

## **Business Opportunity Outline**

***Please use the following outline to guide your presentation, rather than as a “script.” You will find the words on the slides to be particularly helpful and may not even need to reference any new details here. The goal is to engage the listeners to want to know more in under 30 minutes! (The numbers below correspond to the slides)***

- 1. Intro and edify the presenters**
  - a. One presenter tells their one-minute story
  
- 2. Lifestyle 1** -Here is Lifestyle #1. The Average life expectancy is 80 years. During the first 25 years or so you go to school to develop skills. Then, you work HARD for 40 years using those skills to make money. People typically retire at 65 in order to finally enjoy life. But THE TRUTH IS by the age of 70 OR BEFORE most people are on a fixed income and/or have declining health.
  
- 3. Lifestyle 2** - The second lifestyle looks similar at the beginning...The average life expectancy is still 80 years. The first 25 years we go to school to learn skills. May I ask your NAME, how old you are? Or how long you have been in the workplace? Are you where you want to be financially at this point in your career? If you continue to do what you're doing now for the next 4-5 years... will you be set financially?
  
- 4. Trends –**
  - a. (left side)In network marketing, we compress 40 years into 4-5 years by working with TRENDS. The LARGEST trend in the world is Wellness and Beauty. The Wellness and Beauty market is predicted to be a Trillion Dollars by 2025.
  - b. (right side) Our solutions include Natural Wellness and non-toxic, oil-infused lifestyle products for every member in your household.

5. **Seed to Seal and a little about YL as a business**, Seed to Seal products,
6. **Family-owned & operated**; Gary and Mary Young founded Young Living in 1994
7. **25+ years of growth** and there's no end in site. Not every home has YL in it yet!
8. **25 countries and growing** YL has committed to opening 5 new markets each year.
9. **2,000,00 customers and growing!** (the world population is 7.8 billion)
10. **\$2 Billion a year in sales** with steady increases each year
11. **Manifesto** Business is BOOMING and our 2020 Manifesto declares: "A healthy home for each of us, A healthy world for all of us."
  
12. **Recommending Young Living is simple.** Once you fall in love with the products recommending them to others is as simple as 1 ... 2 ... 3
  
13. **Tell your story**
  
14. **Why Network Marketing** – Pick your faves from this list or just say: Network Marketing is a way for you to get yourself into a life that allows you to realize your fullest potential. This model isn't perfect, but many great business minds believe it's better – it's a low risk & high return opportunity and better yet it's learnable!
  
15. **How does this business work?** - So, at this point you're probably thinking this sounds cool...but maybe you have some questions...so here are the questions you are probably all thinking about. How does this business work? We are going to tell you a little about this model, but we recommend grabbing a copy of Richard Bliss Brooke's 4 Year Career.
  
16. **Gather** - simple team to get your products for free
  
17. **Inspire** - slightly larger team to make extra income
  
18. **Inspire** - creating a full-time income source

**19. Network Marketing allows everyone to build a sales team from day one...everyone.** - Richard Brooke

EXAMPLE

You-4-16-64 for a total of 84 repeat customers

Everyone is ordering \$125 a month. Sales of \$10,500 a month

You earn about 7% of sales or about \$700 a month

• (what are the income possibilities if you work for it)

**20. IDS** - what are the income possibilities if you work for it?

Point out the annual income column.

**21. Can I really make a living –**

- a. First presenter edifies the co-presenter
- b. Second presenter tells his/her story

**22. What If?**

**23. LWN** – What if you were part of a team that had a proven track record. We Are Health & Business Coaches. Edify our leaders

**24.** Because of our commitment to serving more people, the overall mission within Living Well Now is to help others live their healthiest lives and build successful businesses. As a support team we emphasize duplication because we are committed to developing 1,000 thousandaires. Which means bringing \$1,000 a month extra income to 1,000 families

**25. LWN Powerstart** – You will get the best results by following our suggested power start steps.

**26. Choose a starter kit** – First thing you need to do is choose a starter kit. Which kit feels right to you?

**27. Thank You!** Authentic Networking means that we honor the person who invited you to tonight's class and encourage you to have a deeper

conversation with him or her to determine their next steps in launching a business with Young Living. Serving more people will allow the abundance to flow.