

Now that you're really clear on why you're doing this business, we're going to help you to build your list so that you know who you're going to talk to and you know how you're willing to talk to them. You know how you're going to invite them to take a look at what we have to offer. So first we want you to understand a concept that we've created called Teach Three to Teach Three and then you repeat. So as we mentioned in the welcome video, the most important thing here in our profession is making sure that your team can do exactly what you're doing. Once you teach three people to do what you're doing, you help those three people teach three people and that then starts to grow a team of everyone being able to do exactly the same thing.

Remember your mantra is, "I can do this." And it's not just about you. It's when you're talking to people, they're saying to themselves as they listen to you, "I can do this." And we've made it really easy for you to build your list of 20 people and actually know how to invite them just by doing a little detective work, by filling out the questions that we have right below each name you put down.

So you may have already actually written some names down when your friend was showing you the Young Living Movement presentation and they asked you, "Who do you know who might be inspired by our mission?"

So go back and grab those names and then think about who you know that could be inspired by our mission, our movement. And as you're putting each name down on the list here, circle the areas that you think would inspire your friend with what we have to offer and just write down how you know them.

And then you're going to have a conversation with your sponsor around each person and how you can serve them with what we have to offer. They're going to help guide you on how to invite your friend to get together so you can have a conversation. So that's step one, getting your list going so that you can then begin to invite people to join you in our movement.