



# Welcome,

## YOUNG LIVING BUSINESS BUILDERS!

Take your Young Living journey by storm this year with tools to help you make the most of your experience! With our new Digital Tool Kit at your fingertips, you can kick-start your business-building endeavors more fearlessly than ever.

Just like our New Me in 90 movement supports new year fitness goals and our supplement products boost wellness objectives, our Digital Tool Kit focuses on effective business strategies to set you up for success. Each page is designed with you in mind—from how to welcome new members onto your team to communicating your passion to the world.

**2020 is your year to succeed!**  
**We're excited to see you accomplish your goals!**

# 2020 Strategic Goals

Name: \_\_\_\_\_ Member No.: \_\_\_\_\_

## What *specific* actions will I take to build my business?

**1** I will enroll \_\_\_\_\_ new members in the next 30 days.

From \_\_\_\_\_ to \_\_\_\_\_  
current enrollment number                      goal number

My strategy for finding these new members is:

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**2** I will help \_\_\_\_\_ people in my downline to enroll in Essential Rewards in the next 30 days.

I will achieve this goal by: \_\_\_\_\_

**3** I will lead my team to become successful business builders.

Specific actions I will use to coach my team are:

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## COMMIT AND GROW

- What are some behaviors that if done consistently will help me with my business-building goals?
- Which of these actions will I take in the next 30 days to grow my business?
- Which of these actions will I consistently commit to throughout the year?

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# New member checklist:

## STARTING THEIR YOUNG LIVING JOURNEY OFF RIGHT

### NEW MEMBER INFORMATION

Name:	Member No.:	Phone:
Email:	Preferred method of contact (email, text, phone call, WhatsApp, etc.):	
City, State:		
Does your new enrollee have a sponsor? If yes, what is their name?		
Did your new enrollee sign up for Essential Rewards?		
They joined the Young Living family because _____		

### WELLNESS PRIORITIES

<input type="checkbox"/>	Skin care solutions	<input type="checkbox"/>	Clean beauty makeup
<input type="checkbox"/>	Natural cleaning solutions	<input type="checkbox"/>	Emotional support
<input type="checkbox"/>	Physical support	<input type="checkbox"/>	Nutrition
<input type="checkbox"/>	Pampering products	<input type="checkbox"/>	Personal hygiene products
<input type="checkbox"/>	Other _____	<input type="checkbox"/>	Other _____

### PRODUCT SUGGESTED


### NEXT STEP: FOLLOW UP!

Day 1:	Day 3:	Day 5:	Day 10:
<ul style="list-style-type: none"> <li><input type="checkbox"/> Give them a call (see cheat sheet).</li> <li><input type="checkbox"/> Add them to your team Facebook group.</li> <li><input type="checkbox"/> Set them up with YL texts <a href="http://yl.youngliving.com/us-text-signup.html">http://yl.youngliving.com/us-text-signup.html</a>.</li> <li><input type="checkbox"/> Direct them to the PSK unboxing video on the Training and Education Facebook page.</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Explore the Young Living Facebook group with them.</li> <li><input type="checkbox"/> Set up a getting started training.</li> <li><input type="checkbox"/> Ask if they have further questions.</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Ask if their PSK has arrived. If Yes, What Oils have they tried and what is their favorite so far?</li> <li><input type="checkbox"/> Help them navigate Young Living resources:               <ul style="list-style-type: none"> <li><input type="checkbox"/> <a href="#">This is Young Living video</a></li> <li><input type="checkbox"/> <a href="#">YL's Seed to Seal® quality commitment</a></li> <li><input type="checkbox"/> <a href="#">The Lavender Life blog</a></li> <li><input type="checkbox"/> <a href="#">Young Living Facebook page</a></li> <li><input type="checkbox"/> <a href="#">Virtual Office training</a></li> <li><input type="checkbox"/> <a href="#">Complete profile</a></li> <li><input type="checkbox"/> <a href="#">Essential Rewards</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Schedule follow-up interactions for the next 30 days:               <ul style="list-style-type: none"> <li><input type="radio"/> How's it going? What are they loving? Date: _____</li> <li><input type="radio"/> How are they feeling? Date: _____</li> <li><input type="radio"/> Send product samples. Date: _____</li> <li><input type="radio"/> Send a video. Date: _____</li> <li><input type="radio"/> Send a blog article. Date: _____</li> <li><input type="radio"/> Introduce business building. Date: _____</li> </ul> </li> </ul>

# DEFINE YOUR *Purpose*

What is your main focus in building your business?

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What is your definition of success?

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Which of your strengths adds the greatest value to your Young Living business?

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What are your long-term business goals?

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What impact do you want to have on your team/business?

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## THE "WHY" BEHIND YOUR YOUNG LIVING JOURNEY

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SHARE YOUR *passion*; ATTRACT OTHERS WITH A *similar purpose*;  
BUILD A *strong community!*

# Cheat sheet: NEW MEMBER PHONE CALL

Congratulations on enrolling a new member! Now that they've ordered a Starter Kit, what's next? A simple phone call can go a long way in building a long-lasting relationship. It's important to stay in touch with your new enrollee. Remember, you can be a useful resource as they start their journey to health, wellness, and abundance.

Here are some tips to make your conversation smooth and seamless:

## PREPARING FOR THE CALL

- Have the following available:
  - New member checklist
  - Notepad and pen
  - Product Guide for reference
  - List of your favorite products to talk about
- Remember that the focus of your call is to genuinely get to know them and become a resource for their Young Living experience. When appropriate, share your "why" and passion for Young Living and the products.

## DURING THE CALL

- Introduce yourself if you're their sponsor and you've never officially met.
- State the purpose of your call.
- Get to know the member by asking questions like:
  - What stood out to you about Young Living?
  - What are some of your wellness goals?
  - Have you received your Starter Kit yet? If so, what was your experience?
  - Have you used Young Living products before now? What was your experience?
- Express gratitude and share a short testimonial of Young Living's products.
- Make sure the new member has explored Young Living's resources, especially the following:
  - Virtual Office
  - *The Lavender Life* blog
  - Young Living social media

## FINISHING THE CALL

- Extend an invitation to a Young Living event or suggest ways to incorporate Young Living products in their daily life.
- Remind them that you're in their corner cheering them on and that you're a resource for their wellness journey.

*YL Tip:*

Lives can get hectic, and phone calls may not be the best form of communication. If this is the case with your new member, feel free to send an email or text letting them know you're available when needed.