

You've now been guided through how to invite. Maybe you even went and did an invitation after learning what you just listened to or maybe you're waiting to get through the entire university before you actually go out and get started. Nevertheless, the next step after inviting is to have a conversation with your friend or a group of friends around The Young Living Movement. We're going to talk to you about the pieces of this conversation and we've made it really easy for you to follow along. Remember this idea of duplication and having your friends say, "I can do that."

We highly encourage you to stick to the format that we have. And even though you might want to have a totally different conversation which you're welcome to do we're going to encourage you just like in a franchise, when you serve a mocha latte from Starbucks you're going to serve that same mocha latte in every Starbucks all around the world. So that as the client you know you can go get that mocha latte anywhere and it will taste the same.

The same goes for the conversation. We want to know that anywhere we go we have this conversation and every single point leads your friend to opening a door to be ready to hear the next point, and then opening a door to hear the next point. And then opening a door to hear the next point so that by the time we get to the bottom of the conversation you and they both will know either they're really excited to become a part of our movement, maybe they want to be a member, or maybe they don't want to do anything at this time. The point is to help guide them, give them the full picture in a way that they can hear it, in a way they see it serving them and their family and in a way where they say, "I can do this too."

So we're going to go through the pieces and in addition to us going through each of the pieces here you can watch the flow of the conversation in the next section. So we want you to understand the psychology of the conversation by breaking down the pieces here and then watching the flow on the video of the conversation in the next video. You can watch it a couple times so that you feel confident in doing the conversation yourself.

And what's so amazing is we have talking points that you can read through and do a conversation all on your own for the very first time with no guidance at all. So we've set you up to have tremendous success, to make it really easy for you to do and then for you to be able to plug your new team members in. Really easy for them to do too and it won't take months of studying to master having the conversation. You can get started with this day one knowing absolutely nothing and that's what's so amazing about this. You can use the printed form or you could use the PowerPoint slides as well.

Now there are a couple things you want to make sure that you bring to the conversation and these are on the top of the checklist of the talking points. These are all available in the University under the conversation so you'll have all of that available to you right in one spot to make it easy to share if you're doing it all digitally.

And then one thing for sure you definitely want to have when you go are a few of your favorite products. We encourage you to have one if not a couple of every category. So your favorite oil

or two, usually it's a good idea to use them from the premium starter kit. Your favorite product from the Thieves line and your favorite product from the Ningxia line.

It might be fun to bring a nitro to give your friend a nitro right on the spot because most people will notice a difference when they use a nitro immediately and there's nothing more beneficial than having your friend notice a difference with something they use. Psychologically they're much more excited to be open to purchasing more. So you want to think about what products are going to help move your friend, open a door yet again to having them say yes to become a part of our movement. Those are the pieces that you need to have ready for your conversation.

Now let's dive into the different parts of the conversation. Step one is really just about you saying exactly what's on the sheet of The Young Living Movement. And again, we want you to go and watch the video. We're just giving you a psychology of the pieces so you understand why they're here.

So step one, you're going to read the sentence on here about our mission of the Young Living movement and talk about the five pieces and this is a place for you to share what you noticed in your life that you wanted to improve upon that had you excited to join the movement yourself.

Maybe it was that you really weren't happy in your job or maybe you noticed that you really didn't have much of a lifestyle because you were so busy with work, you never got to enjoy your kids and you decided you wanted to become a part of this movement to have more time with your kids. Or maybe it's that you realize you weren't feeling well and you really knew that these products could support your health and so you decided to join the movement because you wanted to get more products like this into more people's homes because of the impact they've had on you.

Maybe you're brand, brand, brand new, and you haven't had any experience of a story to share, but just share what got you excited to be here in the first place. So was it to improve your business/work, your lifestyle, your health, or just give you more time and then go ahead and ask them questions in Part 1.

Next you will move right on to step two which is our first mission, toxin free living in every home. Yes we are excited and passionate to get toxin free living into every home out there, it's a big goal. Having this conversation together with your friend helps to move this mission forward and gives them an awareness of what's in the products we use every day, Ask them if they've watched that video Stink. And then have them fill out their transfer buying form right there so that they can go home with the dirty dozen and their transfer buying form and look at the things they're using at home, what toxins are in the things they're using, and then have their list of Young Living products that they can order. That will serve as their essential rewards order form for months, maybe even years. So you want to make sure they do that right on the spot as well, it only takes like five minutes.

And then you move into step three which is why Young Living. Tell your friend that we aligned ourselves with Young Living because of Gary and Mary Young and their vision of oils in every home and their vision and our vision are completely connected. Talk about seed to seal in a brief manner. Don't go into a whole dissertation about seed to seal. Let them know that Young Living is a company with a huge heart and just as important to our movement is the idea of contribution. Really the heartbeat of everything in Young Living is about the Young Living foundation.

Now you get to share your favorite personal products. If you're brand new and you don't have your products yet you can just tell your friend about what you're so excited about with these products. And if you have your favorite products bust them out now, just show them a few of your favorite products. Remember, when you give too many choices to someone it overwhelms them to do nothing. When you just give them a taste they're excited and they want more.

Show them a few things and then you move on to the next mission which is mission number two, more money in more people's pockets. This is where you get to explain simply the model of network marketing. You can ask them at the get go, "Do you know anything about network marketing?" You can share if you did or you didn't.

You can say, "Because I didn't." And I've learned it's a model that allows us to leverage our time and I don't have any leverage in my time. Right now I'm creating that with Young Living and the way that that happens is we simply use products we love, we share products we love, and then we recommend that people just take a look at what we're doing. So read part 4 of the flyer about the value of network marketing and let the talking points teach you exactly how to explain it.

In step four you want to really pause and ask the question, "Do you know anyone who would be impacted by our mission? Is there anyone that comes to your mind as I'm sharing all of this with you? And if so, let's just write their names down like maybe your mom and your dad and your aunt." Always suggestively help them open the door. If you ask the question and they say no you could say, "Well, like what about your sister or what about your brother? Let's write their name down. Let's just write down some names of people that could be impacted by better health through toxin free living and let's write down some names of people who could be impacted in your life through more money in their pocket."

Then you help them cast that vision of people and now they have their list started of the people that they could ask first to take a look at what they're doing and you move into the value of being with us. If you have a great story to share about your experience of being a part of our team, great! If you don't yet know because you're new you can read the talking points and share the idea of being taught and led by people who know how to build a successful business and the fact that there are systems in place to allow your friend to win.

So as you share the value of being a part of the Young Living Movement this is where you actually get to invite them to learn more about the network marketing model and fully

understand it. And by sharing a resource like the 4 Year Career book, ask them if they agree to read it in the next day or two? And if they say yes then you give them the book and if they say, "I don't know," say, "Well let me know when you're ready it's only about a 45 minute read and it will really help to make sense of everything we've talked about here. Because I know we've gone through things a little bit quickly so I'm going to give you the book and then we'll follow up in a couple of days around your experience and what you were able to take away from it."

Now you're going to show them how this works. And one of the beautiful things about this video of how this works is it shows them the different kits that they could choose to get their membership started. So you don't have to go explaining everything that's in every kit the video does that.

Let them know, "Hey, this is a five minute video and I want to show this to you because it shows our system of teaching three people. So I'm teaching you and then I would help you teach your three and then we would help your three teach their three. So it's all about teaching, it's all about passing on the knowledge, it's all about supporting each other and I want to show you how it works in this video so let's sit back and watch this video." And you press play for your friend and then they know all the different options.

Ask them after they've watched the video, "How does this feel for you? Do you feel like you're ready to make a decision around becoming a part of this movement with me and helping these people that you listed here? Do you want to just get your kit and have it come to your house and get started with making your home toxin free?" Either of these choices is perfectly fine with me.

That's how you're going to guide someone through this conversation and really know where they are and where they want to go next. I invite you to watch the flow of the conversation in the next section so that you really understand it and then go ahead and practice it with yourself. You could even film yourself on camera.

Just put your iPhone on you and do it and see how it sounds or ask your daughter, or your dog or your best friend to sit with you and do a run through and see how it goes so that you can see how easy and simple this conversation is to have with the people that you love and care about.