

COME PREPARED WITH

A few of your favorite products.
Suggestion: 1 from each. Ex. PSK Oil, Nitro, CBD, etc
Dirty Dozen Handout and Transfer Buying Form
Printed Income Disclosure Statement

Enrollment Form
Reasons Worksheet
Four Year Career Book
Conversation Flyer for your guest

To Start: Thank your friend for connection. You can even say, "I want to be respectful of your time. The conversation is about thirty minutes so let's jump in and get started."

PART 1: THE YOUNG LIVING MOVEMENT

The Young Living Movement has two primary goals that I will explain through our conversation today.

Explain what the Young Living Movement is (read it right off of the flyer)

Ask your friend questions as you share each word. For example:

Health: Are you able to take care of yourself, do the things you want? Are you filling your mind with positivity? Are you spending time with people who support you and lift you up?

Time: Do you have time for yourself? To travel? Do you have the time you want for your friends and family? Are you contributing and giving back with your time?

Financial: Are you happy in your job? Do you earn enough income? Do you wake up excited? Are you able to buy the things you want? Are you able to contribute to the charities of your choosing?

Pause: Share what area you were lacking in and why you got excited about the movement. Example: "I really didn't like my job and the fact that I wasn't able to spend the time I wanted with my kids. Affording sports and activities for them became a challenge for me. I LOVED that through the Young Living Movement I could change that."

Ask them: "Is there a certain area of your life that you would like to improve? Tell me more about that!" Let them dream! Ask questions here and help them see their vision!

Door One is now open

PART 2: MISSION 1 - TOXIN FREE LIVING IN EVERY HOME

"Our first mission is Toxin Free Living in every home."

Ask them if they have seen STINK the documentary (Netflix) and show them the Dirty Dozen sheet so they can see what chemicals are in their current products.

Share a story about something you realized and changed and the difference its made for you.

Door Two is now open

PART 3: WHY YOUNG LIVING

Share why Young Living is the ONLY company to partner with to fulfill this mission. (read from flyer)

Share YL's 5x5 pledge for longevity and long term sustainability. Pick one point that you know is important to THEM. Let them know there is a video to watch if they wish.

ACHIEVE zero waste in 5 years as stewards of the earth * **REACH** 5 million more households in 5 years * **OPEN** at least 5 new markets each year * **DEVELOP** at least 5 YL owned or partner farms each year * **EMPOWER** 5 times more people via the YL Foundation

Read the bullets on the sheet

40% retention means that people LOVE these products and continue to use them = business security

Show them your few favorite products. This is your chance to suggestively tell them COMPLIANTLY

Gary Young chose Network Marketing because he knew the products would spread farther faster.

Door Three is now open

PART 4: MISSION 2 - MORE MONEY IN MORE PEOPLE'S POCKETS

"Our second mission is more money in more people's pockets."

Read the bullet points on how it works.

Network marketing = leveraging your time. By sharing our 1st mission with people you know and love, they will want to do the same. Now you get paid on the efforts of the team.

Have you been able to build assets with your current financial strategy?

Difference between Network Marketing vs. regular income is that it is asset income and residual: Money that pays you over and over on an activity you did once.

Show the IDS: "What monthly income would make a difference for you if you received it EVERY month?"

Let them tell you their answer. Write it down so you remember what is important to them.

"How would that change your current situation? What would that feel like for you, for your family?"

"Who do you know that may also like to get rid of the dangerous stuff in their home and add some extra cash to their pockets?"

Suggest: Your mom? Your brother? Your aunt? Help them get flowing with their list. Capture 3 names.

Door Four is Now Open

PART 5: MISSION 2 - WHY JOIN THE YOUNG LIVING MOVEMENT

Read from their flyer.

Offer them a Four Year Career to take home and read.

Door Five is Now Open

Pause: Use the Transfer Buying Form to see which products they use at home!

PART 6: TRACKS TO RUN ON

We have three tracks to choose from. If none of these are of interest, that is okay too!

Track 1: Influencer

Let's build your Four Year Career! Get Started with the Toxin Free Complete Kit and get you launched!

Track 2: Ambassador

Select your membership kit. Use and love the products, and share your affiliate link! (Can you say 'freebies'?)

Track 3: Member

Select your membership kit to get started using the products.

Which of these options feels right to you?

They choose Track 1

Get them enrolled and hand them the Reasons Worksheet

Show them the University (1 hour) and schedule their strategy review no later than a week from today

Put their 1st conversation on the calendar - the names they wrote down will be the first people they share with.

Add and welcome them to the Business Group and Oily Living Lifestyle Facebook groups

Check in with them each day until your Strategy Review with a quick text or audio message.

They choose Track 2

Get them enrolled. Ask if you can add them to Oily Living Lifestyle so they can learn more about all the products.

Ask them to check in with you once they receive their products so you can send them an unboxing video

Show them their referral link in their Virtual Office in case they start sharing with others. Ask them to reach out for any help they may want.

They choose Track 3

Get them enrolled. Ask if you can add them to Oily Living Lifestyle so they can learn more about all the products.

Ask them to check in with you once they receive their products so you can send them an unboxing video or other resource.

Ask them to please do you a favor: when they notice they share their product story with someone else because they have had a great experience, will they please let you know so you can revisit our Mission #2, which is more money in their pocket. They could become an ambassador!

Not Interested in any Track

"I am so grateful you took time to learn more about this movement I am so committed to. Thank you!"

Would you be interested in reading the Four Year Career to better understand what I do?

Since things change every 90 days for people, would it be okay if I checked back with you in a few months?