



CHECKLIST: BUSINESS BUILDERS STEPS FOR SUCCESS

THE POWER START

1. Create an account with the Premium Starter Kit and an Essential Rewards kit.
2. Announce your new business publicly (ex – post a picture of kit on Facebook)
3. Make your list of 100 people you know
4. Get three “business launch” classes on the calendar for your first month (follow the I-WE-YOU model with your sponsor)
5. Start talking to people and determine their needs—business and/or product

STEP 1: PREPARE

- Develop testimonials about each oil for yourself
- Develop your product/business story
- Develop your 30 second response to “What do you do?”
- Offer them to others at work and play; Diffuse, diffuse, diffuse
- Order on Essential Rewards (100 PV is a tax write-off)— start with NingXia Red or other nutrition products to become a product of the product

STEP 2: INVITE

- Confirm two dates with 4 of your closest friends/ guests and plan your class—call to invite guests, print post cards, make a Facebook event and promote to others
- Use FORM (Family, Occupation, Recreation, Message) to establish product/business needs and goals for prospects; Invite to type of event based on SIGN (Strengths, Interests, Goals, Needs) <https://www.youtube.com/watch?v=FEJyBSFACn8>

PRODUCT

- Home Experience
- Local LWN introductory classes
- Local YL Event
- Coffee Shop Meet Up
- Conference Call
- YL Convention

BUSINESS

- One on one meeting
- Three-way-call with your sponsor
- Business Opportunity Class or Call



STEP 3: SHARE

PRODUCT

- Use standardized intro class script and presentation (follow the I-We-You method of mentoring someone new if they need/ want the support)
- Enroll new members with Premium Starter Kit
- Use your member number as Sponsor and Enroller
- Encourage Essential Rewards and share about the monthly promotion offered by Young Living at checkout
- Set up a date for follow up: by phone or in person
- https://www.youtube.com/watch?v=nu4K_5j9dwM Remember to share freely, it's not about you!

BUSINESS

- Give a copy of "The Four Year Career" or Game Plan Mini to prospect
- Follow up with one on one meeting
- Three-way-call with your sponsor
- Take them to a Business Opportunity Class or Call them

STEP 4: EQUIP

PRODUCT

- Provide resources and information about the oils (meet up to give a gift card to new members and show them how to order resources from Life Science Publisher, add them to LWN Lifestyles group on FB, establish how they would like to be invited to future classes, open lines of communication)
- Invite team members to join Essential Rewards (ER)
- Attend and teach intro class with new member
- Invite to local events for continuing education (*See more on "Equipping Your Customer" doc and watch <https://www.youtube.com/watch?v=XkZGKekS1bY>*)

BUSINESS

- Take them through Power Start Steps above
- Access comp plan info from Member Resources in Virtual Office
- Add to the Living Well Now Si6 group on Facebook
- Encourage enrollment in First Steps to Success and/or Dani Johnson's 30-day bootcamp at www.smartnetworker.com
- Show them downloadable resources on www.lwnresources.com
- Loan out books and training CDs that you have



STEP 5: LEAD

- Teach others to do what you are doing – keep it simple and duplicatable
- Invite them to join you as business leaders of their own team
- Attend network marketing events (Mastermind, Dani Johnson, etc.)
- Daily build belief by shifting your mindset toward positive business leadership
- Regularly engage in personal development
- Reinforce good habits with time and organization strategies
- Use the Living Well Now Incentives Suggestions to recognize and reward your team's rank advancements.

ADDITIONAL RESOURCES

BUSINESS PRINT RESOURCES

- Four Year Career Young Living Edition*, Richard Bliss Brooke - **BB**
- Rock your Network Marketing Business*, Sarah Robbins - **A**
- Making the First Circle Work*, Randy Gage - **LWN-A**
- Go Pro*, Eric Worre - **A**

BUSINESS ONLINE RESOURCES

- Jim Rohn - *Building Your Network Marketing Business* (YouTube) and **LWN-A**
- Downloadable Resources from www.lwnresources.com (password in LWN Business Builders Group)
- Think and Grow Rich Calls - www.whoismikehobbs.com/think-and-grow-rich-call/
- Dani Johnson - First Steps to Success www.danijohnson.com
- Connie Marie (RCD) <https://m.youtube.com/results?q=entreprenoilers>

OIL RESEARCH RESOURCES

- Essential Oil Desk Reference (EODR)- **LSP**
- Essential Oils Pocket Reference (Blue pocket guide) – **LSP**
- Essential Oils Desk Reference - **LSP**
- The Chemistry of Essential Oils Made Simple by Dr. David Stewart - **AH**
- Gentle Babies by Debra Raybern - **LSP**

(AH) Abundant Health - www.abundanthealth4u.com, 1-888-718-3068

(CDT) Crown Diamond Tools - www.crowndiamondtools.com, 1-877-225-3528

(LSP) Life Science Publishers - www.discoverlsp.com, 1-800-336-6308

(BB) Bliss Business - <http://blissbusiness.com/>, 1-855-480-3585

(A) Amazon <http://amazon.com>