Leading with the Business

Step 1: (Be in a hurry)
I know that we’re all in a hurry and our time is limited. Do you have a few minutes right now to talk about something?

If yes….proceed to Step 2.
If no......what time would work for you? (Secure a time and then proceed to Step 2 at that time.)

Step 2: (Compliment the Prospect) *Select one of the 3 options below*
Option 1: You’ve always been so supportive of me and I appreciate that so much. (This option works well with friends and family.)
Option 2: You’re one of the most connected people I know and I’ve always admired that about you.
Option 3: You have been very successful and can see things in business that other people don’t see.

Step 3: (Make the Invitation) *Select one of the 2 options below*
Option 1: When I thought of quality people that I’d really enjoy working with I thought of you. If I told you there was a way to increase your cash flow without jeopardizing what you’re doing right now, would you be interested?
Option 2: I’ve just started a new business and I need to practice with somebody. Would you mind practicing with me? (This option works well with friends and family.)

Step 4: (If I ___________, would you___________?)
If I give you a link to an online presentation that explained everything, would you watch it?

If yes....proceed to Step 5. Email them this link:
http://westoppedpoppingpills.com/its-your-life/
If no.....address their concerns and if still a no, thank them for their time and continue to the Connector Script. Don’t email them the link.

Step 5: (Get a Time Commitment) *Always pick a day to follow up that is 24 hours after the time they committed to*
- Great, when will you watch it by? They say, “Tuesday.”
- If I called you on Wednesday, then you would have watched it for sure?
- What’s the best number and time for me to call you on Wednesday?
- Thanks for your time. I look forward to speaking with you on Wednesday.

Step 6: Proceed to Business Follow up Meeting / Phone Call
**Business Follow up Meeting / Phone Call:**

- What did you like best about the video?
- On a scale of 1-10, 1 being “zero interest” and 10 being “Let’s get started right now,” where are you? (Anything over a 1 is good.)
- Any number other than a 1 say, “What can I do to get you to a higher number?” Address their concerns accordingly.
- Based on what you’ve seen, if you were to get started with Young Living on a part-time basis, approximately how much would you need to **earn per month** to make this worth your time?
- Approximately how many **hours per week** would you be willing to commit to develop that kind of income per month?
- How many **months** would you be willing to work those hours in order to develop that kind of income?
- If I could show you how to develop an income of **(insert the amount per month)**, working **(insert number of hours)**, for **(insert number of months)**, would you be willing to sign up today?

If yes...continue to the **Enrollment Script** and **Action Steps for Business Builders**.
For more details, visit:
**Password**: businessbuilding101

If no.....after addressing their concerns, then continue to the **Connector Script**.
**Current Product User and Potential Business Builder**

You’ve been using Young Living products for a while now, are you interested in hearing about the opportunity that Young Living has to increase your cash flow?

If yes:

**Step 1: (If I ____________, would you___________?)**

If I give you a link to an online presentation that explained everything, would you watch it?

If yes...proceed to Step 2 **Email them this link:**

http://westoppedpopping pills.com/its-your-life/

If no.....address their concerns, explain that the opportunity will always exist for them and they can contact you at anytime if their situation changes. Then ask them to connect you with individuals that might be interested in increasing their cash flow.

**Step 2: (Get a Time Commitment) *Always pick a day to follow up that is 24 hours after the time they committed to***

- Great, when will you watch it by? They say, “Tuesday.”
- If I called you on Wednesday, then you would have watched it for sure?
- What’s the best number and time for me to call you on Wednesday?
- Thanks for your time. I look forward to speaking with you on Wednesday.

**Step 3: Proceed to Business Follow up Meeting / Phone Call**

If no:

**Step 1:** After addressing their concerns, explain that the opportunity will always exist for them and they can contact you at anytime if their situation changes.

**Step 2:** Ask them to connect you with individuals that might be interested in increasing their cash flow.
Business Follow up Meeting / Phone Call:

- What did you like best about the video?
- On a scale of 1-10, 1 being “zero interest” and 10 being “Let’s get started right now,” where are you? (Anything over a 1 is good.)
- Any number other than a 10 say, “What can I do to get you to a higher number?” Address their concerns accordingly.
- Based on what you’ve seen, if you were to get started with Young Living on a part-time basis, approximately how much would you need to earn per month to make this worth your time?
- Approximately how many hours per week would you be willing to commit to develop that kind of income per month?
- How many months would you be willing to work those hours in order to develop that kind of income?
- If I could show you how to develop an income of (insert the amount per month), working (insert number of hours), for (insert number of months), would you be willing to sign up today?

If yes...begin with the Action Steps for Business Builders. For more details, visit: http://westoppedpoppingpills.com/action-steps-for-business-builders/
Password: businessbuilding101
If no.....after addressing their concerns, then continue to the Connector Script.
Leading with the Product *Select one of the 3 options below*

I know that health and wellness is a concern of yours. I have been using Young Living for a long time and have seen many benefits. (Insert your personal testimonies.)

Option 1 (Third Party Tool)
Step 1: (If I ___________, would you____________?)

If I give you a link to an online presentation that explained more about Young Living’s products, would you watch it?
If yes...proceed to Step 2. Email them this link:
   http://westoppedpoppingpills.com/healthy-essentials-class/
   Password: startlivinghealthy
If no.....address their concerns and if still a no, thank them for their time and continue to the Connector Script. Don’t email them the link.

Step 2: (Get a Time Commitment) *Always pick a day to follow up that is 24 hours after the time they committed to*

- Great, when will you watch it by? They say, “Tuesday.”
- If I called you on Wednesday, then you would have watched it for sure?
- What’s the best number and time for me to call you on Wednesday?
- Thanks for your time. I look forward to speaking with you on Wednesday.

Step 3: Business Follow up Meeting / Phone Call:

- What did you like best about the video?
- On a scale of 1-10, 1 being “zero interest” and 10 being “Let’s get started right now,” where are you? ( Anything over a 1 is good.)
- Any number other than a 10 say, “What can I do to get you to a higher number?” Address their concerns accordingly.
- Are you ready to place an order?

If yes.....ready to enroll, proceed to Enrollment Script.
If no.....address their concerns and if still a no, thank them for their time and continue to the Connector Script.
Leading with the Product (continued)

Option 2 (Attend A Class)
Step 1: (If I ____________, would you____________?

If I invited you to a class that explained more about Young Living’s products, would you attend?

If yes....proceed to Step 2.
If no.....address their concerns and if still a no, thank them for their time and continue to the Connector Script.

Step 2: Invite
Great, our next class is Day / Month / Time at Location would you be able to attend?

If yes....confirm invitation.
If no.....address their concerns and if still a no (and not willing to watch link either), thank them for their time and continue to the Connector Script.

Option 3 (Host A Class)
You’ve always been so supportive of me and I appreciate that so much. I’ve just started a new business and I need to practice. Could you do me a favor and host a small gathering with your friends / family? I will do all the work. I'll bring everything and teach the class. All you have to do is invite people. As a thank you, I'll bring you a bag of free products.

If yes....confirm date and time for class.
If no.....address their concerns and if still a no (and not willing to watch link or attend a class) thank them for their time and continue to the Connector Script.
**Connector Script**

Thank you for taking the time to speak with me today. I understand that you are not interested in either increasing your cash flow with Young Living or interested in their products. If that changes at any time, here is my contact information..... I was just wondering if you knew of anyone that might be interested in either increasing their cash flow or interested in the products that Young Living offers.

If **yes**....Can you please provide me with their information? Thank you, I really appreciate your assistance.

If **no**.....I appreciate your time and if you could connect me with people in the future, I would greatly appreciate it.
Enrollment Screens

**Step 1 - Personal Information**

- **First Name**
- **Middle Name**
- **Last Name**

Enter all the information marked with *

- **Street Address**
- **Street Address Line 2**

- **City**
- **State**
- **Postal Code**
- **Country**

Select One

- **Social Security / Tax ID Number**
- **Company Name (Optional)**

- **Phone Number**
- **Alternate Phone Number**
- **Fax**

**Communication**

- **Preferred Language**
- **Email Address**
- **Confirm Email Address**

I’d rather not receive email updates

Select Independent Distributor

Enter Sponsor and Enroller ID provided to you
Create Username, Password and PIN

 Username * 

 Password * 
 Confirm Password * 

 PIN (4 Digits) * 
 Confirm PIN * 

**Enter all the information marked with * and follow the tips provided**

**Tip**
- Username must start with a character in a-z or A-Z
- Username must contain only a-z, A-Z and 0-9
- Username must only be 4 to 15 characters long

**Tip**
- Passwords must contain only a-z, A-Z and 0-9.
- Passwords must only be 8 to 12 characters long
- Pin must be 4 digits

**Step 2 - Pick Your Starter Kit:**

- Basic Plus Starter Kit ($75.00)
- Basic Starter Kit ($40.00)
- Premium Starter Kit ($150.00)

**Select Your Starter Kit**

*Premium Starter Kit is the Best Value*

**Step 3 - Pick Your Essential Rewards Kit:**

- Balance Essential Rewards Kit ($139.00)
- Beauty Essential Rewards Kit ($139.00)
- Home Essential Rewards Kit ($139.00)
- Lifestyle Essential Rewards Kit ($139.00)
- Wellness Essential Rewards Kit ($139.00)

**Select Your Essential Rewards Kit, if desired**

- No, thank you. I plan on enrolling in the Essential Rewards Program later.

**Select No, if not purchasing an Essential Rewards Kit at this time**
If you choose an Essential Rewards Kit, you will be prompted to select a monthly ship date, shipping method, and credit card information. Then proceed to the Terms & Conditions and click Next.

If you are not choosing an Essential Rewards Kit or enrolling in Essential Rewards at this time, you will need to agree to the Terms and Conditions and click Next.

Terms & Conditions

- Policies And Procedures
- Distributor Agreement

I agree to the Young Living Essential Oils Distributor Agreement

Click Next and continue

Click in the box after reviewing the terms and conditions if you agree

On the next page, you will be prompted to confirm your address and personal information. Lastly, you will be taken to a shopping cart where you may continue shopping for additional products or check out and complete your order.
Action Steps for Business Builders

1. After your 3-way call with your business builder and upline leader, email your business builder their first set of action steps.


   1. Write down your **goals and dreams**. What would you do if your yearly income became your monthly income? What are 5 things you would do or have if money was no object? **Create a vision board** of pictures representing your dreams. **DREAM BIG!!!**
   2. Listen to the short 9 minute audio and watch the 2 videos on the **It's Your Life** page: [http://westoppedpoppingpills.com/its-your-life/](http://westoppedpoppingpills.com/its-your-life/)
   3. Create a **list of 100 people** you know. Check your phone, email, social media, and all organizations as a memory jogger. Then separate your list into local people and out-of-towners.

   **Once these action steps are completed, contact your upline leader.**

2. Follow up with your business builder **2 days later**. If they completed all of the action steps, then discuss and email them the next set of action steps. If they are still working on the current action steps, then set up another time to talk once they are completed. **Only proceed with the next steps when they are ready.** Do NOT send them all of the action steps at once.


   1. Extract **5-10 people** from your list to create your **DREAM TEAM**! Choose people that show natural leadership qualities, like teachers, yoga instructors, business owners, coaches, etc. Only write down their names. We will work with you on how to contact each person on your dream team.
   2. Visit our training center and watch the 2 videos, **Healthy Essentials Class** (introduction to Young Living’s products) and the **Oily Review** (follow up review class). These classes may be emailed to your potential product users and business builders.

      [http://westoppedpoppingpills.com/healthy-essentials-class/](http://westoppedpoppingpills.com/healthy-essentials-class/)
      **Password:** startlivinghealthy

      **Password:** reviewtools


      **Once these action steps are completed, contact your upline leader.**
We also love to listen to audio books. Here are some of our favorites:

**Rock Star Recruiting School with Sarah Robbins: Seven Figure Success System for Network Marketing** by Sarah Robbins:

**Beach Money** by Jordan Adler: http://www.amazon.com/Beach-Money-Jordan-Adler/dp/B00FYEERW4/ref=sr_1_1?s=dmusic&ie=UTF8&sr=1-1&keywords=beach+money

**Mach II with your Hair on Fire** by Richard Brooke: http://www.amazon.com/Mach-With-Your-Hair-Fire/dp/B0019A8TPS/ref=sr_1_1?s=dmusic&ie=UTF8&sr=1-1&keywords=mach+II

**Go Pro** by Eric Worre: http://www.amazon.com/Go-Pro-Becoming-Marketing-Professional/dp/0988667959/ref=tmm_abk_title_0?ie=UTF8&qid=1385430721&sr=1-2-catcorr

3. Follow up with your business builder to discuss their dream team and get feedback from the videos they watched in step 2. If they completed all of the action steps, then discuss and email them the next set of action steps.


1. Based on the conversation you had with your upline leader about your dream team, contact these individuals using the following scripts: **Young Living Distributor Scripts**

2. Continue contacting at least 2 people a day by utilizing your list and the scripts. If you have any questions, contact your upline leader at any time.

3. Continue reading 10 pages a day of a personal development book.

Keep in Mind: **There’s a Place for EVERYONE with Young Living!**

1. People interested in Increasing their Cash Flow
2. Product Users
3. Connectors

**Congratulations on your success and increased cash flow!**