TIP: LEARN ABOUT THE COLOR PERSONALITIES

Visit www.vital180.com/color-quiz to take the quiz for yourself. We also have some education about the 4 color personalities, common traits and best ways to communicate to them!

ESSENTIAL FOCUS

“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?

"The future depends on what you do today."

-MAHATMA GANDHI



WHAT DON'T YOU WANT IN YOUR LIFE

Take some time to think here. Not just superficial thoughts, but really putting deep thought into both the big and little things that aren't moving you forward in life. What things make you feel unhappy, unfulfilled, unsatisfied, not energized, unmotivated and/or lack purpose. Just because the chart goes to 18 doesn't mean you have to stop there either.

- | | |
|----------|-----------|
| 1. _____ | 10. _____ |
| 2. _____ | 11. _____ |
| 3. _____ | 12. _____ |
| 4. _____ | 13. _____ |
| 5. _____ | 14. _____ |
| 6. _____ | 15. _____ |
| 7. _____ | 16. _____ |
| 8. _____ | 17. _____ |
| 9. _____ | 18. _____ |

Now go back over this list, thinking carefully about each item. Notice your feelings and sense of importance about each one. Select the few items, no more than 5 or 6, that are the most important not to have in your life. Place an asterisk after your selection to identify it.

WHAT DO YOU WANT IN YOUR LIFE?

As before, using the space below, list everything that you do want in your life. Look at what your deepest don't-wants tell you about what you really do want. Focus on what makes you feel happy, fulfilled, satisfied, energized, motivated and purposeful. Avoid the superficial and the material, focusing on the deeply satisfying, profoundly rewarding life experiences. Again, don't think too much about it, just write as many as you can.

- | | |
|----------|-----------|
| 1. _____ | 10. _____ |
| 2. _____ | 11. _____ |
| 3. _____ | 12. _____ |
| 4. _____ | 13. _____ |
| 5. _____ | 14. _____ |
| 6. _____ | 15. _____ |
| 7. _____ | 16. _____ |
| 8. _____ | 17. _____ |
| 9. _____ | 18. _____ |

As before, go back over your list, thinking carefully about each item. Again, notice your feelings and sense of importance about each one. Select the few items, no more than 5-6, that are most important and rank them from most to least important. Indicate the most important items with asterisks. Then place a number in front of each selected item to indicate its priority.

WHAT ARE YOUR PRIORITIES & WHAT'S IN YOUR WAY?

GET A JOURNAL AND
USE IT TO ANSWER
THESE QUESTIONS!

In order of importance, list the elements you want in your life. Think carefully about each of them, and write down what, if anything, is keeping you from them. Always give special thought to self-imposed limitations.

IMPORTANT THINGS YOU WANT IN LIFE	ROAD BLOCKS AND LIMITING BELIEFS	LIMITING BELIEF SOLUTIONS
<hr/>	<hr/>	<hr/>
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<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>



WRITE YOUR OWN EULOGY

GET A JOURNAL AND
USE IT TO ANSWER
THESE QUESTIONS!

Years from now, after a happy and fulfilling life, you are given the opportunity to write the eulogy that will be given at your memorial service. Assuming you have lived the life you want from this point onward, what will your eulogy say? Use your journal for this piece as well. What this should not be... a two to three sentence description. What this should be... a minimum of a full page worth of thoughts and desires.

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



VISION, VALUES & CULTURE

Now that you know your Essential Focus, you are able to refine or create your clear vision, values and culture.

WE ALL NEED A VISION

A vision tells us where we are going!

What is your vision? _____

WE ALL HAVE VALUES

Values are our behaviors that get us where we're going. We spend the most time on things in our life that we value (values can change, especially for the different seasons of our life.)

Values are how we live, who we are (DNA).

What are your values?

WE ALL NEED CULTURE

Culture is the "chemistry" of the people who possess the same values. Your culture is created by a dynamic group of similar people. Group culture is one of the most powerful forces on the planet and possess 3 key elements:

- 1) Builds Safety- generate bonds of belonging
- 2) Shares Vulnerability- share stories and trials to build trust between each other
- 3) Establishes Purpose- tells how narratives create shared goals and values

What kind of culture do you want to cultivate? _____

Your only limit...

THE VALUES THAT DRIVE US AND VITAL180

1. BE INSPIRED, BE INSPIRING

- How do you “fill” yourself up? Do you read?
- What YL products do you love? If they have inspired you, inspire others!
- Share what inspires you on social media - it’s not about being “salesy,” it’s about sharing your lifestyle and attracting others that may want to have the same experiences.
- Share on social media other things that inspire you. If you can inspire others, a strong attraction for them to follow you develops.
- Take time to write “your story” and share it with others.
- Readers are leaders, learners are earners, and those that apply what they know: EARN!
- Celebration of these helps maintain and build momentum in your business!

2. BUILD TRUST THROUGH COLLABORATION (SAFETY)

- Successful people work well with others.
- Work on values/skills, role play and practice together, get frustrated and overcome things TOGETHER.
- Put events on together - everyone has a part to play.
- Include more people... include your people.
- Ask your team more questions - where are they stuck and involve them in solving problems.
- Your ego is not your amigo here. Remember, none of us are as smart as all of us!

3. BE A GOOD TEACHER AND A BETTER STUDENT (SHARE VULNERABILITIES)

- If you wish to really know something - teach it! Get the info and teach, teach, teach.
- Read - learn how to build stronger relationships.
- If you are STUCK - you are NOT in ACTION - getting to work will help to get you UNSTUCK.

4. THINK LIKE AN ENTREPRENEUR, BE RESOURCEFUL (ESTABLISH A PURPOSE)

- Entrepreneurs teach, push and challenge people to learn, and they don’t see road blocks. If there is no map or immediate answers, they find one or improvise.



5. SEEK SIMPLICITY - “ALBERT EINSTEIN”

- Connect, share, and follow up - in essence: BUILD RELATIONSHIPS.

6. CHALLENGE YOURSELF AND CHALLENGE OTHERS

- If you are comfortable you are not growing. You are actually allowing others to catch you, and they will soon pass you.
- Comfort leads to becoming irrelevant.

7. BE A COMMUNICATOR NOT AN EDUCATOR

- Communicators take something complex and make it simple.
- Educators take something simple and make it complex.

NOW... LET'S MAKE IT HAPPEN

To grow: undergo natural development by increasing in size and changing physically; progress to maturity.

One constant in life... growth is never the same for any two people or things. Just as some children grow physically faster than others, personal growth and professional maturity also happens at different times for different people and is usually very situationally dependent. Depending on nutrition, some may grow faster than others. Those in an environment rich in knowledge and insight, will typically experience faster personal growth. Likewise, when a farmer plants seeds in the spring, does he harvest the fruits of his labor within the first month? Of course not, he must first take the time to nurture and cultivate the crop, making sure there is adequate nourishment and weeds are kept at bay. This hard work allows for the crop to mature and flourish, so when it comes time to harvest, he is able to maximize all the seed that was planted, and his hard work is rewarded.

As you grow your Young Living business, much like the farmer, you are planting seeds (sharing), cultivating (growing), all in hopes of a bountiful harvest down the road. The importance of growth, however, is not just for the seeds you have planted (people you have shared with and/or enrolled), but more often than not, it is for yourself. The only way your team will grow, is if you the leader, are growing yourself. There is no such thing as standing still, everything is always moving...it's up to you whether your movement in life is going to be forward or backward, but remember, the pace you want to grow, along with the goals and actions to get you there, are set by you and no one else.

This guide was created to jump start the growth process needed to continue moving forward in your business, but in reality, the personal growth will affect all areas of your life in a positive transformative way.

Your Vital Leaders



CAN YOU PICTURE IT?

1 SUPPLEMENTING YOUR INCOME

- Earn \$1,300-\$6,000+/month*
- Share Young Living regularly by teaching classes & one-on-ones.
- Show 3+ people how they can earn their products for FREE.
- Develop leaderships skills through personal growth.
- Realize the ability to travel, learn & grow as a write off.



"Growing a Young Living business is a blessing on many fronts. Not only do we have numerous richer relationships, the financial blessings are far above what we ever imagined. Together, we have not only replaced and surpassed two career level incomes but we now have the privilege of working together from home, building our own dreams instead of building someone else's."

-ROBYN & RANDY MURRAH












2 REPLACING THEN MULTIPLYING YOUR INCOME

- Earn \$5,000-\$90,000+/month*
- Consistently share Young Living.
- Empower others to do what you've done.
- Become someone who inspires others to improve their life
- Foster 4-6 people to reach their dreams.
- Live in your passion & natural giftings.

**Average monthly earnings - Earnings are based on performance.*

YOUNG LIVING ADVANCEMENT MAP

RANK		STRUCTURE	AVG TIME SPEND/INCOME	BUILDING PLAN	VITAL GROWTH
1. EARN YOUR YOUNG LIVING PRODUCTS FREE	Associate	100 CV Associate	Avg # Members Needed: 1	Associate Plan Try new products	Share products you love with others
	STAR	 Star + 500 OGV	15 months to achieve \$77 month \$924 annual Avg # Members Needed: 5 - 10	Star Plan Host classes and/or one-on-ones & enroll 3 on Premium Starter Kits & Teach how to share.	Share your new found passion
	SENIOR STAR	 Senior Star + 2,000 OGV	22 months to achieve \$240 month \$2,880 annual Avg # Members Needed: 35 - 50	Senior Star Plan Support 2 or more distributors to achieve Star & other orders	Show others how to share the same passion
2. SUPPLEMENT YOUR INCOME	EXECUTIVE	 Executive 1k+ 1k+ 4,000 OGV	29 months to achieve \$514 month \$6,168 annual Avg # Members Needed: 95 - 250	Executive Plan Support 2 builders to Sr Star & 2 builders toward Executive	Begin duplicating yourself and actions, learning the power of follow-up
	SILVER	 Silver 100 PV 4k+ 4k+ + 1,000 PGV 10,000 OGV	36 months to achieve \$2,227 month \$26,724 annual Avg # Members Needed: 350	Silver Plan Support 2 builders to Executive	Refining the skill of helping others see the potential of this business
	GOLD	 Gold 100 PV 6k+ 6k+ 6k+ + 1,000 PGV 35,000 OGV	54 months to achieve \$6,067 month \$72,804 annual Avg # Members Needed: 750	Gold Plan Empower 3 leaders to Silver, 1 to Executive & 3 to Star	Improving your ability to empower others and not doing it for them
3. REPLACE & MULTIPLY YOUR INCOME	PLATINUM	 Platinum 100 PV 8k+ 8k+ 8k+ 8k+ + 1,000 PGV 100,000 OGV	63 months to achieve \$15,324 month \$183,888 annual Avg # Members Needed: 2,140	Platinum Plan Empower 2 leaders to Gold, Support 2 builders to Silver, 1 to Executive & 3 to Star	Developing and mentoring key builders in leadership
	DIAMOND	 Diamond 100 PV 15k+ 15k+ 15k+ 15k+ 15k+ + 1,000 PGV 250,000 OGV	75 months to achieve \$39,566 month \$474,792 annual Avg # Members Needed: 5,400	Diamond Plan Empower 1 leader to Platinum, 4 to Gold, support 1 builder to Silver & 2 to Sr Star	Beginning the full transition from working "in your business" to working "on your business"
	CROWN DIAMOND	 Crown Diamond 100 PV 20k+ 20k+ 20k+ 20k+ 20k+ 20k+ + 1,000 PGV 750,000 OGV	83 months to achieve \$74,188 month \$890,256 annual Avg # Members Needed: 16,000	Crown Diamond Plan Empower 2 leaders to Diamond, 3 to Platinum, 1 to Gold & support 1 builder to Silver	Guiding your golds and above into full leadership mindset and mastering the "tough conversations"
	ROYAL CROWN DIAMOND	 Royal Crown Diamond 100 PV 35k+ 35k+ 35k+ 35k+ 35k+ 35k+ + 1,000 PGV 1,500,000 OGV	106 months to achieve \$152,377 month \$1,828,524 annual Avg # Members Needed: 32,000	Royal Crown Diamond Plan Mentor 1 to Crown Diamond, empower 1 to Diamond & empower 1 to Gold	You have arrived! Understanding your work hasn't ended and learning how to manage your empire

*Each level builds on the last. This is only an example. Average time spent & monthly income based on 2021 Young Living income disclosure statement.



CREATING A FOUNDATION

*Through May 31, 2021 the existing requirement of 100 PV applies for all ranks. Effective June 1, 2021 Customer Volume (CV) will be required for qualification below Silver Rank, and Personal Volume (PV) for Silver Rank and above.

QUALIFICATIONS	ASSOCIATE	STAR	SENIOR STAR	EXECUTIVE
CUSTOMER VOLUME (CV)*	100*	100*	100*	100*
OGV		500	2,000	4,000
LEG (VOLUME PER EACH LEG) OGV				2 @ 1,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES			
LEVEL 1	8%	8%	8%	8%
LEVEL 2	5%	5%	5%	5%
LEVEL 3		4%	4%	4%
LEVEL 4			4%	4%
LEVEL 5				4%

ADDITIONAL EARNING OPPORTUNITIES

FAST START BONUS

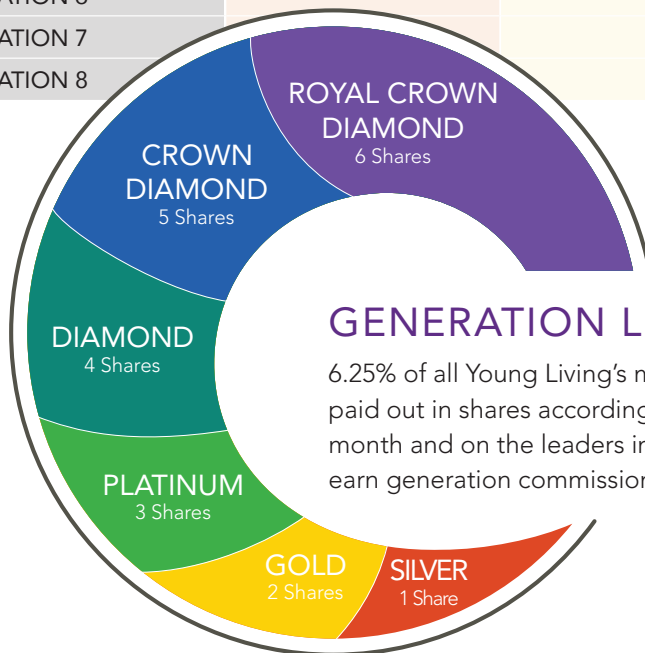
- Earn a generous 25% bonus, up to \$200 each, on your new, personally enrolled customers' orders during the first three calendar months!
- Second-level enrollers earn 10%, up to \$80 each, on the newly enrolled customers' orders described above during the same time period!

BUILDING YOUR BUSINESS

QUALIFICATIONS	SILVER	GOLD	PLATINUM
PERSONAL VOLUME (PV)*	100*	100*	100*
OGV	10,000	35,000	100,000
LEG @ OGV	2 @ 4,000	3 @ 6,000	4 @ 8,000
PGV	1,000	1,000	1,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES		
LEVEL 1	8%	8%	8%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

GENERATION COMMISSION PERCENTAGES			
PERSONAL GENERATION	2.5%	2.5%	2.5%
GENERATION 2	3%	3%	3%
GENERATION 3	3%	3%	3%
GENERATION 4		3%	3%
GENERATION 5			3%
GENERATION 6			
GENERATION 7			
GENERATION 8			



GENERATION LEADERSHIP BONUS

6.25% of all Young Living's monthly commissionable sales is paid out in shares according to the rank you achieved for the month and on the leaders in your organization on which you earn generation commissions.

DEVELOPING LEADERS

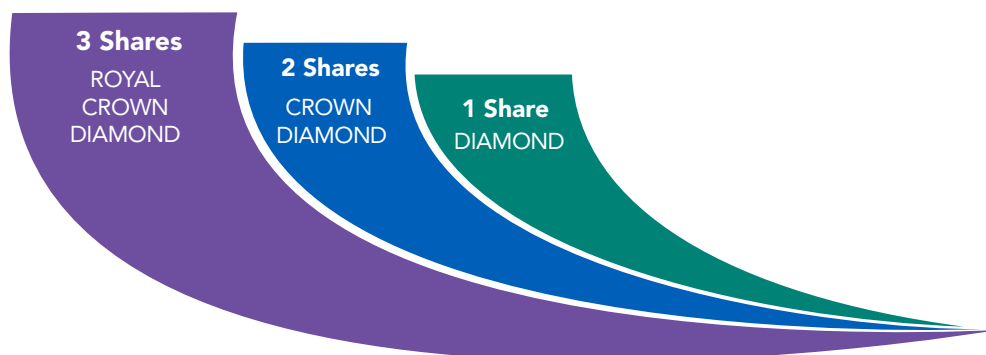
QUALIFICATIONS	DIAMOND	CROWN DIAMOND	ROYAL CROWN DIAMOND
PERSONAL VOLUME (PV)*	100*	100*	100*
OGV	250,000	750,000	1,500,000
LEG @ OGV	5 @ 15,000	6 @ 20,000	6 @ 35,000
PGV	1,000	1,000	1,000

COMPENSATION	UNILEVEL COMMISSION PERCENTAGES		
LEVEL 1	8%	8%	8%
LEVEL 2	5%	5%	5%
LEVEL 3	4%	4%	4%
LEVEL 4	4%	4%	4%
LEVEL 5	4%	4%	4%

	GENERATION COMMISSION PERCENTAGES		
PERSONAL GENERATION	2.5%	2.5%	2.5%
GENERATION 2	3%	3%	3%
GENERATION 3	3%	3%	3%
GENERATION 4	3%	3%	3%
GENERATION 5	3%	3%	3%
GENERATION 6	3%	3%	3%
GENERATION 7		3%	3%
GENERATION 8			1%

DIAMOND LEADERSHIP BONUS

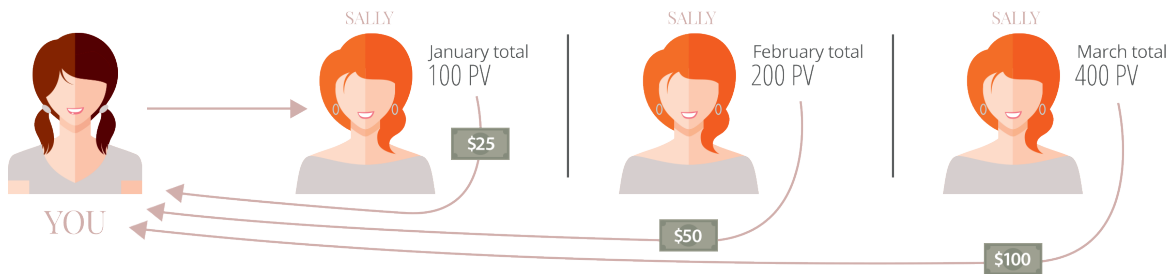
Young Living pays 0.5% of the monthly commissionable sales in shares to Diamond leaders as a reward for helping to build Young Living worldwide.



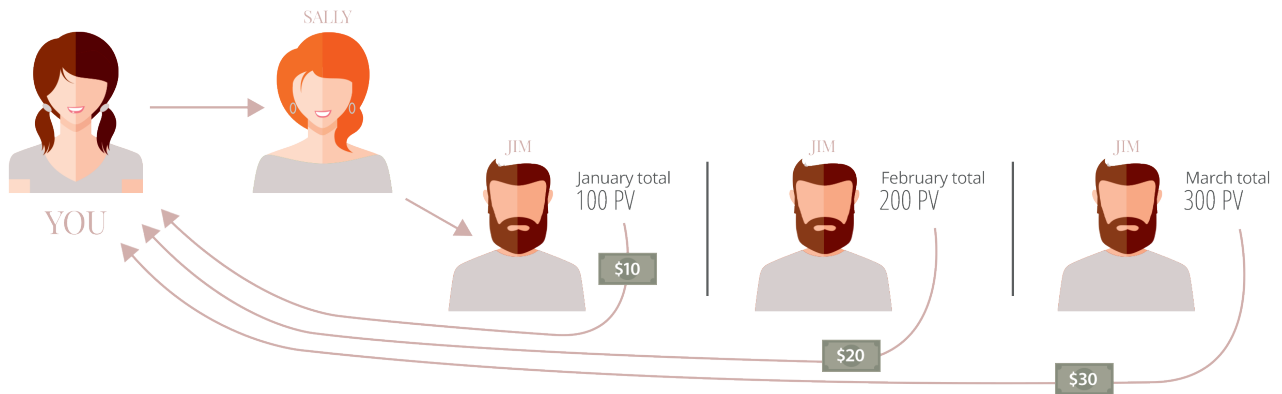
BENEFITS OF SHARING

1 FAST START BONUS

Part 1: This part of the bonus pays you 25% of the CV for those you have personally enrolled, for month 1, 2 and 3 of their enrollment.



Part 2: The bonus pays you 10% of CV for teaching those you have enrolled how to share.



"Today is your opportunity to build the tomorrow you want."

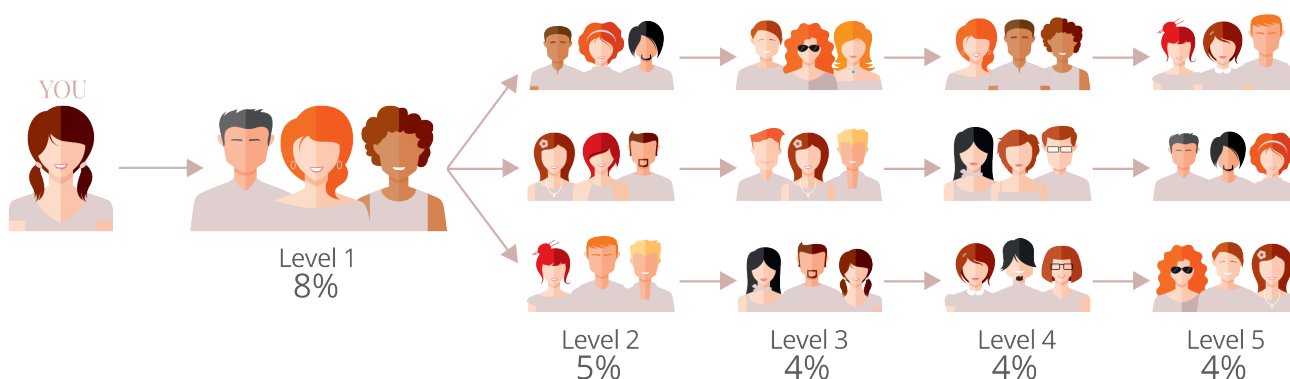
- KEN POIROT

2 RESIDUAL INCOME

If we only had a dollar for everyone that started out saying, "I'll never do this as a business, I just want to earn my product for free," and now find themselves replacing an income.

If you start sharing and your initial desire is to simply earn your product for free, that's great! However, as you continue to share, your enroller should be watching and advising you on where you're placing people. If they're not, we want you to be aware of why that is important at this stage.

- At any rank, you have the ability to earn a percentage of the sales in your organization, this is called "unilevel commissions".



Remember, if you have any questions, please contact the person who introduced you to Young Living for clarification. No question is a bad question, and chances are they have heard it before... a few hundred times.

Want more details?



Scan QR Code



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? _____

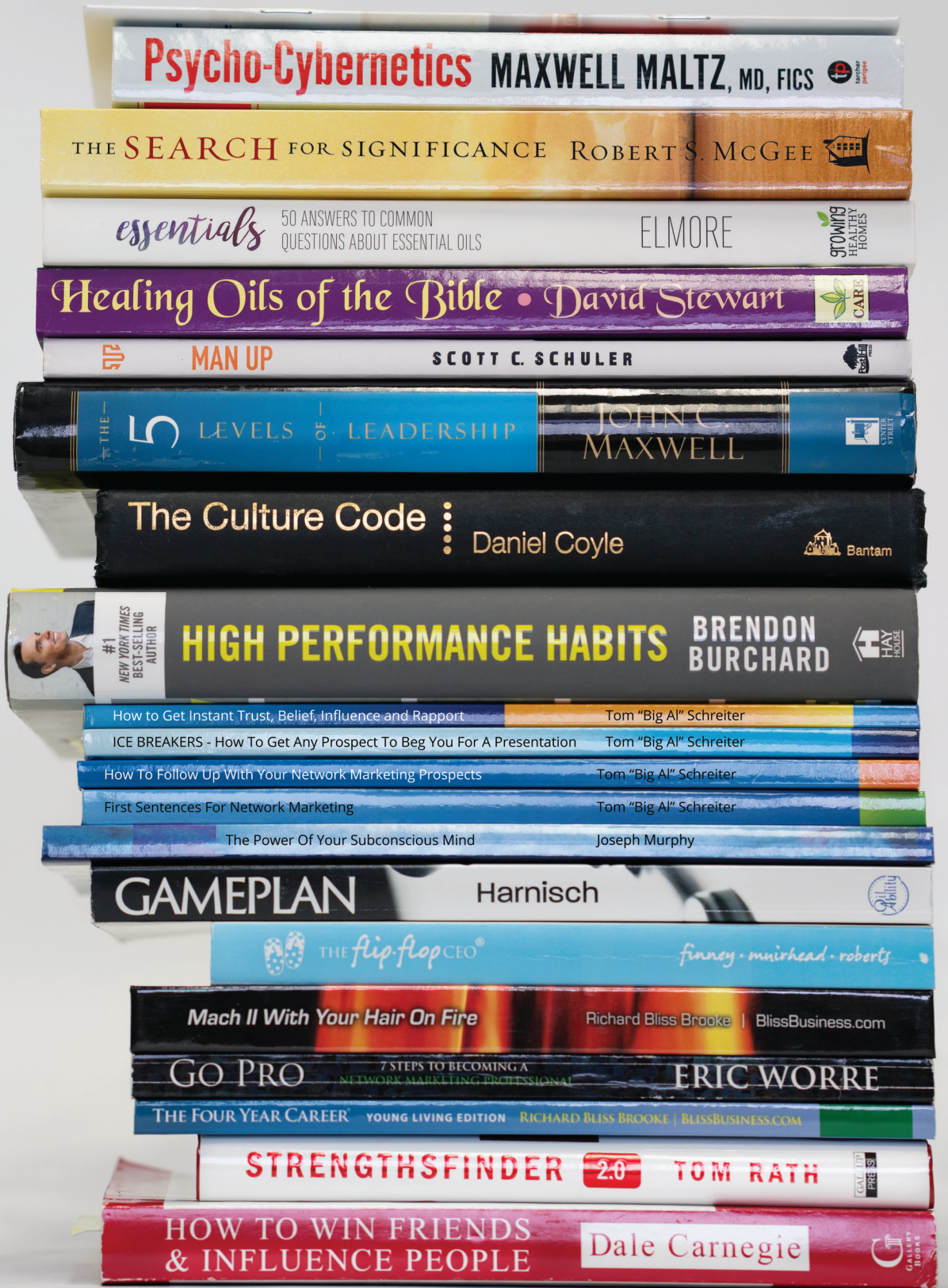
Now? _____

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.

RECOMMENDED READING LIST

For you to stretch and grow.



SHARE YOUR VITALITY



When you fall in love with something, you can't help but gush to your friends about it. If you make an amazing discovery, you want others to revel in your excitement. And when you experience something truly transformative, you want to tell everyone you know.

Sharing your love of Young Living, the Vital 180 way, is a full circle experience. You share what you love with others, but here, you get the opportunity to earn rewards while continuing to explore continue to explore the benefits of Young Living.

Vital Experiences: What some Vital 180 team members have to say about sharing Young Living...



"Have you realized you can change the economy of your country, one family at a time?" Gary said Those words to us and they represent the possible outcome of combining doing what you love, helping people to achieve their dreams while growing in every aspect of your life. If YL has changed our lives in so many ways, it is impossible not to share this opportunity and inspire others to find their path to wellness, purpose and abundance."

- FRANCIELA MADRID & JUAN AREVALO

"Being part of Young Living has truly been a blessing for our family. It has provided both of us with the opportunity to work from home, while giving us amazing products that we can use to support our health, while building a business that leads us to financial freedom. With no longer being tied to "jobs" it has gifted us with the ability to be more present with our family, while pursuing bigger dreams that used to feel so far out of reach."



- CALEB & HOPE WILKINS



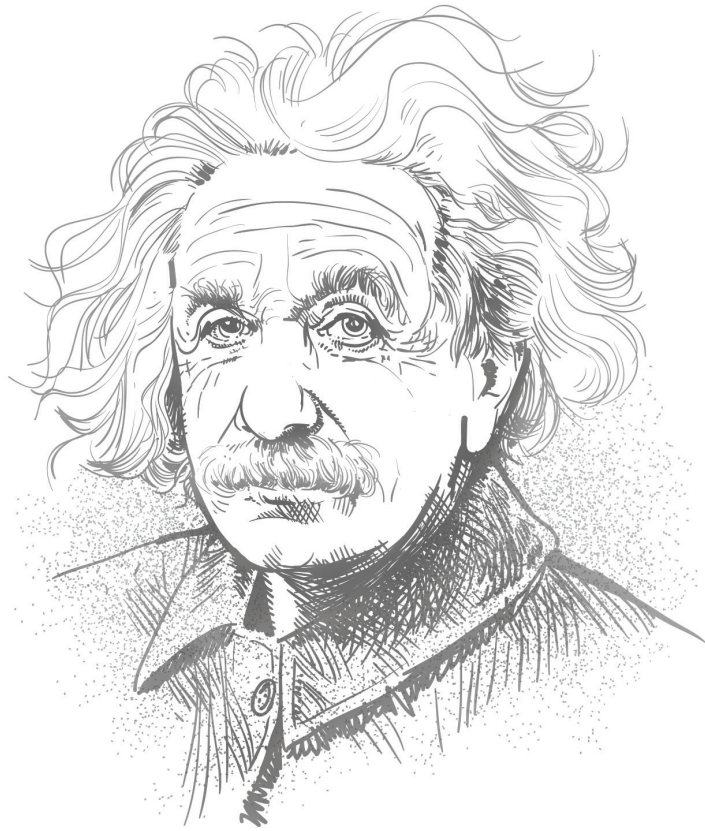
"My Young Living business has been the biggest surprise blessing of my life! I didn't really intend to build a business in the beginning but soon had a business on my hands through simple, authentic sharing. Now, over five years later, my business has become a source of joy for my family and given us the ability to dream again. Through Young Living we have made new friends and connected with old ones, we've travelled to new places, and I have more than doubled my full-time nurse salary by working from home on something I absolutely adore! This journey has been the most unlikely answer to some very fervent prayers and I am so grateful I said, "Yes!""

- ASHLEY BALDWIN

SHARING: LET'S KEEP IT SIMPLE

"If you can't explain it simply, you don't understand it well enough."

- ALBERT EINSTEIN



1 CONNECT

Meet and take a genuine interest in new people. Ask questions and listen. Find out what is important to them, what they value. If you don't like meeting new people, there's a good chance you may be in the wrong business.

2 SHARE

Share your story and introduce the product. If you can, give people you meet an experience with a Young Living oil or product. If you don't have any product with you, sharing an experience of your own or someone you know will help them recognize the benefits of Young Living.

3 FOLLOW UP

After you've shared a product or experience with someone, follow-up to see what they thought of it. Invite them to a group presentation, meet one-on-one, call, text or message on social media. Following up shows you care, so choose a method and be consistent.



SHARING DO'S & DON'TS

CONNECT

Do look for a way to enrich someone's life with what Young Living has to offer.

Don't try to "sell" a person Young Living after you've only just learned their name.

Do look for a way to be of service, think W.I.F.T. (what's in it for them).

Don't think W.I.F.M. (what's in it for me).

Do ask if they are interested in enhancing their health or financial situation, then intentionally listen to what they have to say.

Don't do all the talking - by dominating the conversation you won't know how to serve.

Remember—life is all about relationships, the rest is just details.

SHARE

Do pre-qualify by asking if they've had any experience with natural alternatives, essential oils or Young Living.

Do share your own experience/s.

Do share a sample or give an experience. If you do this, make sure to give clear instructions on the do's and don'ts of the specific oil or product.

Do have fun! Keep it lighthearted. It shouldn't be a biochemistry seminar—unless you're talking to a biochemist.

Don't be pushy—if they change the topic, graciously accept it as a no and continue the conversation.

Do give them your contact information and ask them for theirs. If it is a brief encounter, they may think of questions and want to contact you later.

FOLLOW-UP

Do follow-up—preferably a phone call within 24 hrs to find out about their experience (if they have not called you already).

Don't leave them hanging. Ask and answer questions about their experience (i.e. Have you ever experienced anything like that before? Did you think that was possible? What questions do you have for me?).

Do invite them to a group gathering or more in depth one-on-one... Don't forget, if they would like to enroll right on the spot, you can do that too.

Continue to inspire by sharing additional Young Living and Vital 180 experiences.

Ask permission and by what method they would prefer a reminder call or text (not email) prior to the class.

Send invites for upcoming events via Facebook, text, email, postcard, etc...

HOW TO COMMUNICATE

Don't over think this! It's all about building relationships with people. Whether that's in-person or over Facebook, it's all the same! The platform doesn't matter. You're building trust and rapport with someone. Some people are introverted and talking on the phone or in person is scary. But, you must also be willing to adapt to what they need as well!



FACEBOOK
INSTAGRAM
PHONE CALL
TEXT
BELLY-TO-BELLY
TV
RADIO
BLOG
EMAIL
PODCAST
MESSENGER
FACETIME/ZOOM/SKYPE
MAIL
GET-TOGETHERS
TRADESHOWS



AT THE END OF THE DAY, IT'S JUST PEOPLE TALKING TO PEOPLE.

CONNECT & SHARE

How do you talk to people and get them to say YES to take a look, come to a class or try a product? Well, first we need to understand there are different personalities and we all hear things differently. This is just one model.

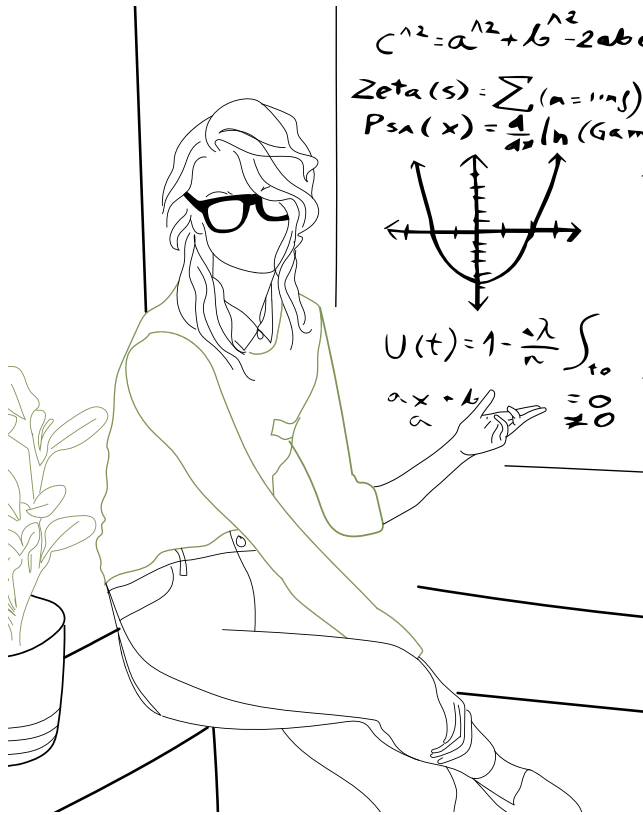
*"It's not just what you say that stirs people.
It's the way that you say it."*

-WILLIAM BERNBACH

This model revolves around four colors. Each color corresponds to a different personality, and each personality has different traits that set them apart from the other colors. The real skill is speaking to them in their color, so they actually HEAR and LISTEN to what you say. If they like what they hear, they are more likely to commit and join you.

Pro-Tip: Don't get hung up on a specific color's characteristics to define you completely. Understand you will display different color characteristics during different situations and interactions. It's ok and actually healthy to do so. Figure out your color personality at: vital180.com/color-quiz





Green

Motto: Is there really such a thing as too much information?

Occupation: Accountant, engineer, research

Voice: Normally soft and polite but can come across harsh or non-feeling, being too factual.

Dress: Can be formal to disheveled but usually conservative. Always thinking function over fashion.

Strengths: Organized, planner, accurate, persistent, follow through

Challenges: Over analytical, hard to please, comes across cold

Key words: WHY, charts, research, exactly, possibly

Dislikes: Pushy people, no facts, being late

Yellow

Motto: I just want to help people!

Occupation: Teacher, nurse, counselor, therapist

Voice: Soft and gentle

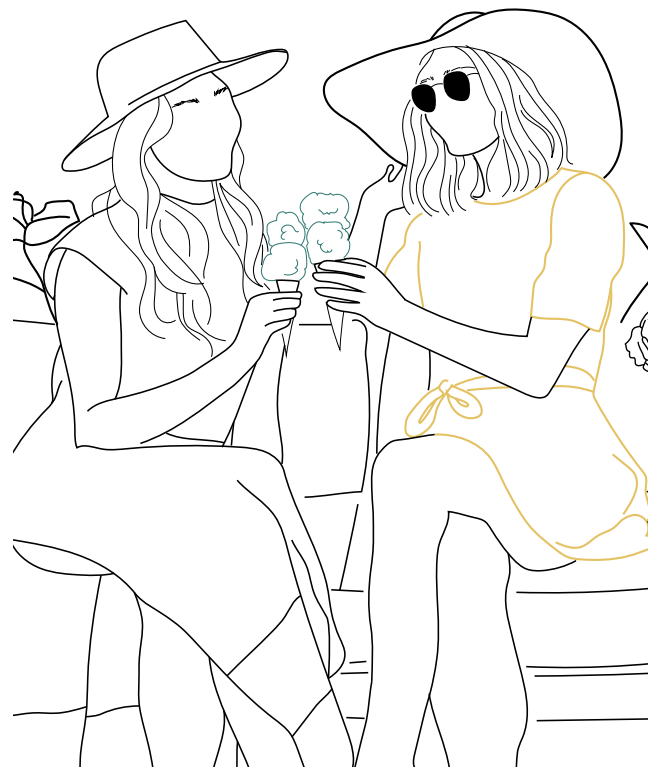
Dress: Conservative, casual and comfortable

Strengths: Dependable, team player, patient, supportive and nurturing

Challenges: Over-sensitive, follower, not goal oriented

Key words: Team, together, relationship, family, helping

Dislikes: Pushy people, bullies, conflict



Blue

Motto: There is no such thing as too much fun!

Occupation: Sales, entertainment, public speaking

Voice: Loud, fast and cheerful

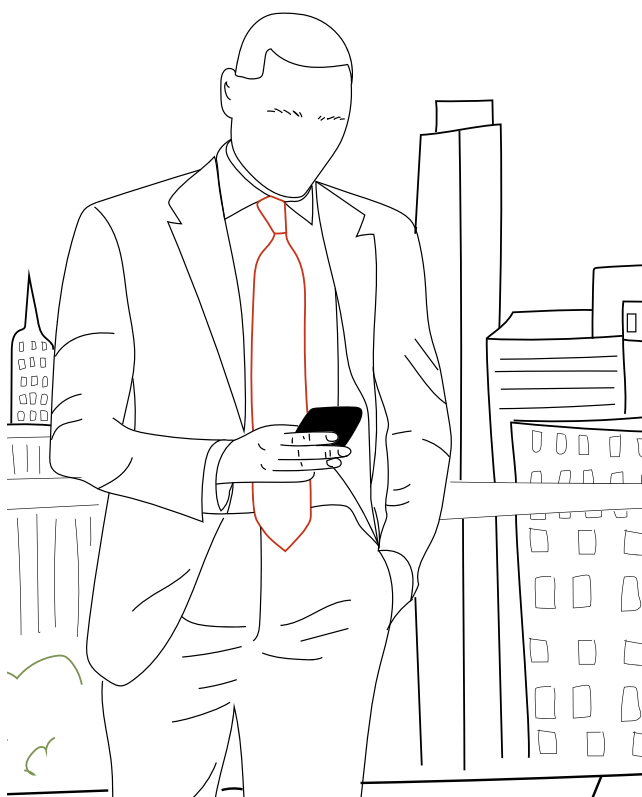
Dress: Target or Nordstroms they still look put together

Strengths: Promoter, convincing, enthusiastic, creative

Challenges: Talk too much, poor saver, poor follow-up, unorganized, exaggerates

Key words: Fun, excitement

Dislikes: Not having fun, facts and figures, being alone and accountability.



Red

Motto: Get it done

Occupation: CEO, attorney, pilot, military colonel

Voice: Forceful with volume, although typically calm not afraid to get loud

Dress: Secure in whatever they wear, but whether casual or professional, it's sharp.

Strengths: Focused, goal oriented

Challenges: Ego, short-tempered, impatient

Key words: Money, power, get to the point, bottom line

Dislikes: Indecision, chit-chat, losing control, and laziness

SO HOW WOULD YOU INVITE EACH COLOR TO TRY A PRODUCT?

YELLOW:

Hello, _____. Could you help me out? I have heard people are having great results with Young Living's Acne treatment. You've stated how frustrated you've been with all the products you've tried for your acne. Would you be willing to try it and let me know what you think?



GREEN:

I've been having great results in my after-workout recovery since I started adding Young Living's AminoWise (It wouldn't take much to add any number of products like Nitro, NingXia Red, Zyng or even Oils to this script) to my regimen. I know you hit the gym on a regular basis and like to research why things work...you up for a challenge? I'd love to know what you think.

BLUE:

This would be for someone on your team

Hello, _____. I know with you having kids in the "acne age range," you know of other parents struggling to find something that works yet is safe, right? Since you are kind of the Pied Piper of parties and you can make anything seem fun... If I get the samples, do you think you could find 5 people to give it a try and give us feedback?

RED:

Hello, _____. Everyone knows, as men the older we get it can be a struggle to keep the stamina and energy up. Not going to beat around the bush here... I've been seeing all of that improving since I started taking Young Living's PowerGize on a regular basis. You up for the challenge?

A NEWBIE:

Everyone knows it's no fun as a parent when we are unable to help our child with a struggle. Even a physical struggle can affect them emotionally. I couldn't wait to share something that I think may help. Can I show you something that could really help your son/daughter gain their confidence back? (This script was written for acne but can be used with almost anything YL).



HERE'S HOW EASY IT REALLY IS.

The description below is taken right from Young Living's website.

"A fresh, clear complexion is yours with the help of Young Living's Maximum-Strength Acne Treatment. Naturally derived, maximum-strength salicylic acid from Wintergreen helps clear acne blemishes, pimples and blackheads; but its plant-based powers don't stop there! Tea Tree essential oil helps cleanse your skin, while Manuka oil reduces the appearance of blemishes.

Some acne treatments leave skin feeling tight and dry, but with the addition of aloe and chamomile extracts, Young Living's Maximum-Strength Acne Treatment fights blemishes while keeping skin soft, smooth and moisturized. Finally, a powerful acne treatment that's gentle on your skin!"

Then you can share more information by googling more of the ingredients. Greens love information- send them to the resources. It may take 13+ connections with a Green before they enroll. But, once they enroll, they are a customer or distributor for LIFE!

HOW WOULD YOU INVITE EACH COLOR TO COME TO AN EVENT OR CLASS?

YELLOW:

Hello, _____. I am so in need of your help. I am teaching a new class I put together. Could you please come and let me know what you think? I would love your feedback on how it makes you feel.

BLUE:

Hello, _____. I am so excited! I am having a group of new people over that I know you would absolutely love and click with, too! It would be so fun for them to hear your story, I think it would be so impactful for them. Plus, it would mean so much to me... you are always the life of the party!

GREEN:

Hello, _____. I know you have been researching health and wellness. I'm pretty sure we have come across a few things that would interest you. We are having a meeting on _____ to learn more about how essential oils, how they work and can help to maintain optimal health. I know how much you love good information and I value your opinion. Could you please join us? I could really use your judgment on whether or not I give enough facts and technical information for people to make their own decision.

RED:

Hello, _____. I know for you, health and wellness ranks right up there with income growth and opportunity! This may or may not be a fit for you, but I value your opinion and would appreciate if you would attend a brief introduction to see if it's worth looking at further.



EUCALYPTUS

RAVENSWOOD

TANGERINE

YOUNG & LIVING
CITRUS FRESH

100% Pure, Therapeutic
Essential Oil Blend
0.17 fl. oz. (5 ml)

YOUNG & LIVING
PEACE & CALMING

100% Pure, Therapeutic
Essential Oil Blend
0.17 fl. oz. (5 ml)



7 SKILLS TO BEGIN TO DEVELOP

1: CONNECTING WITH OTHERS WHO:

- Might be interested
- Are the type of people you want to be around
- They will work well with others on your team because their skills and personalities fit together well.

2: SHARE

- Invite people to look at YL products or business opportunity
- Get to know people looking for their wants and needs to see who would be a good fit with your team
- Share your passion and lifestyle on social media (attraction marketing)
- Invite people to in-person or online classes
- Invite people to watch a YL video (ex: YouTube) link you send them
- Invite people to try a YL product
- Invite people to a fun gathering, not YL related, to get to know them better
- Invite people to send you referrals
- Invite people to a Facebook group for prospects

3: PRESENTING

- How will you excite the people you are connecting with?
- Will you play YL bingo? Make it fun
- A power point presentation?
- Use Teaching Kits off of vital180.com/sharing-tools/teaching-kits/ to host classes
- Teach Lucy Libido classes using script
- Getting together one on one showing someone the YL website and things that interest them
- Some people just share their excitement for various products and enroll people that way and never teach a class
- Facebook online classes
- And so many more ways.... get creative and have fun with this

You only fail when you stop trying

4: FOLLOWING UP

- How will you stay connected to the people in your life? You will want to use a calendar or a Contact Relationship Manager (CRM) to stay in touch
- Keep track of people's interests, their wants and needs. If you find something that interests them, you have a great reason to follow up, which helps build the relationship
- Who doesn't love someone remembering things about them and things they love
- Gratitude cards
- Do they know how to use their oils
- Do they know where to get educational materials from places like: www.discoverlsp.com
- Text educational things like: a YL blog post, a YL you tube video, a personalized video or audio message
- Educational emails: are they in a "drip" campaign to learn more
- Call to ask for referrals if they are not interested
- Discover their "WHY" (PDF on www.vital180.com/education-category/worksheets/)
- Follow up to schedule classes, in person or online
- Newsletters
- Share Sways

- Be a product of the product (use your smart phone- show your team how you use the products and why)
- Help your people learn more about themselves: Be curious and use tests like: www.16personalities.com or www.gallupstrengthscenter.com or www.thediscpersonalitytest.com or tests.enneagraminstitute.com (the test for \$12 is the best value here) or www.high5test.com
- Recognition: recognize and celebrate with people who enroll their 1st person, advance to the next rank, enroll the most members
- Follow up with those who are close to making the next rank and maybe not even aware of it
- Follow up with those who would earn a check if they placed a 50 or 100 PV order
- Let your members know about the monthly promo and any flash promos
- Follow up on every Vital180 training they complete, with in depth discussions on the material covered



5: CLOSING

Use documents like “Which Way to Wellness,” if this part scares you. Once they are interested and excited, people want you to “close” them. This document shows them 3 ways to get started: a good way, a better way and the best way. PRO TIP: print the order form on the back.

6: HELPING YOUR NEW CUSTOMERS AND BRAND PARTNERS GET STARTED

- Make sure EVERYONE knows where the courses are on www.vital180.com
- Get them the Body Systems Quiz & set up a wellness program for the next 4 months
- Introduce them to the Vital180.com website and PLEASE don't let them just go through it themselves, YOU must be there to follow up and discuss each training, likes and dislikes etc. The courses are designed to be used as a teaching tool, in other words, for someone to lead another through it and the process.
- Do they know how to login to the Young Living website and place an order?
- Do they know about Subscribe & Save and all the benefits?
- Do they know they can earn even more FREE product every month?
- Introduce to the Loyalty Rewards Program

7: PROMOTION

- Are you getting people together and building a community and culture?
Online or in person?
- Bringing people together to dream together and "BE" together is powerful
- I challenge you to put on a YL Unite Event every quarter Young Living does one.
- Get your team to Convention, it is said it takes 3 years off your learning curve and for each person that goes, your income increases \$1,000/year.



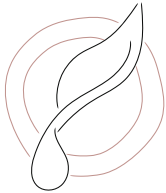
APPENDIX

These next few documents are good to have on-hand. You can either photocopy out of this book or download the PDFs and print these at home. Scan the QR codes with your cell phone camera to get to these printable documents. Or visit www.vital180.com/Downloadable-PDFs

Printable Documents

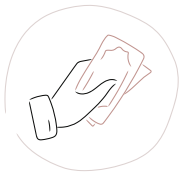


Scan QR Code



RANK ADVANCEMENT PLANNERS / S.M.A.R.T. GOALS

As you reach a new level in Young Living, use these planners to keep you on track. Don't forget to revisit your goals each time!



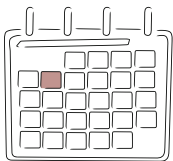
INCOME PRODUCING ACTIVITIES

Print off copies of this checklist to help hold you accountable for completing the daily activities that build your business and make you money.



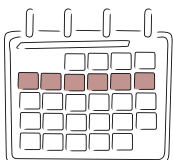
NEW MEMBER CHECKLIST

Print off copies of this checklist and work through the checklists with your new members!



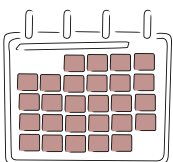
DAILY CALENDAR

Organize your busy schedule with this calendar. Make today count!



WEEKLY CALENDAR

Get a handle on your week with this calendar. Plan. Check. Re-evaluate.



MONTHLY CALENDAR

Get a big picture view of your schedule with this calendar. Failing to plan is planning to fail.



BUSINESS BUILDER CONTACT CARD

Forget the rolodex. This sheet is the ultimate contact card to help you organize details about your business builders.

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!

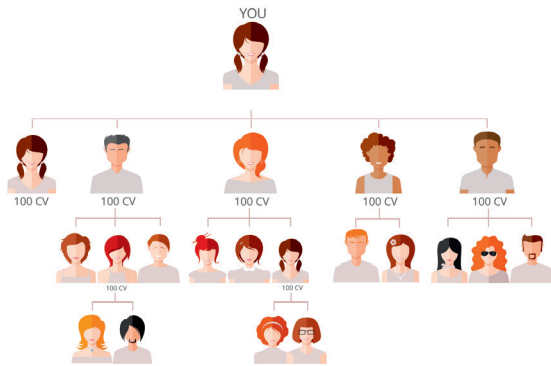
3

- 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

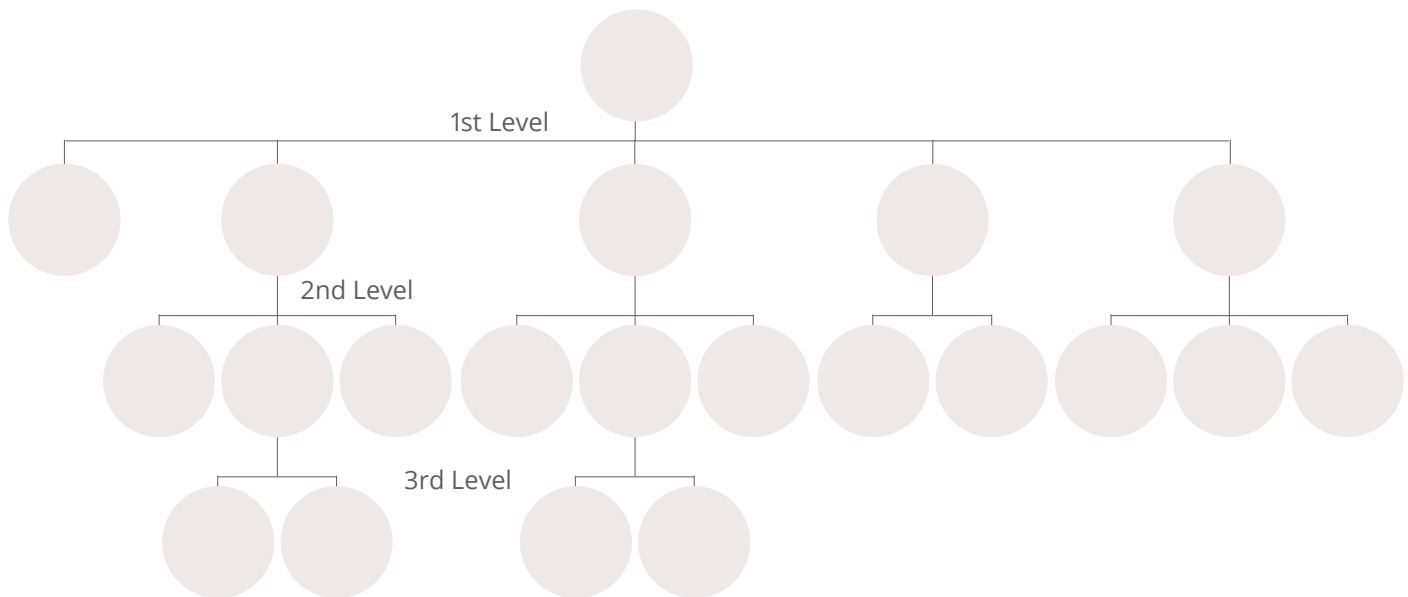


HOW YOU GET TO SENIOR STAR*

- 2,000+ OGV
- Avg Monthly Income = \$235
- Avg Annual Income = \$2,819
- 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 2021 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

Vital Tip: As you advance in rank you should be revisiting your goals.

Smart GOALS

A planning worksheet to help you reach the next level

name:

date:

Specific

What exactly do I want to do?

Measurable

How will I track my progress?

Attainable

Is this realistic for me? Do I have what I need to make it possible?

Relevant

Why am I doing this? Does it matter to me?

Time-Oriented

When will I have this completed?

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!

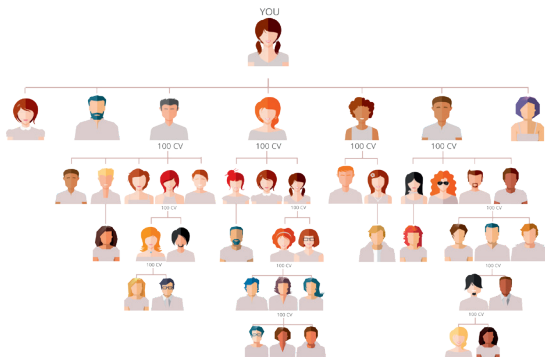
3

- 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.

MY BUSINESS PLAN: TO EXECUTIVE

I AM AN EXECUTIVE



HOW YOU GET TO EXECUTIVE*

- 4,000+ OGV
- 2 Legs with 100+ CV and 1,000+ OGV
- Avg Monthly Income = \$502
- Avg Annual Income = \$6,028
- Avg Months to Achieve Rank = 2 yr. 1 mo.
- [Silver Bound Bonus - to achieve this bonus view the rules here!](#)

*Data given here is from the Young Living 2021 Income Disclosure Statement

HELPING MY TEAM GROW:

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

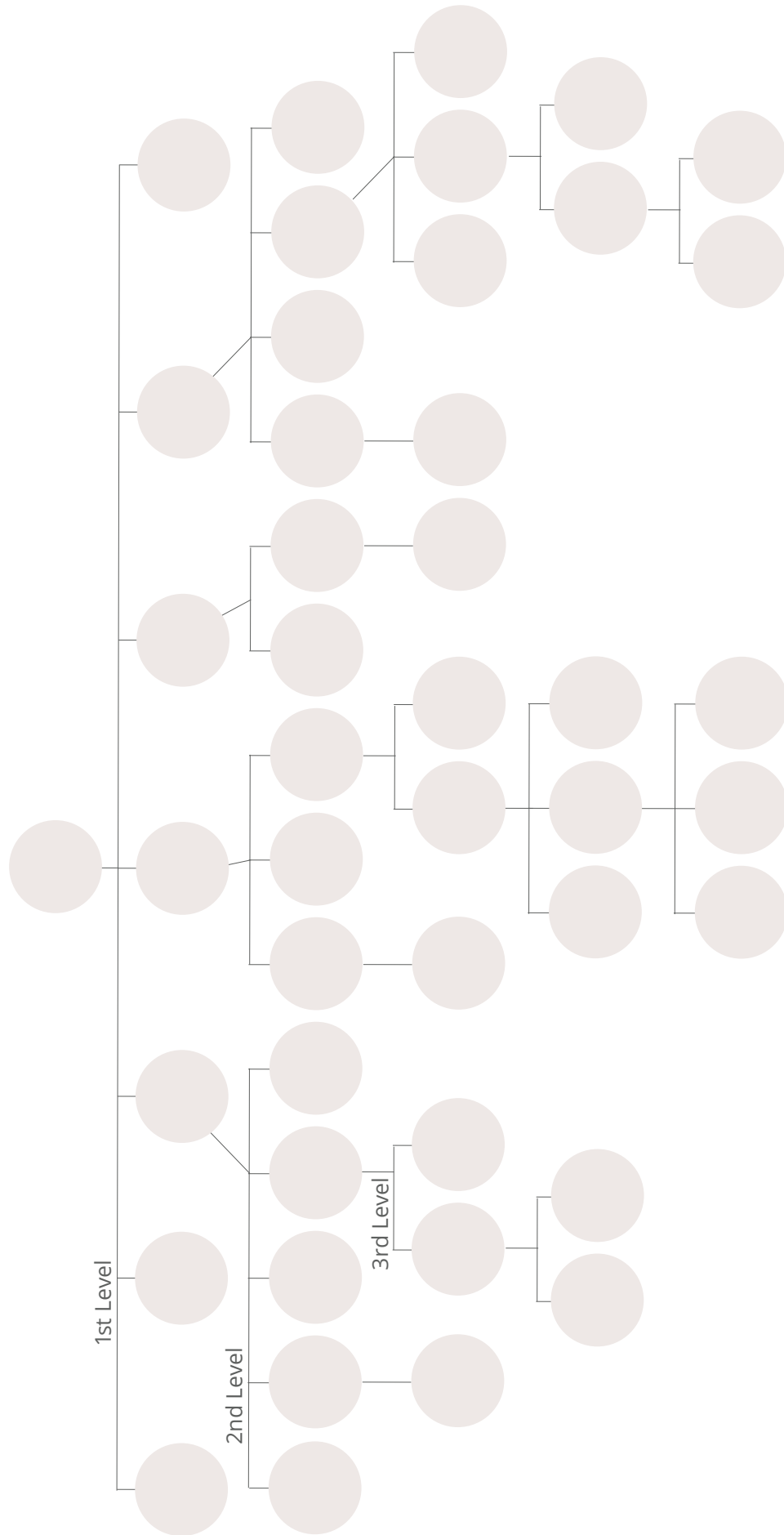
BUILDER #2	GOAL: SENIOR STAR
Name: _____	
Goal Volume	2,000+ OGV
Monthly Volume Average	_
Volume Needed	= _____
Classes Needed: _____	First Level: _____
<input type="checkbox"/> Reviewed their Senior Star Planner	

CELEBRATE EXECUTIVE!

Class 1 CV: _____ First Level CV: _____
 Class 2 CV: _____ Team Event CV: _____
 Class 3 CV: _____ Other CV: _____
 Class 4 CV: _____ Total Month OGV: _____

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

WHAT MY TEAM WOULD LOOK LIKE:



Vital Tip: As you advance in rank you should be revisiting your goals.

Smart GOALS

A planning worksheet to help you reach the next level

name:

date:

Specific

What exactly do I want to do?

Measurable

How will I track my progress?

Attainable

Is this realistic for me? Do I have what I need to make it possible?

Relevant

Why am I doing this? Does it matter to me?

Time-Oriented

When will I have this completed?

MY BUSINESS PLAN: TO SILVER

NEXT STEPS: LEADING YOUR TEAM

Why I continue to grow Young Living: _____

I am a Silver on or before: _____

ACTION STEPS TO ACHIEVE SILVER:

1

- Fill Your Calendar
 - Classes and one-on-ones
 - Develop relationships on social media
 - Work to develop a contact list of people who would like to follow you
- Goal - Drive People to Your:
 - Periscope sessions, website, online classes, meet them at a Young Living meeting or meet them for coffee, etc.

2

- Time Management
 - Start thinking about hosting your own conference calls, webinars, Periscope sessions, etc.
 - Make your team Facebook group to hold incentives
 - Schedule your care calls on your calendar

YOU'RE CONSTANTLY LOOKING FOR THOSE 6 SPECIAL PEOPLE THAT ARE SELF-MOTIVATED AND DRIVEN TO SUCCEED BY DOING WHAT YOU ARE. YOU ONLY NEED ONE ON EACH LEG!

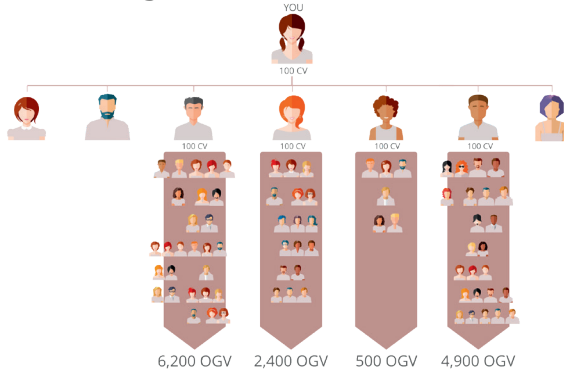
3

- Personal Development and Mentoring
 - Work on mastering your presenting, enrolling, closing skills, do only what duplicates
 - Mentor Key Builders consistently to support their growth & enthusiasm
 - Receive regular mentoring and strategy support

Vital Tip: Take the time to recognize your builders' achievements. People who feel appreciated want to do more.

MY BUSINESS PLAN: TO SILVER

I AM A SILVER



HOW YOU GET TO SILVER*

- 100+ PV
- 1,000+ PGV
- 10,000+ OGV
- 2 Legs with 100+ PV and 4,000+ OGV each
- Avg Monthly Income = \$2,088
- Avg Annual Income = \$25,059
- Avg Months to Achieve Rank = 2 yr. 8 mo.
- [Silver Bound Bonus - to achieve this bonus view the rules here!](#)

**Data given here is from the Young Living 2021 Income Disclosure Statement*

HELPING MY TEAM GROW:

BUILDER #1	GOAL: EXECUTIVE
Name: _____	
Goal Volume	4,000+ OGV
Monthly Volume Average	_
Volume Needed	= _____
Classes Needed: _____	First Level: _____
<input type="checkbox"/> Reviewed their Executive Planner	

BUILDER #2	GOAL: EXECUTIVE
Name: _____	
Goal Volume	4,000+ OGV
Monthly Volume Average	_
Volume Needed	= _____
Classes Needed: _____	First Level: _____
<input type="checkbox"/> Reviewed their Executive Planner	

CELEBRATE SILVER!

Class 1 CV: _____ Team Event CV: _____

Class 2 CV: _____ Builder #1 CV: _____

Class 3 CV: _____ Builder #2 CV: _____

First Level CV: _____ Total Month OGV: _____

2 LEGS W/ 4,000+ OGV

+ 1,000+ CV + 10,000+ CV =

YOU'RE A

Silver

Vital Tip: As you advance in rank you should be revisiting your goals.

Smart GOALS

A planning worksheet to help you reach the next level

name:

date:

Specific

What exactly do I want to do?

Measurable

How will I track my progress?

Attainable

Is this realistic for me? Do I have what I need to make it possible?

Relevant

Why am I doing this? Does it matter to me?

Time-Oriented

When will I have this completed?

INCOME PRODUCING ACTIVITIES

DAILY HABITS

PROSPECTING:

- New Contact Made
- Engage With New Contact
- Prospect Viewed Website
- Ask To Share Product/Opportunity With New Contact
- Find A Need And Invite To Education
- Follow Up (Phone, Skype, Zoom, Text, Etc.)
- Class/Info Session/One On One Scheduled
- Post & Engage On Personal Social Media
- Take A Class, Join A Club, Volunteer And Engage With New People

S	M	T	W	T	F	S

WORKING WITH YOUR TEAM:

- Answer Questions, Educate And Inspire Members
- New Subscribe & Save Order
- Subscribe & Save Promos - Share With Your Team
- Group Training (Product) Online Or In Person
- New Brand Partner
- 1 On 1 Coaching
- 3 Way Call Training Or Role Playing
- Group training (business) online or in person
- Congratulate & celebrate new members & rankers

TAKE IT TO THE NEXT LEVEL

PERSONAL DEVELOPMENT:

- 30 minutes reading, podcast or DVD
- Accountability call with mentor
- Attend seminar or training

STEP UP YOUR SOCIAL MEDIA - 3 WEEK CHALLENGE

CONTENT TO POST

- | | |
|---|--|
| <input type="checkbox"/> Day 1: 5 things people may not know about you | <input type="checkbox"/> Day 12: A DIY project you're working on |
| <input type="checkbox"/> Day 2: A product outside of YL that you love | <input type="checkbox"/> Day 13: A product outside of YL that you love |
| <input type="checkbox"/> Day 3: A selfie | <input type="checkbox"/> Day 14: Share a part of your daily routine |
| <input type="checkbox"/> Day 4: Teach something that you do well | <input type="checkbox"/> Day 15: Share why you started your business |
| <input type="checkbox"/> Day 5: A relatable meme or quote | <input type="checkbox"/> Day 16: Post a throwback pic of you + a story |
| <input type="checkbox"/> Day 6: A transformation that you've made | <input type="checkbox"/> Day 17: What's in your fridge |
| <input type="checkbox"/> Day 7: A picture of your family | <input type="checkbox"/> Day 18: Ask an engaging question |
| <input type="checkbox"/> Day 8: Your Young Living story (compliantly) | <input type="checkbox"/> Day 19: How you met your spouse or bff |
| <input type="checkbox"/> Day 9: Tag someone you're inspired by | <input type="checkbox"/> Day 20: Describe your ideal day |
| <input type="checkbox"/> Day 10: Something in life that makes you laugh | <input type="checkbox"/> Day 21: Your favorite food of all time (+ recipe if applicable) |
| <input type="checkbox"/> Day 11: List 3 things you are grateful for | |

INCOME PRODUCING ACTIVITIES

DAILY HABITS

PROSPECTING:

- New Contact Made
- Engage With New Contact
- Prospect Viewed Website
- Ask To Share Product/Opportunity With New Contact
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- Follow Up (Phone, Skype, Zoom, Text, Etc.)
- Class/Info Session/One On One Scheduled
- Post & Engage On Personal Social Media
- Take A Class, Join A Club, Volunteer And Engage With New People

S	M	T	W	T	F	S

WORKING WITH YOUR TEAM:

- Answer Questions, Educate And Inspire Members
- New Subscribe & Save Order
- Subscribe & Save Promos - Share With Your Team
- Group Training (Product) Online Or In Person
- New Brand Partner
- 1 On 1 Coaching
- 3 Way Call Training Or Role Playing
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TAKE IT TO THE NEXT LEVEL

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STEP UP YOUR SOCIAL MEDIA - 3 WEEK CHALLENGE

CONTENT TO POST

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|---|--|
| <input type="checkbox"/> Day 1: 5 things people may not know about you | <input type="checkbox"/> Day 12: A DIY project you're working on |
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| <input type="checkbox"/> Day 3: A selfie | <input type="checkbox"/> Day 14: Share a part of your daily routine |
| <input type="checkbox"/> Day 4: Teach something that you do well | <input type="checkbox"/> Day 15: Share why you started your business |
| <input type="checkbox"/> Day 5: A relatable meme or quote | <input type="checkbox"/> Day 16: Post a throwback pic of you + a story |
| <input type="checkbox"/> Day 6: A transformation that you've made | <input type="checkbox"/> Day 17: What's in your fridge |
| <input type="checkbox"/> Day 7: A picture of your family | <input type="checkbox"/> Day 18: Ask an engaging question |
| <input type="checkbox"/> Day 8: Your Young Living story (compliantly) | <input type="checkbox"/> Day 19: How you met your spouse or bff |
| <input type="checkbox"/> Day 9: Tag someone you're inspired by | <input type="checkbox"/> Day 20: Describe your ideal day |
| <input type="checkbox"/> Day 10: Something in life that makes you laugh | <input type="checkbox"/> Day 21: Your favorite food of all time (+ recipe if applicable) |
| <input type="checkbox"/> Day 11: List 3 things you are grateful for | |

NEW CUSTOMER CHECKLIST: *helping them get started*



Member info

NAME: _____ PREFERRED METHOD OF CONTACT: _____
(Via Email, Text, Phone Call, WhatsApp, etc)

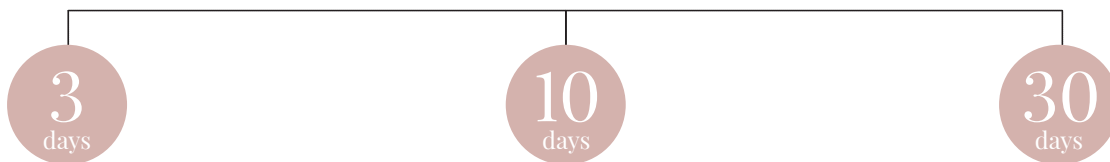
MEMBER #: _____ EMAIL: _____

PHONE #: _____ CITY & STATE: _____

THINGS TO DO UPON ENROLLMENT (AS SOON AS POSSIBLE)

- Sent personal welcome (text, postcard, letter, email)
- Added member to team Facebook group
- Text or Email them the Body Systems Quiz
- Get YL texts <http://yl.youngliving.com/us-text-signup.html>
- Have them register at www.vital180.com

Check in with them at



- 3 days**
- Start sending [PSK Textables](#)
 - Have they gotten the [reference guide](#) or [app](#)?
 - Did they explore the FB group? If they're not on social media, ask them to join www.vital180.com
 - Do they know about the ["Your First 7 Days" Course](#)?
 - Review Body Systems quiz with them
 - Introduced to "YL Insights" App

- 10 days**
- Did their product arrive?
 - Reviewed the YL Website
 - How to place an order
 - [Young Living Blog](#)
 - Update Profile
 - Review Learn Section
 - Review Company Section
 - [Follow YL USA Facebook Page](#)
 - [Follow YL Leadership & Development Facebook Page](#)
 - Subscribe & Save

- 30 days**
- Schedule follow up calls
 - How's it going? What are they loving? Date: _____
 - How are they feeling? Date: _____
 - Sent Sample(s) Date: _____
 - Sent Video Date: _____
 - Sent Blog Article Date: _____
 - Other Date: _____

Their Top 3 Wellness Goals:

1. _____
2. _____
3. _____

Products Suggested for Wellness Goals:

1. _____
2. _____
3. _____

Products they're Most Excited about:

1. _____
2. _____
3. _____

MOMENTUM

How has their health changed?

Who do they want to share with?

First class scheduled for:

- _____
- Started a course on vital180.com
 - I understand how to use the Sharing Tools on vital180.com

LEARN THE BENEFITS OF UPGRADING TO A BRAND PARTNER

Daily MAKE TODAY COUNT

_____ Date

5 AM	4 PM
5:30 AM	4:30 PM
6 AM	5 PM
6:30 AM	5:30 PM
7 AM	6 PM
7:30 AM	6:30 PM
8 AM	7 PM
8:30 AM	7:30 PM
9 AM	8 PM
9:30 AM	8:30 PM
10 AM	9 PM
10:30 AM	9:30 PM
11 AM	10 PM
11:30 AM	10:30 PM
12 PM	11 PM
12:30 PM	Top Priorities - Must get done today!
1 PM	1.
1:30 PM	2.
2 PM	3.
2:30 PM	Next Up - Would be nice to do today.
3 PM	1.
3:30 PM	2.
	3.

Weekly PLAN. CHECK. RE-EVALUATE.

Week of _____

	CARE CALLS	APPOINTMENTS
SUNDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
MONDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
TUESDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
WEDNESDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
THURSDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
FRIDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
SATURDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.

KEYS TO SUCCESS:

DAILY:

- Connect with people
- Personal development
- Use your products

WEEKLY:

- Teach 1 class or event per week or 5 one-on-one's minimum

1.

2.

3.

4.

5.

- Team call

- Product training

- Receive mentoring

- Be a mentor

1.

2.

3.

BUSINESS GOAL:

PERSONAL GOAL:

Monthly

**FAILING TO PLAN IS
PLANNING TO FAIL**

Month/Year

Monthly Rank Goal

Quarterly Rank Goal

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

OF NEW
ENROLLEES:

SUBSCRIBE &
SAVE DATE:

MONTHLY REMINDERS:

- All month--Care Calls (the fortune is in the follow-up!)
- 1st -- Check personal and team advancements and celebrate them!
- 2nd -- Check in with builders to find out their current needs
- 25th -- Check personal and team ranks to see if close to advancement

OF TEAM
MEMBERS:

THURSDAY

FRIDAY

SATURDAY

NOTES:

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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PRODUCTS TO ORDER:

MY ACTION PLAN

<input type="checkbox"/>	
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Deadline Date

Fill this out for yourself and give to your leader.

BUSINESS BUILDER CONTACT CARD

Name: _____ Member #: _____

Date Enrolled: _____ On S&S?: _____ Date Started S&S: _____

Enroller: _____ Sponsor: _____

Address: _____ Birthday: _____

Cell Number: _____ Email: _____

Likes/Interests: _____

Favorite Product: _____ Favorite Color: _____

Favorite Food: _____ Communication Preference: _____

DATE OF DECISION TO "DO" THE BIZ: _____

Primary Goals: _____

Personality Type: _____ Love Language: _____

Welcome Packet Contents (Month 1): _____

Welcome Packet Contents (Month 2): _____

Welcome Packet Contents (Month 3): _____

Scheduled Training Dates: _____

Notes: _____

DATE ACHIEVED: (ACKNOWLEDGED/GIFT OR CARD SENT)

Star: _____ Senior Star: _____ Executive: _____

Silver: _____ Gold: _____ Platinum: _____

Diamond: _____

MY ACTION PLAN

Deadline Date

Make copies of this and fill out for the Business Builders on your team.

BUSINESS BUILDER CONTACT CARD

Name: _____ Member #: _____

Date Enrolled: _____ On S&S?: _____ Date Started S&S: _____

Enroller: _____ Sponsor: _____

Address: _____ Birthday: _____

Cell Number: _____ Email: _____

Likes/Interests: _____

Favorite Product: _____ Favorite Color: _____

Favorite Food: _____ Communication Preference: _____

DATE OF DECISION TO "DO" THE BIZ: _____

Primary Goals: _____

Personality Type: _____ Love Language: _____

Welcome Packet Contents (Month 1): _____

Welcome Packet Contents (Month 2): _____

Welcome Packet Contents (Month 3): _____

Scheduled Training Dates: _____

Notes: _____

DATE ACHIEVED: (ACKNOWLEDGED/GIFT OR CARD SENT)

Star: _____ Senior Star: _____ Executive: _____

Silver: _____ Gold: _____ Platinum: _____

Diamond: _____

HOW TO USE THIS GUIDE STEP-BY-STEP

There is a difference between a travel agent and a tour guide. The travel agent recommends places based on information they have been given, whereas a tour guide grabs your hand and takes you places they have been. This workbook is meant to be used as a tool by someone who is building their business, new or experienced, to personally take someone's hand and walk them through the same things you have already done and are doing. It was developed through years of attempting, failing and succeeding. The information contained here, wasn't something read about in a book it was experienced first hand.

NEW MEMBER CHECKLIST - PG. 08

A couple of the most common reasons for someone requesting to leave an organization is the feeling of lack belonging and/or lack of information.

The New Member Checklist is a form used to combat those feelings from taking place by:

1. Aid in keeping track of the members you enroll.
2. Remind you of the simple things you can do to keep your new members in the know and make sure they are getting the most out of their YL membership.
3. Give you concrete reminders of who they are, why they joined and what they hoped to get out of their membership.

Attempting to remember these important pieces of information without recording them will most likely result in a lapse of memory and the individual becoming disenfranchised with their membership.

WHAT WILL DRIVE YOU QUIZ - PG. 10

It is impossible to motivate someone long term from the outside. True and lasting motivation comes from the internal not the external. Likewise, when it comes to the biggest killer of dreams and action, being comfortable is enemy number one. Obviously, physical pain is a signal to motivate action... think hand on a hot stove. However, often forgotten is how just as powerful emotional pain can be as a motivator, and when both physical and emotional pain are present, mountains can be moved. The one problem with pain as a motivator is sometimes people can build a mental and physical tolerance to their pain. So, although pain can be a powerful motivator sometimes we need to bring it to the forefront/keep it fresh, for it

to work. The reason for this worksheet is to look for those pain points. We have chosen financial pain points, because very few people do not struggle with finances these days. Remember, this is not to coerce someone into doing something, but to be used as a tool to help keep them focused and pursuing their goals, whatever they may be.

WE AGREE - PG. 12

Most of us have heard the quote, "timing is everything." Trying to force something when the timing isn't right brings only negative results, whereas helping someone forward when the time is right, success usually cannot be avoided. This form is to be used in helping make sure the timing is right. These questions were crafted to help a prospective business builder think a little deeper than just the surface answer of, "Yes, I want to do the business." It sheds some light on part of what will be expected of them if you agree to work with them. The honest truth here is this, your time matters as does your prospective builders. If they are brought into, or coerced into the business without a good idea of what may be expected of them and what they can expect of you, there is a large risk of losing them not only as a business builder but as a product user as well.

BELIEF QUESTIONNAIRE - PG. 15

"Put yourself in their shoes!" Most likely you were told this at some point growing up. It is rare for most people to open up about everything related to their beliefs or understandings on their own, very quickly. In order to understand where someone is at emotionally, psychologically or in their beliefs you need to ask some questions. Without these questions, you have no idea where to start informing, training or probing deeper for the growth they need. This form helps to give you a baseline of how your builder understands the company, product, industry, their abilities and themselves. This form and these answers should be revisited on a regular basis (every 30 days in the beginning to every quarter as they advance) to assess if they are moving forward with their coaching.

MY BUSINESS PLAN TO STAR - PG. 24

Asking most people to develop a business plan makes as much sense as asking them to wrestle an alligator. It can literally paralyze or cause someone to give up on the business all together. The Star Planner or Business Plan to Star was developed to keep it as simple and reproducible as possible. It simply helps to highlight a little bit of what they like/love, facilitate a little dreaming of who they can picture on their team and how this first benchmark is achieved with simple sharing.

SMART GOALS - PG. 26

A goal that is not written down with a plan made to achieve it, is simply a dream. However often the first step in creating a goal is allowing yourself to dream. It becomes a goal once a few things are done:

1. It is made very specific
2. You are able to measure it
3. It may be tough to achieve but it is attainable
4. It is relevant to you... ie; it makes sense to you
5. You have a definitive date of when you will accomplish it by

This worksheet is to be used to create both short term and long-term goals and is something you should share with your coach or whoever you are allowing to hold you accountable to your goals.

DEFINE YOUR BUSINESS MODEL - PG. 27

"I'm going to throw mud against the wall and see if it sticks," is a phrase typically used when someone is at a loss of what to do next. This form is to help hone in on what makes you tick. What excites you? What do you like to talk about and who do you like to talk to? These and the other questions will help to curb the need to "throw mud" by giving you some insight into what it is and how you could effectively talk to others about your experience with Young Living.

THE _____ LIST - PG. 28

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. This worksheet is simply a memory jogger to help you with the process of thinking of people you can potentially share the either the product or opportunity, or both, with. We felt it was so important to go through and we didn't want anyone shying away from it. So, to help increase your desire to come up with people who you can share with, we decided to give you the power to call it whatever you would like. Using the worksheet is very important. The info you will keep track of will help keep track of what you need to do, have done, the result, and what your next step is. You are putting the technique of "plan, do, review, adjust," into action.

THE ESSENTIAL FOCUS - PG. 38

The exercises contained in these worksheets, for most, are something they have never done or thought of doing. It truly is an exercise of finding out what you really want out of life, who you are and what you can bring to the table that no else can. Rushing through it or trying to be first to finish, without working your mind muscle with get you absolutely nowhere. You will literally get very little to no benefit from that. If you aren't willing to take the time we and your mentor will know one thing for sure, you were never serious about growth or this business in the first place. Doing the real work here has the ability to catapult your business forward light years.

The last tip, and it's a big one, we will give you is to not get down on yourself if this doesn't seem to click right away. Continue to try and continue to think, because the more you do the easier it will get.

VISION, VALUES, & CULTURE - PG. 47

There is a big reason for the order of tasks in this workbook. If you skipped ahead without finishing the Essential Focus worksheets, you have found or you will find a level of difficulty with this section, you were not expecting. If you didn't yet, give it time, it will happen. Without knowing who you truly are there is no way to determine or solidify your vision, values and/or culture. Even if you think you have, you are simply guessing based on a preconceived set of rules or morals you think the majority of people would agree with, not what you want or need to create to be successful.

CAN YOU PICTURE IT - PG. 51

Many have forgotten how to dream. For some they have been outright told to stop dreaming, that it isn't worth it or dreams really don't come true. Either way it is a shame and lies. The first step to achieving something is being able to picture it, in some fashion or another. If you can't picture it, you don't believe it and won't truly go after it. This page gives you a glimpse to what the two main stages of earned income with Young Living look like and permission to start the dreaming process. The next page is a 30,000-foot view of what the potential is and a few of the requirements as you advance through the ranks.

YOUNG LIVING INCOME DISCLOSURE STATEMENT - PG. 54

Part of the stigma associated with Network Marketing in general comes from people overselling the potential and underselling the reality of work involved to reach the top in any networking

company. This document gives facts and statistics taken directly from numbers of actual builders and distributors who have achieved each rank. These aren't wishes, hopes and dreams either. These are actual real numbers, from real business builders, starting at the entry level of Distributor to the highest rank of Royal Crown Diamond.

BENEFITS OF SHARING - PG. 58

A common roadblock for many who start out wanting to "do the business," is people overcomplicating it by trying to teach 8 months of compensation plan information into 2 pages and 2 days. These pages highlight and explain the simplest and quickest way to start earning a little cash back for sharing your new-found love with others. It also gives a 30,000-foot view of the very basics of Young Living's compensation plan for the committed builder. It will give you perspective, but not deep comprehension, that comes later on in your oily education.

TELL YOUR STORY - PG. 62

For some reason people have an irrational fear about telling their story, when in reality it should be the one thing they look forward to telling. The beautiful thing about your story is there is nothing to memorize. You lived it already and when you tell it, if you forget something no one else will know because it is your story not theirs. The only fear to really get over is the fear of everyone knowing your story, being vulnerable if you will. The good news, is the vulnerability gets easier each time you tell your story. This was included because telling your story is powerful. Research and statistics in marketing show very well how much better stories compel people vs. facts and figures. Some of the most successful people in this industry are incredible story tellers and many who quit had an incredible wealth of facts and figures memorized or at their fingertips. Stories win every time. Don't go overboard on the information...if you don't want to lose someone's interest, use this worksheet to help keep it short and sweet.

SHARE YOUR VITALITY - PG. 65

Let's face it the next roadblock is usually this phrase, "Don't want to be a salesman." This usually indicates they have been network-marketed in the past and there is some kind of a story behind it. If you ignore this fact and potential story, often times they will fall off your radar or flat out put the brakes on fully due to this limiting belief. This section is simply to highlight how the best Network Marketers are not salesmen. The reality is they are everyday people, who have decided they must share the extra-ordinary product that has changed their lives and they have come to love.

LET'S KEEP IT SIMPLE AND SHARING DO'S & DON'TS - PG. 67

For complete perspective, you can compare one of the biggest mistakes of most Network Marketers to the attempt of getting a drink of water from a firehose. A good number of people overwhelm their prospects and even builders with simply too much information. Even good information has its limits. To go back to the water analogy... water is absolutely necessary to sustain life, however too much water at once can literally kill you. Not that your abundance of information is going to kill anyone, but it can and will overwhelm most people to the point of partial paralysis or quitting all together. These documents give you some quick/down and dirty highlights, do's and don'ts, that will encourage and show your people how to share without "fire-hosing" their potential enrollees.

HOW TO COMMUNICATE - PG. 68

Good communication is about the relationship... poor communication is about the person speaking only. For whatever reason, when people start doing this as a business they immediately forget how to have a relationship and talk to people in a normal way. It's like every conversation ends up being a sales pitch. This sheet is meant as a simple reminder of, "at the end of the day, it's just people talking to people." As long as the conversation keeps the relationship first the platform of the conversation really has no bearing on the outcome of the conversation.

CONNECT AND SHARE - PG. 69

There is a lot of buzz about personality "colors," personality "animals," personality "gems" and the like, right now. The problem is, people think the skill behind these identifiers of different personalities is simply being able to tell who is what color. The true skill here is not simple identification, that is for lack of a better analogy, a simple party trick. Talking to someone and changing into their color for a period of time is where the real skill lies, and this skill will get you places no other skill can. This section highlights one of the simpler indexes, personality colors. Learning this information will get you started on the path of being able to speak to someone in the distinct language, thereby giving you a leg up on everyone else speaking a foreign language to them.

SO HOW WOULD YOU INVITE... - PG. 72

When trying something new or for the first time, many are nervous and either don't know what to say or completely forget. This section has some easy examples of scripts, geared towards each personality type, that can help you speak in their language. One extremely important fact to

remember. Everyone can tell when someone is reading a script, or line and many are able to sense when someone is not speaking in their “normal” words, even if the script is memorized. These scripts are here to give you a framework or reference point to learn how to make you own with other products, take them and make them your own...to say it how you would normally say it, if you will. Whether it is a product, event or class you are attempting to share, never has the phrase, “It’s not what you say that’s important, how you say it matters most,” been truer.

7 SKILLS TO BEGIN TO DEVELOP - PG. 76

Although every profession has certain skills that overlap with others, it also has some that set it apart as unique and are 100% required to achieve the top in that industry. The 7 skills in this section are exactly that for network marketing. Those who develop and master these 7 skills represent the cream that rises to the top. The faster this is understood and implemented into your daily business building & income producing activities, the faster you see your team grow and because of that, your check as well.

MY BUSINESS PLAN TO SENIOR STAR - PG. 81

The business plan to Star is about getting you to dream just a bit bigger, or sometimes at all. We look at that level as the, “let’s get your feet wet,” level. When progressing to Senior Star we start the process of adding in more straight-up business talk and strategy. We begin talking more about enrolling others and the importance of how often that is happening, asking for referrals, class goals, etc. The intentionality of building vs sharing begins to be explored here, not to the point of overwhelming but definitely not hiding it, yet still encouraging and fostering the dreams.

MY BUSINESS PLAN TO EXECUTIVE - PG. 84

In this phase we now start to explore the mentoring of others concept. As you grow your business, the concept and importance of leverage or duplication will hopefully become very evident. You can make it to Silver, some Gold and fewer Platinum doing everything for everyone else. However, the chances of making it any higher, even some of these ranks, without having a nervous breakdown or burnout is slim to none without learning how to and implementing the skill of empowerment, leverage or duplication. The push for Executive is the first phase where there is really any “team within a team” to speak of. Which means you have people you have enrolled, enrolling others. The faster you learn the importance of empowering others and helping others create their team atmosphere, the faster the rank of Executive becomes a very short stop on the way to the top.

MY BUSINESS PLAN TO SILVER - PG. 88

Silver is considered the first rank of “leadership,” on the way to the top. To get to Silver you essentially must help two of your people get to executive under you. This takes a full calendar, time management and the newest focus of personal development. A phrase we use often, mainly because it is absolute in truth is, “Your team will only grow as fast as you do.” Followers do what their leaders do...if they see you learning and growing to provide your team with the best you can, and you are seeing success with it, they will do the same thing. Silver means you have taught people how to dream, how to share and how to enroll and from there, it is simply the continuation of that empowerment to the next rank and beyond.

INCOME PRODUCING ACTIVITIES - PG. 91

One of the most common questions you will have first starting out growing your business and the most common question you will field from your business builders is, “What are the most important everyday tasks to build a successful business?” The Income Producing Activities worksheet was created not only to answer that question but to help keep track of your progress in that area. Unless you track something you never know anything concrete, you are always and only guessing.

BUSINESS BUILDER CONTACT CARD - PG. 99

Your mentor/coach will fill this card out with the information you give them. It is meant to be added to the front of the file they will have for you as you go through their coaching and mentoring process and a memory jogger for who you are and where you started. You will also be filling these contact cards out on those who you are personally working with. Again, they allow you to give the personal touch with information that unfortunately many of us forget too easily.



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