



FLIPPING RANKS: 10 STEPS TO ROCK YOUR MONTH!

Here are some great ways to hustle your tail off this month!

1. COMMISSIONS POST – Either create or go to the commissions post in your group, and contribute what your commission was this month or the past couple of months.

Talk about what this income, no matter the amount, means for you and allows you to do. Maybe that's buying groceries, paying on a loan to get out of debt, funding an adoption, going to Disneyland, helping to pay the mortgage, whatever it is- share it!

Tag your new friends and kit sales in the post and show them that it is SO VERY possible for everyone to make money on this journey! Remember it's not about the money but what you can DO with the money. So much goodness can come from these blessings and it's really exciting to get to share about it!

2. CONNECT – Follow up with anyone you've talked about oils with in the past month or so. Ask them:

-What questions do you have before you grab your kit?

-What kinds of things are you and your family working through, that I could suggest oils to help with?

Asking these leading questions rather than just "let me know if you have any questions" is a great way to really engage in conversation and steer them toward a decision, instead of being a constant fence-sitter. 😊

3. OFFER AN INCENTIVE? – If you'd like, offer something as an incentive for ordering a kit through you, be it large or small! Adding a little "gift with purchase" is a nice way to add value to something that already has so much value, and to thank your friend for diving in with you!

Some great incentives might be cash back, a diffuser necklace, or anything else that you yourself would want. Remember it cannot exceed a \$25 value.

Be sure to put an end date on when your incentive expires, again to help people make decisions!

4. SHARE about oils!

-What EO's are?

-Why we use them?

-How to use them within all the body systems?

Share from your own stories and your own favorite recipes!

5. BREAK DOWN THE PSK – Do a post or a video of each of the 11 oils, sharing how & why to use them. (Compliantly, of course)

It shows people the value of the PSK and why it is the best way to get started! It's pretty incredible what those 11 oils can do and how versatile they are, but until people have oils they don't know that! It's our job to show them. :)

6. **PERSONAL POSTS** – The non-oil related posts. Up them, make them better, more consistent, more educational, more entertaining, with great photos. Share from YOUR HEART!

The more consistently you share yourself, your family, your ideas and funny stories, your heart and passion..the more people learn to trust you and the more they want to be a part of whatever you are doing. Our personal posts are just as important, if not even MORE important, than our posts about oils. You are building your personal brand, which is huge! So represent what you want your business to be about and keep your "storefront" (your social media pages) rockin'!

Tip: go through your recent posts as if you are somebody else. What vibe do you get? What kinds of things is this person about? Do you WANT to be a part of their world? Be honest with yourself! And then take the steps to make your social media something you are proud of. :)

7. **STRATEGICALLY PLACE** – Learn about restructuring your downline to the best of your ability. This is huge for our growth and helping others!

Also, feel free to reach out to your upline if you have any questions about stacking. Make sure you have stacks sent in by the end of the month in order to count for this month, and within 20 days of your new sign-up's enrollment date.

8. **HOST A CLASS** – just do it! Just throw it together and make it happen! It could be online or in person 101, 102, make and take or speed oiling. Whatever! Teach & educate people, have fun, invite people into your journey in an encouraging and fun way.

9. **MEET IN PERSON** – it is one of the BEST ways to get people started with oils. Invite them out for coffee, smoothie or lunch and have fun sharing! Get your oils out to use them when you're around your friends and family. Talk about oils in face to face settings. They sell themselves, and meeting in person is one of the BEST ways to guarantee that a friend wants a kit. :)

10. **COMMUNITY** – Teamwork makes the dream work!

Do the math for the goal/rank you want to achieve. Take the needed OGV and divide it by the number of business people you have in your downline that could potentially bring in PV/OGV.

Share that goal with them! That makes it totally possible because everyone is part of the team, working together for the end goal! We all want to succeed together and help each other out. Break it all down and run after those goals together!

BOOM, baby! What are you gonna knock out today to rock this month? :)