

Now let's get you familiar with all the amazing tools we have for you to share with your friend as you're having the conversation with them, maybe even before you have the conversation, you want to send them something to look at. Then of course after, if they don't necessarily join you immediately, you're going to want to follow up and have a whole toolbox full of tools that you can share to continue to open the door, open the door, open the door for your friend. You want to think of yourself as a door opener and every little piece that you share helps your friend to see themselves more as becoming part of the movement with us.

So first and foremost we're going to talk to you about the University and let you see the value and making sure that you're utilizing it and accessing all these amazing tools. So the way you get to the University, where you're doing your training right now, is at <https://ohlardy.com/university/>.

You don't need to do all of these steps today, but if u want to go have the conversation with your friend, you want to know where all the conversation tools are kept, right?

In the section, Pieces of the Conversation, you will find all of the tools you need for a successful conversation. You have the dirty dozen, you have your income disclosure statement, your product swap, your getting started video, the PDF for the conversation (which is what you will give to your friend) and the PDF for the pieces of the conversation (your outline for your conversation).

So all you need to do is pull up your phone and go to this area during your conversation, and boom, you have your tools right at your fingertips.

Some great videos that you'll find are these mini 101 kit classes, if you will, that go through what's in each of Young Living's premium starter kits and a little bit more detail.

So if your friend needs to know more information about what's in each of the kits, all you need to do is either with them side by side, share this video or send the video to them in a youtube link.

Right now all you want to be thinking about is inviting your friends to get chemical-free and more money in their pockets. But what you don't need to do is be an expert and wait to get started until you know absolutely everything about everything, because actually you can get started immediately, follow our system and begin to grow your team and earn as you learn.