



## HOW TO: LEAD WITH THE YOUNG LIVING BUSINESS

### **Short Script for Giving Out a Four Year Career Book**

Use this when a prospect seems interested in learning more about the business.

**You:** Im not sure if this is for you, but If I gave you a book to look at would you take a look? Maybe it will make you think of someone else who is interested?

Prospect: Sure

**You:** Could you have it looked at by this coming (fill in the blank...make sure it is less than a week away)?

Prospect: Sure

**You:** Great, I have (choose a time) or (choose a time) to meet up for half an hour. What works best for you?

Prospect: (chooses a time or says neither works)

**You:** (If times don't work for prospect) Okay, what works best for you?

Prospect: (provides a time)

**You:** Great, I will see you at (chosen time).

**\*\*Be sure to check in by text twice before the meet up to tell them you are confirming and looking forward to chatting and to remind them to be sure to finish flipping through the book before you meet up!**

### **One on One Meeting with Someone Looking for an Opportunity:**

1. After chit chatting, ask "So what did you like about the book?" Let them talk! Ask more leading questions, like "Tell me more about that?" or "What else stood out to you?" and when their is something you resonate with share how you felt the same way and share a little of your thoughts/experience!
2. Share your business story
3. Ask, "On a scale of 1-10 how serious are you about getting started?"

If they say they are ready now, set up a time to do a launch meeting. At this meeting you will you the Steps to Success and My Business Plan Checklist document to help them fast start their business.

If they say they are a 5 or 6 then ask them what they need to get to a 7 or 8?



If they need more info or they have some objections, say that your business partner who has been at this longer than you could chat for 15 minute by phone and could answer more questions. Ask them for a couple of time that would work for them in the next couple days.

\*\* The point is that you are moving them to the next business exposure. Most people need multiple exposures before they are ready to jump in. Another option for an exposure would be a Business Opportunity Class either in person or via web/conference call. [Here is a link to one of our recently recorded Business Opportunity Calls.](#)

### **3-Way Conference Call:**

Prior to call- talk with your sponsor and provide information about the guest who will be on the call (name, background, needs, strengths, etc.)

On the call- edify the sponsor to the guest and the guest to the sponsor. THIS IS HUGE!! You are building rapport to the sponsor!

1. Sponsor edifies their business partner back to the guest.
2. Sponsor asks the guest what attracted them to the business. Validate their reasons and share personal experiences that go along with their reasons. (Ex. That was one of the things that attracted me, too. I love that I get to spend time with my family and get to attend all the school functions because my time is so flexible.)
3. Sponsor shares personal business story
4. Review some of the things you love about a home based business (flexible hours, unlimited earning potential, getting to choose who you work with, being able to mentor up and coming leaders and with Living Well Now team, systems in place for training and a positive community and working environment)
5. Sponsor asks the guest "What questions do you have for me?"
6. Sponsor answers questions and answers objections. (Common objections— money, busy, salesperson, I don't know anyone, I need to try the product first, pyramid)



7. Sponsor asks the following questions to close:
  - a. What do you like about what you heard?
  - b. Tell me more about that.
  - c. Do you want to make a little or a lot? What for?
  - d. At your current job, how long will it take you to \_\_\_\_\_  
(respond to need)?
  
8. Close: "The next step is to try the oils from Young Living and start developing your own stories about using them for your health. At that point you will know if this is something you can really get behind. Most people start off with a Premium Starter Kit and it's only \$150. Do you have internet access while you're on the phone with me?" Then proceed to help them order the Premium Starter Kit if they have not already and edify responsibility in enrolling back to the direct upline.