



SCRIPT: INTRODUCING ESSENTIAL REWARDS

I'd like to mention to you that Young Living has a fantastic customer loyalty program called Essential Rewards.

It rewards you 10% back in product credits as a thank you and flat rate shipping. After 3 months, you receive 20% in product credits and after 24 months, loyal customers receive 25% in product credits. **So what that means is when you have a \$100 order, you receive \$10 in product credit and after just three months that same \$100 will give you \$20 in product credit.**

Isn't that great? I am not aware of any company that generous!

This is a money saving program for those who choose the YL product line for lifestyle support-- knowing that dedication to building habits and support in all lifestyle areas is what results in life-long vitality. (Point back to 8 Lifestyle Areas again. How would they FEEL focusing for 90 days on their lifestyle goals?)

As we all know, if we started a fitness program, one doesn't typically reach their fitness goals in just three weeks. The foundation is built starting at 90 days, right?

The same is true for our ideal weight. We normally can't be at our ideal weight in three weeks. The foundation is built starting at 90 days.

Does that make sense? The same is true for lifestyle changes. Our health 'concerns' typically don't manifest in just 90 days and the changes we choose to implement need 90 days to get started. It requires COMMITMENT to CHANGE! A 90-day commitment is the MINIMUM!

We can use our SAME BUDGET and look to make BETTER CHOICES. (add your personality and enthusiasm.)

Our bodies respond to many benefits of the oil-infused lifestyle including a 'cleansing' benefit and their support for 'better assimilation'. YL products get **RESULTS**. Most people choose ER as they love how they feel at the end of the 90 days!



Let me show you what it looks like on the computer when you decide to take advantage of this great money saving option (Essential Rewards)!
(After showing them, asked them: Would you like me to help you set that up now?)