



OUTLINE: I HAVE MY OILS....NOW WHAT?

**** Zyto scan:** Zyto scans/ iTovi events must be held separately and not where products are being sold. Members are free and Non-members are \$10. Be sure to have somebody on your team running the Zyto station so that you can have informal conversation with others about their health goals. Allow for 12 minutes per person.

Welcome

The main people to invite are those who have just gotten started with their kits and a few other leaders from your teams who want to bring their new members as well.

The format is more informal but this second look at YLEO gives your guests a great review AND opportunity to learn about the wide variety of products available from the company.

Help attendees to get food and drinks and encourage them to sign up for a zyto scan and then find a seat

Testimonials/teaching (30 minutes): At the introductory class we made the assumption that everyone is interested in healthier living. To achieve this we need to focus on the 4 Core Strategies. This means we should....

- Reduce stress
- Minimize our exposure to toxins
- Flood our bodies with restorative nutrients
- Use effective, timely natural solutions to support our bodies' natural functions.

You can simply review oils from the Premium Starter Kit and give hints and suggestions about using the products. . .this also makes it good for brand new guests.

Once everyone is seated hand out raffle tickets. Let everyone know that when they ask a question or share an experience, they will get to put their ticket in the drawing. Pass around the Premium Starter Kit....and share about Ningxia Red.



Community building and food (15 minutes): Prepare two or three simple appetizers, desserts that are made with YL oils (Ex. Peppermint brownies or a fruit dip with lemon oil added. Also, be sure to have water with citrus oils.). You can serve samples of NingXia Red and protein shakes too.

Introduction of “new” product (10 minutes): Introduce five or six other products that everybody may like that did not come in their starter kits. Why do you love them? How have they supported your physical/emotional wellbeing? Others may share as well.

Go through the other product lines or products to address more energy/ kids/ women's wellness, etc. There's a handout for this part on the LWN website called "Preparing Your Next Order. . ." You might also choose a focus for each month- supplements/ fitness/ nutrition/ new products. . . the important part here is that your guests are introduced to the full depth of YL's natural health options.

Essential Rewards (5 minutes): Talk about the benefits of Essential Rewards. It makes sense for most people who are prioritizing their family's health monthly.

- 1) Reduced shipping cost
- 2) Priority shipping
- 3) 10-25% back monthly to use on free product
- 4) Ensures that you never miss out on commissions if you are referring the products to others.

Business: Say “Some of you have been loving the products and are interested in learning how to make an income with this company.” Share your business story/testimonial and have one or two others share theirs. This must be prepared ahead of time and practiced. Say “For those of you who want to learn more, we have copies of ‘The Four Year Career’ for you to borrow. You will want to pick up a copy before you leave tonight.” Also, be sure to have people write down the date and time for the upcoming “Livin’ the Dream” class.

Raffle: Ideas are a free room spray, a citrus oil, etc.

Extras: If the class is smaller, it can be paired with a very simple make and take. Ideas of items to make are room/linen sprays, sunburn sprays or bug sprays. (Estimated fee \$3 or \$4 per person)