

Welcome back and congratulations for getting your first 20 names down and for taking the time to really think about what's important for your friend as you invite them to join you in a conversation. And so this is the really fun part. You get to reach out to your friends and invite them to get together with you. So we're going to have you just invite one person and see how it goes.

We don't want you inviting everyone and maybe saying things in a way that isn't working and then you think, oh no, this doesn't work. What we know to be true is usually you can change things just a little bit in your conversation with the way you invite and have tremendous success.

So with all the pieces that you have in front of you with every name on this list of 20 that you've created, you have enough information to really successfully be able to speak to somebody around what's important for them.

You see, a lot of times what people do is they invite around what's important for the inviter, not the person who's being invited, and just by what you've created in your list of all of the little pieces about that individual person you have the pieces that are important, that would have your friend say, "Yeah, I'd like to get together for a conversation with you." So, that's what you're inviting too, you're inviting them to come have a conversation with you, whether it be that you're inviting them to come with 20 people or you get together for coffee or there's a small group, it doesn't matter. You're inviting them to a conversation and so you want to make sure that as you're inviting, you have the time, you know where you want to meet, all those pieces. If you're going to have a group of people at your house, you're going to want to let them know that in your invitation as well.

So let's dive in and talk about the actual invitation. When you invite, you want to make sure that you're inviting in a way that you would normally be reaching out to this person. So make sure you invite the way you circled how you communicate with each friend from your names list. Let's look at the pieces of your first person.

Get your paper, look at your name of the first person, and see the pieces that you wrote down on the bottom line of number one after filling out all those things. So of the five areas what did you circle were the pieces that you knew that they could probably use improvement on. And some of your friends, you might not have the information, but you probably have a gut instinct. So just go with that instinct around the areas that you think that they could use some improvement on.

Look at all of the pieces on the bottom of your number one name and you're going to make the invitation based upon that information that you have. So if you're going to send someone a text message or give them a call, you would simply reach out. Notice that it asks you when the last time you spoke with that person was. The reason this is important is that when you're reaching out to this person, what you don't want to worry about is that you haven't talked to them in a long time. As a matter of fact, you could have not spoken to them in years and still reach out and

have a very effective invitation just letting them know that you haven't spoken in a while and the reason you're reaching out is ... So we always encourage you to go right to the point when you invite somebody versus beating around the bush, trying to reestablish friendship and relationship for two weeks, two months, and then make an invitation.

We invite you to be honest and upfront right from the get go. So with someone that you haven't spoken to in a long time, it would be like, "Hey, you know what? I know we haven't spoken in a long time. I really can't wait to catch up. I saw your post on Facebook or you popped into my mind because," and then you go and you look at all the pieces underneath that person's name, "because I know that you are struggling in your job," or, "because I know that you want to take your family on that trip to Europe," or, "You know what?"

You and I have been such great friends in the past and this is a way for us to reconnect." So you want to find the commonality to invite them around. So it's never about, "Would you want to come and take a look at my business? I'd love for you to see what I'm doing."

It's not about you. It's totally about your friend and speaking to their heart and why this could help them. And here's the great news, everyone in the world can use toxin free living in their home, everyone in the world can use more money in their pocket. And so if you have nothing else, no other intel on your friend other than those two things, you could let them know that you wanted to reach out and have a conversation with them because you're passionate about spreading this mission of helping people create a toxin free home and you're also really excited to help people put more money in their pockets, and you're not sure if either of those would be a fit for your friend but you're curious if they'd be willing to have a conversation. So that would be the core invitation if you didn't have any other information out there to support speaking directly to them and their needs.

Go ahead and think about that again. This could be the core invitation for someone. If you don't have those other magic pieces to add in to why you thought about them and having the conversation, they would be that you are passionate about getting toxin free living in every home, you're also passionate about helping people get more money in their pocket, and you couldn't help but think of your friend and would they be interested in sitting down with you and having a conversation around this idea of the Young Living Movement?

That's the core invite and then if you want to add some more juice to that, you look at the things you've circled around your friend that you know about them and you add those in.

So if you know they don't like their job, if you know they need more income, if you know they're having a hard time in their marriage, if you know that they have a mom who needs to get put in a retirement home but they don't have the money, if you know they're working on improving their lifestyle, if you know that they have been struggling with their health, whatever those pieces are, you would just add those into the invitation of that core fundamental invitation around chemical free living in every home and more money in people's pockets. And then let them know that it's

going to be about 30 minutes, maybe an hour, if you have a bigger group and that you'll be sharing with them your story and you're going to be helping them to learn more about moving into a place in their life that feels really good or even better than where they are right now.

Because some people might feel absolutely perfectly fine right now where they are, right? And that you just look forward to connecting and sharing with them. And if it's not a fit when you sit down or when you get on the phone, then that's perfectly okay.

But I encourage you, do not be apologetic like, "Ooh, I'm bothering you. I'm sorry to reach out. Ooh, I don't know if this is a fit." Just say it confidently right at the get go, "Hey, I'm not sure if this is a fit for you or not, but I do have your name in my mind and in my heart because I couldn't help but think of you to get this mission out and help to impact you in your family with better health, and for toxin free living.

You get the idea of how you're going to crack this invitation. And what you want to know too is that if you've never invited anyone before, you might feel a little bit nervous, your heart might race a little on the first one and then it's like, "Oh, I did it and it wasn't that bad." And you're coming from a place of serving your friend, right? So it's not like you're trying to get them for you, you're serving your friend and because you're serving your friend, you're doing them a huge, tremendous favor. Coming from that perspective it feels really good to have this invitation to then in turn have this conversation with your friend around something that could totally change and elevate their life.

So go ahead and have one invitation and get back to your sponsor. Let them know how it went. Let them know if your friend said yes, no, maybe, ignored you.

And then you can go back and forth with them and they can help you for the next invitation for the second person on your list. And just go through them one at a time like that. We're really looking forward to watching you thrive, have success, and then get people to the next step, which is you sharing the conversation around the Young Living Movement, face to face, on the internet, via phone call, however it works best for you.