



How to Support a New Member

FIVE STEP WELCOME - DAY ONE

1. Share a personal call with your new business builder
2. Add them to LWN Business Builders
3. Post a "Please Welcome" message including their photo and mini-bio in the pinned post of LWN Business Builders
4. Mail them a Personal Note with a small gift/ business tool
5. Send them a First Steps email and schedule their Virtual Latte



FIRST STEPS EMAIL

Welcome to the Living Well Now Sharing Team

Congratulations and Cheers to the new beginnings ahead!

We want you to feel welcome and confident right away:

Get Support: From Your Team Leader/Sponsor and Company: 800-371-3515

Get Informed: Here's a link to our top 10 tips for supporting a new member

Get Connected: Click [here](#) to access our team resources (pw: lwnabundance)

Get Involved: [Here](#) are important team events for your calendar

Get Inspired: Print our Team Values and Vital Behaviors

Let's Get Together: contact your team leader to pick a date and time. This is personal time for just the two of you. Plan on 20 minutes so you can focus on your goals and create an action plan you feel excited about!



TOP 10 TIPS FOR SUPPORTING A NEW MEMBER

1. Congratulations to you for helping to change their lives!!
2. Plug into our INCENTIVES (<http://bit.ly/2HOhcnO>) Offer them an educational resource like the Essential Oils Pocket Reference (available at bulk pricing of \$13 from your Exec and Above leader) or Reference Guide for Essential Oils app (iphone). (how to gift an app <http://bit.ly/2qIHbpb>)
3. Add them to LWN Lifestyles - Members Only FB group after you have discussed compliance with them. Let your Silver and Above leader know to approve them and then be sure to WELCOME them and show them around! (Lifestyle Tips Are HERE <http://bit.ly/2yulv5X>)
4. INVITE them to an upcoming class either online or in-person. I have my oils now what is a great class. . . or an intro class to review their kit contents.
5. Send them a Welcome Email
I recommend that you put ***SAVE*** Welcome to Young Living in the subject line!
6. Find out if they are interested in knowing how to get their product paid for and offer them a copy of the Young Living edition of the Four Year Career to review. Also determine when they might want to plug into our "Power Start" Steps to Success and begin to share a healthy lifestyle with their friends and family by hosting an introductory class. Check out our "Steps for Success" and tons of other resources on our website : <http://bit.ly/2hT0UBd>
7. Be sure to reach out to them every month or so. Ask them how they are using their kits. Invite them to upcoming classes! Communication and Education are KEY! There are sample forms for keeping track in the files section. Tag them in relevant posts in the Lifestyles group and let them know you are thinking of them.



8. WHAT RESOURCES DO WE PROVIDE TO OUR MEMBERS?

- Website & Resources (www.livingwellnow.com/resources)
- Facebook Page & Secret Groups (www.facebook.com/livingwellnow)
- YouTube Channel & How To Videos
(https://www.youtube.com/channel/UCMFQCxmNeFh_vKvJpGGs16w)
- Online Classes such as "Essential Oils 101" and "Business Opportunity 101"
(www.livingwellnow.com/products and www.livingwellnow.com/business)
- Monthly Newsletter (you will automatically receive this unless you opted out)
- Annual Ignite Conference – Every February - Phoenix, AZ
www.livingwellnow.com/ignite

9. MONTHLY INCENTIVES

Each month we track our members' ordering habits- so that we can better serve them to make lifestyle changes that will impact them now and in the future! We take note of how many new members are enrolling, ordering on Essential Rewards and maximizing the VALUE of the Young Living promotion.

10. BREATHE and Have Fun!