

Young Living Quick Start Leader Guide

Upline Support Team:

Sponsor/Enroller: _____ Contact: _____

Upline Leader/Mentor: _____ Contact: _____

Introduction:

This guide is intended to be a model for quickly jumpstarting your business with momentum and maximized earning potential. There are a lot of ways to grow your business. These are simply ideas that can be modified to fit your own personal timeline, lifestyle, goals, and situation. Check off the steps you've completed along the way to be on your road to success! If you need help or have questions, contact your upline support team! Blessings on your business journey!

Step 1: Sign up for the Wholesale Membership.

The first step to starting your business is to sign up for the Wholesale Membership. Ideally, you will start with one of the three Premium Starter Kits because this will give you the opportunity to begin to use the products and incorporate them into your daily life. It is crucial to your business that you use the products personally, so that you can share your experiences with others in a natural way. Here are the three Premium Starter Kit (PSK) options:

- Everyday Oils PSK**
 - Home Diffuser
 - Premium Essential Oils Collection;
 - Lavender 5-ml
 - Peppermint 5-ml
 - Lemon 5-ml
 - Copaiba 5-ml
 - Frankincense 5-ml
 - Thieves® 5-ml
 - Purification® 5-ml
 - R.C.™ 5-ml
 - DiGize™ 5-ml
 - PanAway® 5-ml

- Thieves PSK**
 - 15-ml Thieves
 - Thieves AromaBright™
 - Toothpaste
 - Thieves Fresh Essence
 - Plus Mouthwash
 - 2 Thieves Cleaner
 - 2 Thieves Foaming Hand Soap
 - 2 Thieves Spray

- NingXia Red PSK**
 - NingXia Red 2-pack
 - 30 NingXia Red Singles
 - NingXia Nitro

- All PSKs also contain:**
- Stress Away™ 5-ml
 - AromaGlide™ Roller Fitment
 - 10 Sample Packets
 - 10 Love It? Share It! Sample Cards
 - 10 Love It? Share It! Sample Oil Bottles
 - 2 NingXia Red® 2-oz. samples
 - Product Guide and Product Price List
 - Essential Oil Magazine
 - Essential EdgeMember Resources

Young Living is a product focused and driven company. While many people jump in with the business in mind, it is nearly impossible to succeed in the business without using the products.

Thankfully, the products are amazing! I'd use the products even if I was never paid a thing!



Step 2: Sign up for Essential Rewards

Essential Rewards is a monthly autoship program. In order to earn your bonuses, you have to order 50PV, and to earn commissions, you have to order 100PV. Initially, your checks will be based on bonuses, and then it jumps to base commissions. Here's the easiest steps to take to make sure you are maximizing the compensation plan **once you sign up your first team member!**



Order at least 50 PV Months 1-3



Order at least 100 PV after month 3



Step 3: Share With Friends



Prospecting List: 7 Circles of Influence

We all have many different circles of friends and family. As a relationship-marketing company, the most successful people in Young Living began by sharing with people they already knew! Many of us began using and sharing the products because we fell in love with them and knew so many other people that **NEEDED** them in their life!

Identify 7 circles of influence you are a part of (family, church, co-workers, etc.)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

GOALS!!

Meet with your upline support to complete the goal tracking chart on pg. 11.

You need 7 "legs" to build all the way to Royal Crown Diamond. Focusing on 7 circles of friends allows you to organize your team from the beginning into groups of people that know one another.

Identify 5 people who are are quality prospects in each of these circles:

Circle 1:	
1	
2	
3	
4	
5	

Circle 2:	
1	
2	
3	
4	
5	

Circle 3:	
1	
2	
3	
4	
5	

Circle 4:	
1	
2	
3	
4	
5	

Circle 5:	
1	
2	
3	
4	
5	

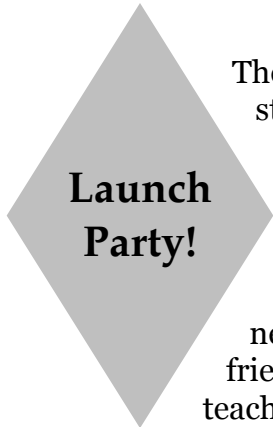
Circle 6:	
1	
2	
3	
4	
5	

Circle 7:	
1	
2	
3	
4	
5	

Quality Prospects might have one or more of these attributes:

- Interested in natural health and wellness.
- Small business owners/entrepreneurs.
- Interested in starting a home-based business.
- Influential people in each of your circles.

Launch Party



Launch Party!

The key to any successful business is getting off to a good start. A launch party is a great way to let your friends and family know what you are doing and give them an opportunity to show their support for you.

For your launch event, be sure to personally invite each of the people you listed as the top five prospects in each network! The goal of the launch event is to engage your friends by having them book classes for you to teach or team teach with your leader. **The goal should be to get at least one class booked in each network at your launch.**

People Need to Know:

- What your business is.
- How you do it.
- What they can earn.

Launch Date: _____ Location: _____

Book Classes

Class Booking Tips:

If you have a difficult time finding others who will host classes, be your own host! Pick 2 dates and plan a class at your home or another location. Call up your prospects and invite them to the first class.

If they seem interested, but can't make the first class, invite them to the second class.

If they still show interest, but can't make either class, then find a time that works for them to get with them one on one or with some friends!

A Young Living business thrives on sharing in small group meetings/classes. Being consistent in teaching classes will be the most impactful thing on your business. Fill in the classes you book at your Launch Party below, and then reach out to individuals to get a second or even third class booked in each circle.

You may find that some circles are easier to book classes than others, and that is just fine! This is simply to get you started.

Circle 1 Classes:

Date: _____ Location _____

Date: _____ Location _____

Date: _____ Location _____

Circle 2 Classes:

Date: _____ Location _____

Date: _____ Location _____

Date: _____ Location _____

Circle 3 Classes:

Date: _____ Location _____

Date: _____ Location _____

Date: _____ Location _____

Circle 4 Classes:

Date: _____ Location _____

Date: _____ Location _____

Date: _____ Location _____

Circle 5 Classes

Date: _____ Location _____

Date: _____ Location _____

Date: _____ Location _____

Circle 6 Classes

Date: _____ Location _____

Date: _____ Location _____

Date: _____ Location _____

Circle 7 Classes

Date: _____ Location _____

Date: _____ Location _____

Date: _____ Location _____

Long Distance?
Facebook and Skype classes are great options for people who don't live near you!

Teaching Tips:

We usually handle teaching classes in a 3 step process. This trains you while getting your business going!

- 1. Leader teaches a class for you.
- 2. Leader teaches a class with you.
- 3. Leader attends and supports you while you teach your first class or two!

Always use a script like the Oil Revolution Designs booklet, the Product Guide, or the Powertpoint and script in the virtual office.



Step 4: Structure Your Organization

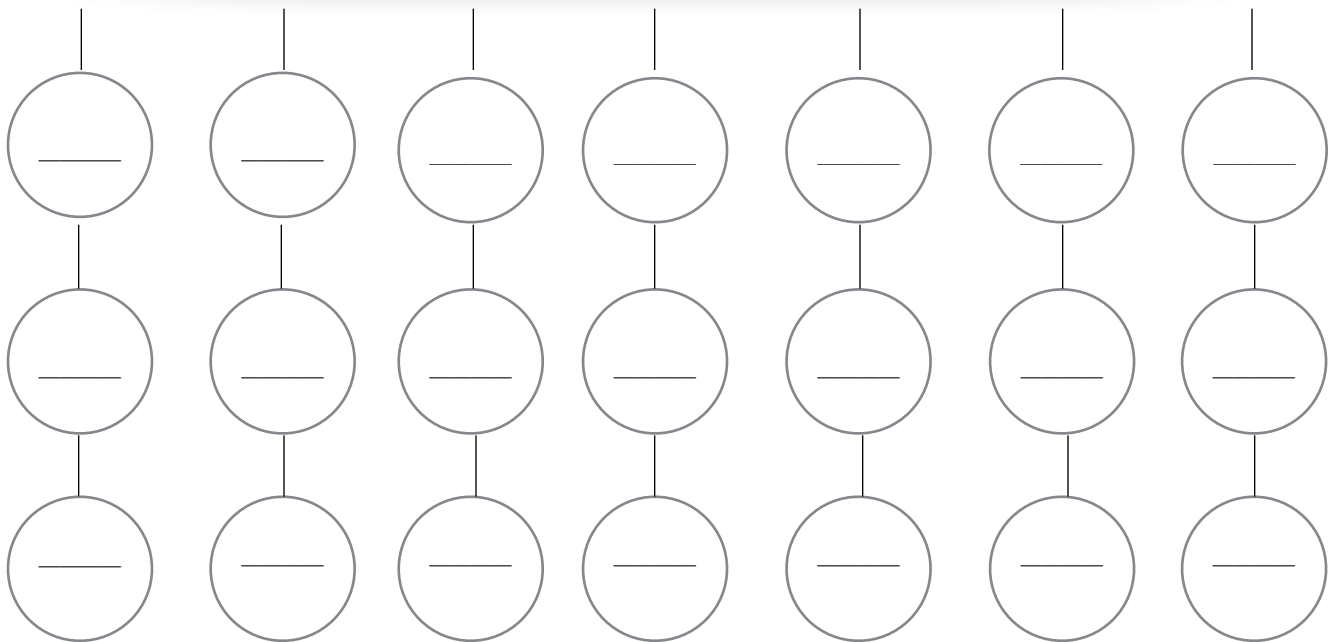
Get \$50 in bonuses when signing people up with a PSK!

The structure of your organization is very important for moving up in rank, reaching more people, and maximizing your income potential. There are a lot of different ways you can structure your organization, and there is no perfect way to do it. If I could go back and do it all over again, this is how I would have structured my organization from the beginning.

The first person to sign up in each of your 7 Circles should go directly under you. Ideally, you'll soon have 7 front line team members (add their names in as they join)!



As you enroll other members from these circles, they should go down under each of these top members in a straight line.



Keep people within the same circle on the same "team." This makes communication easier and helps if others in those networks decide to start building their organizations.



Step 5: Build Momentum

When you kick off your business, the key is to build momentum quickly with a Launch and by booking classes, then to keep the momentum going! With each class you teach, you want to give the host the Enroller bonuses. You can encourage people to host classes with 3= (almost) Free!

Promote “3 = (almost) Free”!

They need to:

- Sign up as a Member
- Host a Class in the same month
- Sign up 3 Friends with a PSK
- Get \$150 (\$50 per new member) in bonuses the next month that reimburses you for nearly the entire cost of your kit!

When someone hosting a class is getting bonuses on the sign ups, be sure to let others in the class know. It will increase interest in others hosting, particularly if they just signed up themselves!

Book Classes from Classes

Have a goal to book at least one class at every event. This will keep your schedule full and your momentum going.

Get Business Builders!

When that first check comes in with the bonus for your hosts, you often find that people who previously were not interested in the business are suddenly wanting to learn more about what a Young Living business is all about! If someone starts showing interest, schedule a meeting with the two of you and your upline support team. It's also a great idea to give them this booklet, so they can get started quickly!



Step 6: Build to Silver

Silver is the first main leadership rank and the point where people really start making a substantial income. For this reason, we've outlined a way for you to focus your intentions to hit silver quickly.

Build to the Rising Star Bonus

The Rising Star Bonus is a bonus based on legs you have, their Organization Group Volume (OGV,) and having the top person in each leg on Essential Rewards. Ask your upline support for a breakdown of this bonus at each level.

OGV- the volume (sales) of the person under you and every person under them.

ER - You and each person on your front line must have 100 PV in an ER order to qualify for this full Bonus.

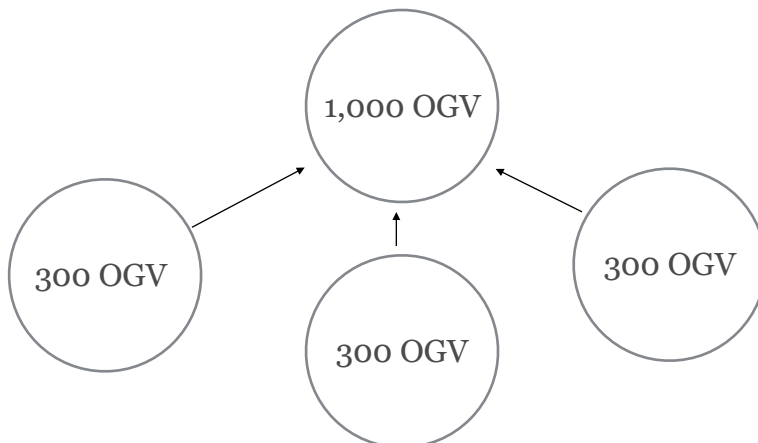


Building to this bonus gives your organization a strong structure that can take you all the way to the top! Once your legs are at this volume, you will be at Executive rank! One rank away from silver!

Focused Building

As you are building to Executive, you may find that a specific leg needs intentional focus to get you there. This focused intention is also crucial when making the jump from Executive to Silver (you have to build your top two legs from 1,000 to 4,000 in volume!)

Focus on getting 1,000 OGV legs. Build momentum under them by teaching 3 classes under the leg and walking through Step 5!

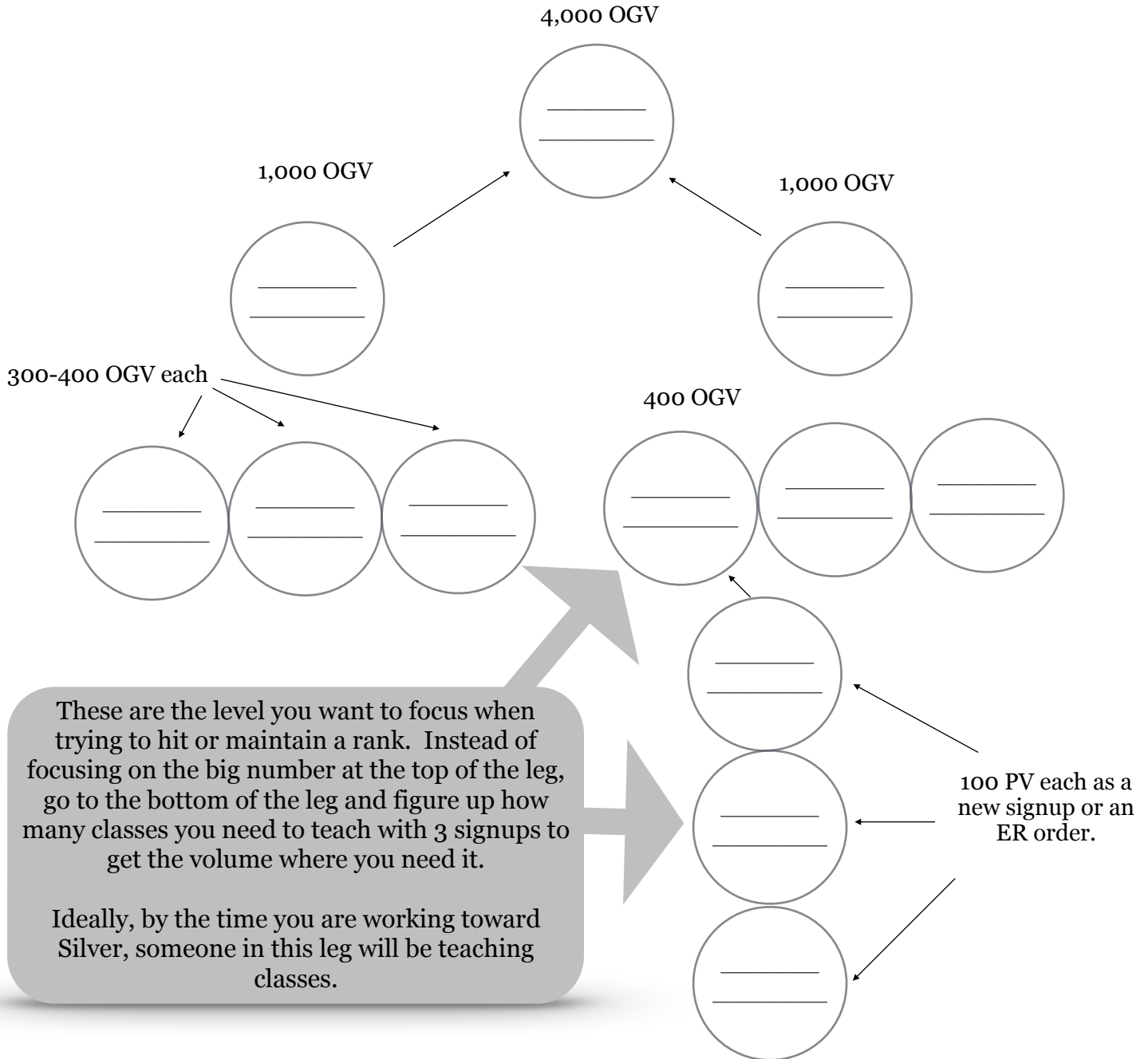


The three people who host classes may be directly under the leg horizontally or in a straight line down. It all helps the OGV of that leg.

Your Team to Silver

To hit Silver, you need an OGV of 10,000 and 2 legs at 4,000. Making Silver with two Executive legs is the strongest way to hit the rank and maintain it. Here is a chart you can fill in along the way and get an idea of where to focus and build momentum.

How to Build an Executive Leg:



By following the strategy above, you could easily repeat this process to build 1,000 OGV legs where you need them in order to grow your rank or the rank of those on your team. On pg. 12 is a blank 1,000 OGV leg structure for you to print extras of to fill in as needed!



Goal Tracking

What is your rank goal for 6 months from now? _____

Create smaller goals for each month as stepping stones to your big goal:

Goal	Goal Date	Date Hit

Note: This is simply a guide to give you ideas in how to structure your organization and create momentum. The “perfect” structure for an organization doesn’t exist. There will be plenty of times when a situation will arise that doesn’t fit perfectly into this “structure.” Be prayerful and make the best decisions you can with what God brings your way!

Feel free to print and share this with your team!

1,000 OGV Legs

