



TIPS: BUILDING YOUR DREAM BUSINESS

1) VISION

Capture a vision for the long haul! Don't be afraid to dream! What will your life be like in 4 or 5 years if you treat Young Living like the amazing business opportunity that it is? If you have a significant other, have them vision/dream with you – if they are on board it will make all the difference.

2) PERSONAL DEVELOPMENT

Listen to positive, motivational content day in and day out. Naturally our minds want to go to the negative places of self-doubt and fear but when we intentionally take in positivity, our beliefs and actions change.

Some favorites for positive thinking and skill development: Dani Johnson, Jim Rohn, Sarah Robbins, Eric Worre, Richard and Kimmy Brooke, and Randy Gage.

3) LET GO OF FEAR

Don't let fear hold you back from your dreams. To grow your business, you need a team of business builders and to build this team, you will need to keep things simple. Use and recommend, and help people create accounts, but don't leave out the business opportunity! Show your excitement and let people see the potential of this incredible business opportunity!

4) SET GOALS

Set monthly goals for your business and fill out your calendar. Decide how many events/gatherings you can feasibly do while keeping your sanity each month and then fill your calendar (i.e. your own classes, classes that you are teaching for others, conference calls or personal meet ups). Set specific growth goals using the LWN Abundance Tracker!

BONUS TIP: Classes are great because you can reach more people. Sarah Robbins book "How to Rock your Network Marketing Business" gives examples of how to launch your business with classes and what to say to your friends/family when inviting them to your class.

5) It's easier to grow QUICKLY than to grow SLOWLY, so do #4 (set goals!)



6) FOLLOW-UP

Follow-up with new members and give first class service. One of the best things you can do is send a thank you note when someone creates a new account. Let them know they are valued and important and hook them up with all the resources possible.

7) DECIDE TO SUCCEED

Decide you are going to succeed and don't quit. You are learning how to work this business and can't expect perfection overnight or even in a year. Keep working on the things above and continue to be teachable and ask questions.

8) KEEP THINGS SIMPLE & DUPLICABLE

Don't make more work for yourself. Use what is available to you so you can focus on income producing activities (IPAs) instead of recreating the wheel. Find resources at www.livingwellnow.com