

A really big, important part of growing your Young Living business is following up. The beginning of the work starts with you inviting and then getting people to come and listen to your conversation. And then the bigger part of your work is keeping track of all of the people who you've reached out to and shared with who haven't yet joined you. You're going to want to get really good at following up with your friends who haven't yet joined you. Now we teach you to follow up with your friends in a way that honors them. It is not about them "joining you, come be on my team, I need you". But more serving your friend with information, little pieces at a time, over an extended period of time that's appropriate for them. Some people want more and more and more information to make a decision.

Some people will be ready to go when you sit down with them at the conversation! Some people will go and use the Young Living products for six months and then because you followed up, will decide, Oh my gosh, I actually want to do this as a business.

And some people you'll gently follow up with and it could be years until they join your team. We have lots of stories like that. You're going to just want to start practicing this concept of following up. And then you'll continue to invite new people to take a look as you're following up with your older people that you've shared with in the past.

One of the most important things for you to think about is that the list of 20 that you started with, by no means is your only list. So what you don't want to do is only have 10, 15 people in your pipeline that you're following up with over and over and over again. Because guess what? After a while, they won't want to talk to you anymore. So the key is to be talking to enough people, consistently, adding them into your pipeline and having so many people in there that you're following up appropriately and not too much.

We hope that makes sense for you, and we hope you consider that as you're out sharing the word about the Young Living movement. Remember, our mission is toxin free living in every home.

So really you could be talking to people every single day about this powerful mission and adding them into your contacts and then having more and more and more people to follow up with. Continue the process, continue inviting, continue adding your friends, continue getting comfortable with all the tools we have and always continue following up. There's a good saying out there that the fortune is in the followup and it's absolutely true.