

Hi, it's Kelly and Tamara here, and welcome to The University. Welcome to the Young Living Movement and welcome to your four year career. We're so excited to have you here. We're excited that you've decided to make the commitment to get started and to learn and to really dive in and understand how you can build your business the most successfully. Now, one of the things that you have the advantage of is Tamara and my hindsight, right? Hindsight's always 20/20 and you get to take advantage of the things that we've learned and tried and tested over the years that have and haven't worked to bring together here to the university training to allow you from day one to move into what does work effectively, easily, confidently.

One of the things that we know is the most important here in the Young Living Movement is duplication. So what you'll notice around the products and around how many people share Young Living is that there are so many different ways to do this.

But one of the core fundamental facts about network marketing is that you can have 8 million brilliant ideas, but if everybody in your organization isn't doing similar things, you have a job, and our vision is to create freedom for everybody. We know that by you creating a system where people in your organization say, "I can do this, I can do what she's doing, you can easily create duplication.

you're setting your team up for massive success and even bigger than that, you're setting yourself up for a thriving business.

So we're really excited to teach you our simple system. We're excited for YOU to plug into this simple system. We're excited for you to keep your blinders on and stay focused and trust that everything we teach you here in The University, while we may at times improve things and make them better, everything here is set up to have you win from day one. So go ahead and dive in and take on as much of The University training as you can. It shouldn't take you more than a couple of hours maximum. So just watch video by video, go through each step, and at the end you'll be ready to review what you've learned with your sponsor and get started in building your four year career.