

Welcome to the Marketing Scents Training Center!

Welcome to Young Living® and the Marketing Scents® business opportunity. Your timing is excellent, and rest assured - you are in great company. Over the next few pages, we'll bring you important step-by-step instructions to getting your business off on the RIGHT TRACK!

If you own a Marketing Scents Member Website, be sure to check your email. You will be receiving a set of emails each day for the next 30 days that will:

- help you get all your Young Living ® and Marketing Scents systems set up,
- help you develop new habits for success,
- provide full contact information for your Marketing Scents business coach,
- and provide excellent tips for Goal Setting, Time Management, and more!

If you print this guide, along with each of the training emails when you receive them, by the end of your first month, you will have a full ...very comprehensive... training manual which you can refer to again and again AND will act as your guide to train new Distributors you bring into the Marketing Scents® family.

Our Training Center has been built to work as a stand-alone resource to bring you **important tools, small business training, and support ---** all designed to help you get where you want to go ...and grow... in your new business.

Your success is VERY important to us! We're here to do everything we can to support you as you achieve success.

Where do I Start?

*"The secret of getting ahead is getting started.
The secret of getting started is breaking your complex overwhelming tasks into small manageable tasks, and then starting on the first one."
~ Mark Twain*



You're in the right place. This is exactly where you start; a step-by-step plan to guide your activity this week!

By now your sponsor has already sent you an email welcoming you to the Young Living ® family. The email should contain important links, contact information, and a short overview of what to expect in the days ahead. **Be sure to print each email** you receive and save them in a binder or folder ...or keep them in a file on your computer... eventually they will become an excellent resource for you to train new Distributors you bring into our growing Young Living ® family. The emails you receive together with this website are your key to learn and get your questions answered.

Important Note: Young Living ® Distributors who do extremely well stay in constant contact with their sponsor for the first 60 to 90 days in business. Regardless of how big your goals are, if you want to achieve them, then get plugged in and show your sponsor how serious you are. We recommend you contact your sponsor after you complete each and every task in the check list below.



Tools You Will Need for This Section

To make this as simple as possible, we packed the New Distributor section of the Marketing Scents Training Center with all the information you need to complete the Ten Steps to Success. Here are a few things you'll want to have before proceeding...

- RealPlayer installed (most computers have this - if you don't, [click here to download a free copy now.](#))
- Adobe Acrobat (most computers have this - [click here for a free copy](#) if your computer doesn't have it.)
- Plenty of paper in your printer, a notebook to take notes, and a pencil.

Ten Steps to Success

"In order to achieve your dreams; first you must wake-up; then you must go to work." ~ Tracy Ulrich

Step 1: Meet Your Upline. They're your key to success! Call and introduce yourself.....if you are unsure who your upline is, call the person whose name is on the bottom of the emails that you are receiving.

Step 2: Create your list. See the Memory Jogger for help. Done? Great! Call your sponsor and let him/her know!

Step 3: Set up your online marketing tools. This step will be quick and simple following the Action Steps contained in your first 2 emails. Done? Great! Call your sponsor!

Step 4: Complete your Business Planning Worksheet. Done? Great! Call your sponsor and let him/her know!

Step 5: Complete your weekly work schedule. Done? Great! Call your sponsor and let him/her know!

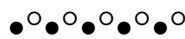
Step 6: This one is very important. **Complete your Personal Goals exercises.** Done? Great! Call your sponsor and let him/her know!

Step 7: Get to know Young Living®. One of the best ways to get started understanding the benefits and rewards that come with your Young Living ® business is to listen to the New Distributor Training CD's that will come with your first order. Done? Great! Call your sponsor and let him/her know! (Side Note: You'll also want to take time over the weeks ahead to read through your starter kit materials when they arrive. The more you know about your Young Living ® business, the more confidence you will have sharing it with others.)

Step 8: Review the Transfer Buying Worksheet and Set-up your Autoship order. Done? Great! Call your sponsor and let him/her know!

Step 9: Leaders are Readers. Select a book from the suggested list and read it.

Step 10: Review the current regulations regarding the Do Not Call List and the Can-Spam Act. Done? Great! Call your sponsor and let him/her know!



Step One Your Path to Profits; Meet Your Upline

"Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great." ~Mark Twain

Your upline is as committed to your success as you are. They want to help you be successful and in turn you will help others. Your upline probably has more experience about which life-changing products you will have the BEST result with. Ask them questions, often!

If you own a Marketing Scents® Website, call or email the person who is on the bottom of all of the email messages that you are receiving. Tell that person that you are ready to get started. We suggest that if your upline has not yet achieved the rank of Executive, that you and your upline call their upline until you are working with someone who is at least an Executive. That way, you'll be able to ask that person – exactly what they did to become successful!!

Your upline will be able to share important, tips with you to save you time and money. We can tell you that those people who “plug-in” to their upline are more likely to be successful.



Step Two

Your Path to Profits; Create Your List

"Don't let the fear of the time it will take to accomplish something stand in the way of your doing it. The time will pass anyway; we might just as well put that passing time to the best possible use." ~Earl Nightingale

"It is surprising how many people just skip this step,"

Teri Williams,

Diamond, Young

Living Essential

Oils

Step number two is ESSENTIAL, and probably one of the more IMPORTANT steps to building a SUCCESSFUL Young Living® business.

What does creating your list mean? In a nutshell, it's writing down the names of your "circle of influence" ... the people you know, who know you. But there's a lot to this step, more to it than you may think...

Your "circle of influence" goes well beyond the people you know. If you've ever seen the movie "Pay it Forward", you already know what we mean here. If you haven't, the movie is about three people; who each help three people; who in turn each help three people and so on..... that is what your circle of influence is, people you know, who are entrepreneurs, or desire extra money, or have extra time, or want exceptional products.

According to population statistics, the average person has a relationship with 250 people! In other words, when you start writing your list of everyone you personally know, it will be at least 250 people.

And that's just the people you know.....

Here's why you will want to introduce people to your Marketing Scents® Website *even if you believe they WON'T be interested* in Young Living® product line or business opportunity.....

Many highly successful people with Marketing Scents® have achieved their success as a result of someone they know introducing someone they know ...to someone they know... to someone they know... until suddenly, the introduction is made to someone who ends up being VERY interested!

We've created the following **Memory Jogger Exercise** to help you to begin your list! Many new Distributors have surprised themselves by turning out a list of 50, 100, 250 --- and more --- the first time they try this! This will make it possible for you to achieve an important Marketing Scents® goal -- introduce AT LEAST four-six new people to your website every day.

Here's a tip for you – Make this FUN! At this point, just brainstorm, don't try to prejudge – just write down as many names as come into your mind. You may not even end up contacting every single person you write down after completing this exercise... JUST WRITE THEM DOWN ANYWAY! As you grow in your confidence, and your new business, you will see how valuable this list will be for you and your future! ONE MORE IMPORTANT THING... this is a "work-in-progress. Keep your list in your notebook; you will be referring to it often and will be adding to it in the future.

Important Notes: Marketing Scents Distributor training is designed to train you to build your business in both the WARM Market and COLD Market. This is a WARM Market exercise.

Activity: Create your list;
Supplies: Pencil, Notebook Paper;
Time: 30 minutes;
Suggestions: Find a time when you will not be interrupted

Now, go through the MEMORY JOGGER list below, and write down as MANY names that come to mind on your CONTACT LIST:

LIST YOUR CIRCLE OF INFLUENCE FIRST

Address Book
Business Cards
Christmas Card List
Neighborhood List
College Friends
Co-workers; Former co-workers
Teachers



LIST YOUR RELATIVES NEXT

Parents
Brothers
Aunts
Nieces
Nephews
Sisters
Uncles
Cousins
Father-in-law
Mother-in-law
Brother-in-laws
Sister-in-laws
Other in-laws

Grandparents
Grandchildren



WHO IS/ARE MY?

*This exercise is simple;
just spend 30 minutes
writing down as many
names as you can think
of. The important part is
not to prejudge who
should and should not be
on your list.*

Accountant
Association members
Auto mechanic
Bowling Team members
Favorite Waitresses
Favorite Waiters
Computer Tech
ISP Support Person
Fishing buddies
Florist
Friends
Housekeeper
Bus driver
Car salesman
Card group
Child Care Provider
Children's friend's parents
Church members
Club members
Convenient Store Manager
Co-workers
Delivery Person
Dentist Office employees
Doctor's Office employees
Donut Shop Manager
Dry Cleaner
Fed Ex Driver
Fireman
Insurance Agent(s)
Jeweler
Lawyer

Leasing Agent
Mailman
Maintenance Person
Minister(s)
MLM friends
Neighbors
Optometrist
Paperboy
Pharmacist
Police
Property Manager
Real Estate Agent
Pet Groomer
Retired Coworkers
Retired Friends
Retired Relatives
Bottled Water Supplier
Coffee Supplier
Florist
Sports Team members
Supermarket managers
Tailor
Hairdresser
Truck Drivers
UPS Driver
Veterinarian
Barber
Day Care Owner
Hunting buddies

WHO SOLD ME MY

Appliances
Boat
Business cards
Camper
Car
Computer
Craft Supplies
Fishing license
Fishing Bait
Furniture
Glasses/contacts

House
Hunting license
Office
Equipment/Supplies
Telephone/Cell Phone
Tires and Auto Parts
Sony® Playstation
Stereo
Vacuum cleaner
Wedding items

I KNOW SOMEONE WHO IS A

Antique Dealer
Art Instructor
Avon Rep
Bank Teller
Bus Driver
Carpenter
Chiropractor
Contractor
Dietitian
Editor
Electrician
Fire Chief
Fisherman
Garage Mechanic
Golf Pro
Interior Decorator
Lab Technician
Librarian

Lifeguard
Model
Motel Owner
Music Teacher
Notary Public
Nurse
Office Manager
Pilot / Stewardess
Printer
Restaurant Owner
Seamstress
Secretary
Security Guard
Sheriff
Student
Tupperware Rep
Waitress
Welder
Realtor

I ALMOST FORGOT ABOUT ... SOMEONE I KNOW THAT

Cuts My Grass
Delivers Parcels / Packages
Dry Cleans My Clothes
Goes Bowling with Me
Hung My Wallpaper
Is in My Book Club
Is in Rotary, Lions
Is My Baby-sitter
Is my Barber/Hairdresser
Is my Former Boss
Lives Next Door
Owns My Apartment
Painted My House

Repaired My TV
Sells Ice Cream
Sells Me Gasoline
Teaches Ceramics
Teaches My Kids
Was in my Car Pool
Was my Best Man
Was My Maid of Honor
Was My Navy Buddy
Was my Photographer
Was my Professor
Was My Teacher

THIS IS TOO MUCH FUN TO STOP NOW

Judges
Fast Food Chain Employees
Hotel Managers
Motel Managers
Emergency Medical Service
Farmers Agriculturalist
Conservation Officers
Gas Stations
Monument Business
Funeral Director
Grain Operators
Elevators
Landscapers

Title Agent
Speech Therapist
My Distributor
My Bank Teller
The Scuba Instructor
The Karate Teacher
The Piano Teacher
My Landscaper
The Coffee Shop Group
The Cub Scout Leader
Taxi Driver
My Garbage Man/Woman

Step Three

Your Path to Profits; Set-up Your Online Marketing System

This is the easiest step.

You will be receiving email messages that will provide you with step-by-step instructions about configuring your MarketingScents Website. As they come in your emails, read your email and follow the instructions.

Congratulations!! You have completed the first three steps on your Path to Profits.



Step Four

On Your Path to Profits; Complete Your Business Planning Session

This next step is essential and simple! It's time to write your plan. This is an easy step.

Have you ever heard of a carpenter building a house without a set of written plans? No, of course not! If you fail to plan; you are planning to fail.

Activity: Write your business plan;
Supplies: Pencil, Notebook Paper;
Time: 30-60 minutes;
Suggestions: Find a time when you will not be interrupted

When you have finished this activity, call or email your upline and let them know that you would like to share your business plan with them.

Write down the answers to the following questions in your notebook:

**“Success in business requires training and discipline and hard work. But if you're not frightened by these things, the opportunities are just as great today as they have ever been.”~
David Rockefeller**

1. What monthly income would you like to be earning with your Young Living business?
 - a. In six months.
 - b. In one year.
 - c. In three years.
2. How many hours per week are you willing to work?
3. What days of the week will those hours be?
4. What will your monthly financial investment be?
5. What is the best time to contact you?
6. What is your preferred method of contact? (phone, email)
7. What are your seven greatest strengths? Include work and personal characteristics.
8. What are three things you would like to improve on?
9. What is your experience/comfort level in navigating the Internet and communicating via email?
10. Do you have the capability of working on the Internet?
 - a. What is your email address?
 - b. What is your Marketing Scents URL?
11. Are you interested in building your business on the Internet?

Step Five On Your Path to Profits; Complete Your Weekly Work Schedule

Perhaps the hardest part for most Small Independent Business Operators is finding time in their busy lives to devote to their business. It's very important that you take some time now to draft up a schedule that will work - for both you and your family.

You should plan your Young Living® work schedule so that you know you are putting in adequate time to get the results you want. Your sponsor wants and needs to know the hours you plan on working so he/she is available to assist you, and writing down your schedule increases the likelihood of your discipline and productivity.

Activity: Write your work schedule;
Supplies: Pencil, Notebook Paper;
Time: 30-60 minutes;

Step 1: You have your answer from the business planning activity about how many hours you will work each week.

Step 2: Decide what time of day e.g. 6:30 – 8:30 pm you will work.

Step 3: Decide what days of the work you will work e.g. Mon, Tues, Sat

Step 4: Fill out your schedule and share the information with your upline.

Here's an example of a two-week schedule you can use as a guide...

“Nothing in the world can take the place of Persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan 'Press On' has solved and always will solve the problems of the human race.”~ Calvin Coolidge

Introducing the Four Day Work Week

Enjoy the Journey

	Mon	Tues	Wed	Thurs	Fri	Sat	Sun
Week One – 12 hours	Meet Your Upline	Create Your List – the Memory Jogger	Set-up Your System Online	Complete Your Business Planning Worksheet	Enjoy the Journey Spend Time with Friends and Family	Enjoy the Journey Go for a Walk on the Beach	Enjoy the Journey Play 18 Holes of Golf
Week Two – 12 hours	Complete Your Weekly Work Schedule; Invite 4-6 people to view your website	Complete your Personal Goals Exercises; Invite 4-6 people to view your website;	Listen to the Young Living Distributor or Training Program CD's Invite 4-6 people to view your website;	Review the Transfer Buying Worksheet and Set-up your Autoship Order; Invite 4-6 people to view your website;	Enjoy the Journey Start Reading a Great Book	Enjoy the Journey	Enjoy the Journey Volunteer in Your Community

Family Tip: Many successful Marketing Scents Distributors (MSD) started their business because they wanted more time to spend with their family. You can work hard and keep family your priority! A prominent MSD arranged a regular family time from 5:30-7:30 EVERY evening. His family knows that he is there for them. This really helps him keep balance and family harmony. Another very successful MSD schedules one long weekend away with her family every month. She actually writes into her calendar, “have fun with family”, and the extra money that she earns with her Young Living business has paid for some very exciting

trips! Most MSDs take Friday and Saturday evenings off because it is the slowest time of the week to contact people at home!

Keep in mind, you don't need to put a lot of hours in to do this business and be successful. But you DO NEED TO BE CONSISTENT about investing at least some time every week. **Small actions done consistently can yield big results.** Ready for the next step? GREAT! Check out the "*Personal Goals*" section for one of the MOST POWERFUL methods of developing your goals -- and an even more POWERFUL method you can apply beginning today to help you get everything you ever wanted in life!

Why write down your goals? We think Jim Rohn said it well "We all need lots of powerful long-range goals to help us past the short-term obstacles."

Goals Can Unleash Your Inner Power!

Step Six on Your Path to Profits; Complete Your Personal Goals Exercises

"Big dreams and little dreams cost the same amount of money so you might as well have REALLY BIG DREAMS"
~Tracy Ulrich

There's been more than enough written on the subject of goal setting that we won't go into it all here. It's enough to state **...loudly and clearly...** that if your goals are strong enough, if you're honestly passionate about what you want in life ...these "passions" (aka "goals") become the strongest motivation you will ever have in your lifetime!

There are many different techniques taught for setting goals and achieving goals. In fact, there are several excellent software programs and seminars that deal with this important subject. But we're not here to sell you something... Instead, here's one method which works well for many highly successful people.

YOUR REASON WHY

Step 1: This will require a couple sheets of blank paper (or a notebook). Start writing down 100 goals you have that you would like to accomplish over the next 5 to 10 years.

Something like:

- Pay off house loan by [specific date].
- Buy a new big screen TV for [specific date].
- Visit Disneyland [specific date].
- Take a class on [fill in the subject].
- Travel to [fill in the exotic location].
- Build up my investment portfolio to \$1,500,000 Net Worth on or before [specific date].

It's important to put in some small attainable goals mixed in with some very BIG DREAMS! It feels so very good when you can scratch goals off your list as your Young Living ® business helps you achieve them!!

TIP: The more specific and measurable your goals are, the more likely you will be able to achieve them.

Step 2: Take a highlighter marker and highlight your TOP 10 GOALS - those you absolutely want to achieve the most in your life.

***“Obstacles are those
frightful things you see
when you take your eyes
off the goal.” ~Hannah
More***

Step 3: Of your TOP 10, single out 3 that you feel right now would be the easiest for you to achieve.

Well, okay, right now maybe all of your TOP 10 feel out of reach ...but let me assure you, you do HAVE THE POWER reach them, no matter how distant they may feel right now.

Okay, got your MOST IMPORTANT 3?

Step 4: Get three 3 x 5 index cards and write your MOST IMPORTANT 3 GOALS down on each of them - all three goals go on each card.

Step 5: Put one card where you are sure to see it several times during your day (for example, maybe the dashboard of your car if you drive back and forth to work each day).

Step 6: Tape one card to your bathroom mirror where you will see it every morning when you wake up (and maybe at the end of each day before you retire for the evening).

Step 7: Put one card in your wallet or your purse and carry it with you. Pull it out and read it when you need the inspiration to focus on where your future is now headed thanks to your Young Living ® business.

Note: It's a GREAT idea to laminate your TOP 3 goal cards. As you accomplish your Top 3 goals (you CAN and you WILL if they are important to you) then you're ready to repeat this exercise... and you'll want to save a copy of each laminated goals card you've achieved in your "milestone" box/memory book. Many successful people will complete at least one Goal on their TOP 3, then repeat the exercise doing a new TOP 3 or keeping the 2 not complete and adding a new goal to create a new TOP 3 card set.

***"Excellence is not a singular act, but a habit. You are what you repeatedly do." ~
Aristotle***

You know, a lot of people scoff at the idea of writing down their goals - reading them everyday - seeing them everyday.... but there is a very powerful reason for doing this. Two things will begin to happen:

1. You will constantly be reminded of your reason why, something you will need during the ups and downs of running your own business. This will be a powerful tool to help carry you through.
2. We're not going to go into the whole psychology thing of it here, but we will say this - when your subconscious mind picks up on the message over and over and over, you may find that you begin attracting the means to reach your goals a lot faster than you ever imagined.

Don't believe it? Well, that's okay... just trust in the process -- call it an experiment in time -- and see exactly what happens when you follow through. Let's make an appointment to revisit this page 2 years into the future (bookmark this page now) and tell us what happened!

Step Seven on Your Path to Profits; Get to Know Young Living

*"People who are unable to
motivate themselves must
be content with mediocrity,
no matter how
impressive their other
talents." ~ Andrew
Carnegie*

One of the best ways to get started understanding the benefits and rewards that come with your new business is to listen to the New Distributor Training CD's that will come with your first order. They will provide excellent introductions and overviews to Young Living. Here's just a few of the benefits you can experience when you take advantage of the Young Living New Distributor Training Program...

- you will hear an interview with Young Living's founders,
- you will learn the history and take a look ahead,
- you will be empowered to take action,
- you will gain knowledge of business building,
- you will build your confidence in your new business,
- you will discover many of your questions will be answered!

...and most important, **you will get off to a fast start as a new member of the TEAM!**

In addition to the New Distributor Training program, you'll want to check the **Marketing Scents Training and Tools areas** often to keep up to date on all special events happening.

Young Living Important Customer Service Numbers

About Young Living Farms Corporate Website	http://www.younglivingfarms.com http://www.youngliving.com
Mailing Address	Young Living Essential Oils Thanksgiving Point Business Park 3125 Executive Parkway Lehi, Utah 84043
Automated Phone Ordering System (IVR):	1-888-880-1549
Live Order Entry Operators Mon thru Fri 8:00AM to 7:00PM Mountain Standard Time	1-800-371-2928
Distributor Network Services: Mon thru Fri 8:00AM to 7:00PM Mountain Standard Time	1-800-371-3515
Japan Support Line	1-801-418-8840
Australian Support Line (Australian Office):	+617 3715 7333
Fax Numbers	1-866-203-5666 (US & Canada) 1-801-418-8800

Fill in these blanks →

Your Upline Name/phone number
Their Upline's Name/phone number
Their Upline's Name/phone number

Step Eight on Your Path to Profits; Transfer Buying and Set-up Your Autoship Order

Does a \$100 monthly product purchase seem like a stretch for you? The next exercise will show you how you can take \$100 you are already spending at the drug store and transfer those dollars to buy pure, chemical-free products from Young Living. We call this “transfer buying”. You may be surprised how easy it is to choose \$100 of products you’ll use in EVERY ROOM OF YOUR HOUSE, every month. What’s more, Young Living offers rebates and credit towards FREE products! Does your drug store do that?

Activity: Set-up Your Autoship Order;
Supplies: Transfer Buying Worksheet (below); Product Price List; Telephone Number for Order Entry
 Pencil, Highlighter, Notebook Paper;
Time: 30-60 minutes;

Step 1: Go through each room in your house. Write down a list of what you already own in the categories of first aid, nutritional supplements, personal care, home care, children’s personal care, and pet care.

Step 2: Look at the first column below, and highlight any item that you currently use in your home.

Step 3: Find the corresponding items in the second column, and highlight those items in the product price list.

Step 4: Select at least \$100.00 from your highlighted list of products (use the personal volume column). These products become this months AutoShip Order.

Step 5: Call Order Entry, 800-371-2928 and ask to set-up your AutoShip Order. You may choose any day of the month to have your products shipped.

Step 6: Review the AutoShip Rewards program that came in your Starter Kit. You will learn how up to 20% of your AutoShip Order can be used to earn FREE products.

Transfer Buying Worksheet

WHAT YOU USE NOW:

FIRST AID:

Headache/Migrain Relief Tablet
 Fever Reduction Tablet
 Burns / Cuts / Scrapes Ointment
 Bites / Stings / Rash Ointment
 Sore Throat Lozenges
 Sinus / Allergy / Cough Syrup
 Immune System Support for Colds & Flu
 Digestive Tablets
 Natural Sleep Aid / Stress Relief Tablets
 Sunburn Relief Ointment
 Cold Sore Ointment

WHAT YOU COULD USE:

FIRST AID:

Peppermint, M-Grain, Vitagreen, Essential Omega's.
 Lemon, Peppermint, Lavender. Super C, Exodus, ImmuTune
 Lavender, Melrose, LavaDerm Mist, Rose Ointment
 Purification, Melrose, Rose Ointment
 Thieves, ImmuPower. Thieves Lozenges, Exodus II, ImmuGel, Fresh Essence Plus Mouthwash
 RC, Raven, Super C
 ImmuPower, Exodus II, Thieves, Super C, ImmuneTune, Super B, Exodus
 Di-Gize, Peppermint, AlkaLime, Royaldophilus, Cleansing Trio
 Peace & Calming, Lavender, Valerian, Coral Sea, AlkaLime, Lavender, LavaDerm Mist, Rose Ointment
 Melissa, Melrose, ImmuGel

**NUTRITIONAL
SUPPLEMENTS:**

Multi Vitamin Supplement
Mineral Supplement
Vitamin C Supplement
Vitamin B Supplement
Calcium Supplement
Digestive Support /
Enzymes / Probiotics
Heart & Cardiovascular
Protection
Antioxidants
Fiber/Colon Health
Essential Fatty Acids /
Omega's

Menopausal Support

Weight Loss

Power Bar
Energy / Performance /
Vitality
Sexual Vitality / Prostate
Health
Muscle Building / Protein
Bone / Joint Health
Skin/Hair/Nail Supplement

Endocrine Support
Bladder / Kidney Support
Liver Support

Anti-Aging / Longevity
Addiction Recovery
Natural Sweeteners / Sugar
Alternatives
Refreshing Drink / Soda
replacement

PERSONAL CARE:

Deodorant
Toothpaste
Mouthwash

Moisturizing Soaps
Cleansing / Antibacterial
Soaps
Shampoo
Conditioner
Suntan Lotion
Insect Repellent
Muscles & Joints Pain
(Topical)

NUTRITIONAL SUPPLEMENTS:

Master Formula His/Hers, Ningia Red
Mineral Essence, Ningia Red
Super C, Super C Chewable, Ningia Red
Super B
Super Cal, Coral Sea, Mega Cal
Cleansing Trio, Carobzyme, Essentialzyme, Detoxzyme,
, Lipozyme, Polyzyme, ParaFree,

CardiaCare, HRT, Rhemogen
Ningia Red, AD&E,
Cleansing Trio, Comfortone, ICP, EssentialZyme

Essential Omega's - Orange
Lady Scareol, SclarEssence, Dragon Time, EndoFlex,
FemiGen, Prenolone, Prenolone+, Progessence,
Power Meal, ThermaMist, ThermaBurn, Be-Fit, WheyFit,
BodyGize,
Wolfberry Crisp Bar, Essential Manna: Apricot, Carob,
Carob-Mint, Spice

Ningia Red, Power Meal, WheyFit, BodyGize, VitaGreen,

Goldenrod, ProGen, Protec
Power Meal, BeFit, WheyFit, BodyGize, Essential Manna
BLM, Sulfurzyme,
Sulfurzyme
EndoFlex, Dragon Time, Mister, Thyromin, Estro,
Ultra Young, Femalin, ProGen, CortiStop, Clariderm Spray
K&B Tincture
Juvatone, JuvaPower, JuvaSpice
Ningia Red, Longevity Soft Gels, Ultra Young,
Ultra Young+
Cleansing Trio, JuvaTone, Stevia Extract

Blue Agave, Stevia Extract
Ningia Red, H2Oils: Lemon, Lemon-Grapefruit,
Lemon-Orange, Peppermint

PERSONAL CARE:

AromaGuard Meadow Mist Deodorant,
AromaGuard Mountain Mint Deodorant
Dentarome, Dentarome Plus, Dentarome Ultra,
Fresh Essence Plus
Lavender-Rosewood, Melaleuca-Geranium, Morning Start,
Peppermint-Cedarwood, Sacred Mountain, Valor

Lemon-Sandlewood, Thieves,
Lavender Volume, Lemon Sage Clarifying, Rosewood Moisturizing
Lavender Volume, Lemon Sage Clarifying, Rosewood Moisturizing
Sunsation Suntan Oil
Peppermint, Purification

PanAway, Idaho Balsam Fir, Peppermint, NeuroGen, Regenolone

PERSONAL CARE:

Hand Moisturizing Lotion

Body Cleanser

Facial Wash / Cleanser

Daytime Moisturizer

Skin Exfoliator

Nighttime Moisturizer

Skin Toner

Wrinkle Cream

Cellulite Reduction

Lip Balm

Massage Oil

Bath Fragrance

CHILDREN'S SUPPORT:

Children's Vitamin

Children's Digestive

Enzymes

Children's Bath Gel

Children's Lotion

Children's Shampoo

Children's Diaper Cream

Children's Toothpaste

PET CARE:

Pet Shampoo

Pet Skin Ointment

Pet Health Support

HOME CARE:

All Purpose/Floor Cleaner

Basin/Tub/Tile/Toilet Bowl

Cleaner

Window Cleaner

Air Freshener / Deodorizer

Antiseptic Hand Wipes

Laundry Freshener

Carpet Deodorizer

Water Filtration System

Spa Purification System

Spa Shower Head

Cookware

HOLIDAY / PERSONAL GIFTS:

Perfume

Cologne (for Men)

Assorted Oils /Soaps /Bath

Kits

Books

PERSONAL CARE:

Satin Hand & Body Lotion, Sentation Hand & Body Lotion

Bath & Shower Gels: Dragon Time, Evening Peace,

Morning Start,Sensation

ART Gentle Foaming Cleanser, Orange Blossom Facial Wash

ART Day Activator, Sandlewood Moisture Cream

Satin Scrub: Mint

ART Night Reconstructor

Sandlewood Facial Toner

Boswelia Wrinkle Cream

Cel-Lite Magic

Cinnamint Lip Balm

Dragon Time, Ortho Sport, Relaxation, Sensation, V-6 Vegetable Oil

Complex

Aqua Essence Bath Packs: Joy, Peace & Calming, Sacred Mountain,

Valor

CHILDREN'S SUPPORT:

KidScents: MightyVites Chewable, MightyMist Oral Spray

KidScents: MightyZyme Chewable

KidScents Bath Gel

KidScents Lotion

KidScents Shampoo

KidScents Tender Tush Ointment

KidScents Toothpaste

PET CARE:

Animal Scents Shampoo

Animal Scents Ointment

Peace & Calming, Lavender, Valor, Sulfurzyme

HOME CARE:

Thieves Household Cleaner

Thieves Household Cleaner

Lemon

Thieves Spray

Thieves Wipes

Peppermint Oil,

Purification, Melrose,

Home Water Filtration System

Geranium Oil

RainSpa Shower Head

Titanium Cookware: High Rim Frying Pan, Frying Pan, Sauce Pan,

Glass lids, Steamer.

HOLIDAY / PERSONAL GIFTS:

Joy, White Angelica, Rose, Jasmine, Sacred Mountain, Hope

Valor, Highest Potential, Chivalry

Essence of the Season, Bar Soaps, Bath & Shower Gels,

Aqua Essence Bath Packs

Essential Oils Cookbook, Essential Oils Desk Reference, (Pocket)

Step Nine on Your Path to Profits; Leaders are Readers

*"Life-transforming ideas
have always come to me
through books." `Bell
Hooks*

Reading List:

Products (available in your MarketingScents Virtual Office tools section):

- Essential Oils Desk Reference
- Essential Oils Reference Guide
- 101 Ways to Use the Essential Seven Kit

Business

- **Wave 4 and Wave 3** written by Richard Poe
- **Cashflow Quadrant: Rich Dad's Guide to Financial Freedom** written by Robert T. Kiyosaki, Sharon L. Lechter
- **Think and Grow Rich** written by Napoleon Hill
- **Your First Year in Network Marketing: Overcome Your Fears, Experience Success, and Achieve Your Dreams!** written by Mark Yarnell, Rene Reid Yarnell
- **God Wants You to Be Rich** by Paul Pilzer
- **Living with Passion** by Peter Hirsch
- **7 Spiritual Laws of Success** written by Deepak Chopra
- **The Greatest Networker in the World : The story that has changed the lives of millions Now it can change yours!** written by John Milton Fogg
- **The New Professionals : The Rise of Network Marketing As the Next Major Profession** written by James W. Robinson

Step Ten on Your Path to Profits; Review the current regulations regarding the Do Not Call List and the Can-Spam

Important Regulations Affecting Your Young Living ® Business And Practical Steps You Should Take

Keep in mind, you don't have to be a lawyer to run a small businessbut you should be aware of certain regulations affecting your Young Living ® Business. The Marketing Scents website has taken every step possible to take the guesswork out of the equation (particularly in regards to #1 and #3 below) to help you market your business effectively.

There are thousands of laws directing how business is conducted in the USA, but the following are 3 areas we feel you should be aware of before doing business online or by phone.

2. The "Tax Benefits of a Home Based Business"

If you are self-employed and live in the United States or Canada, you can probably reduce your taxes with a small business run with an honest expectation of profit and where your expenses are ordinary, necessary, and reasonable for that business. It's that simple. But it takes knowledge. And acting on that knowledge. Several tax programs are available on the Internet. We suggest Sandy Botkin, CPA and Attorney and is the president of the Tax Reduction Institute of Washington DC. Sandy was formerly an IRS attorney and is a best selling author and has the highest rated tax planning book in the US entitled, "Lower Your Taxes: BIG TIME." Visit <http://taxreductioninstitute.com>

2. The "DO NOT CALL REGISTRY"

The now-famous "DO NOT CALL REGISTRY" - we're referring to the **National Registry** here, not independent State registries.

Briefly, here is a short introduction for you...

The Federal Trade Commission (FTC) issued the amended Telemarketing Sales Rule (TSR) on January 29, 2003. Like the original TSR issued in 1995, the amended Rule gives effect to the Telemarketing and Consumer Fraud and Abuse Prevention Act. This legislation gives the FTC and state attorneys general law enforcement tools to combat telemarketing fraud, give consumers added privacy protections and defenses against unscrupulous telemarketers, and help consumers tell the difference between fraudulent and legitimate telemarketing.

One significant amendment to the TSR **prohibits calling consumers who have put their phone numbers on the National Do Not Call Registry**. Another change covers the solicitation of charitable contributions by for-profit telemarketers. Other key provisions:

- require disclosures of specific information
- prohibit misrepresentations
- limit when telemarketers may call consumers
- require transmission of Caller ID information
- prohibit abandoned outbound calls, subject to a safe harbor
- prohibit unauthorized billing
- set payment restrictions for the sale of certain goods and services
- require that specific business records be kept for two years

The Federal Communications Commission (FCC) enforces the Telephone Consumer Protection Act (TCPA), which also regulates telemarketing. The FCC recently amended its TCPA regulations, which touch on many of the topics covered by the TSR.

Many states also have laws regulating telemarketing. The FTC and the FCC are working with states to harmonize Do Not Call requirements at state and federal levels for a unified national system enabling "one-stop" service for consumers, as well as businesses seeking to comply with the requirements. For information about a particular state's laws, contact the state attorney general's office or another state consumer protection agency.

If your telemarketing campaigns involve any calls across state lines – whether you make outbound calls or receive calls in response to advertising – you may be subject to the TSR's provisions. The "Facts for Business" guide on the FTC site describes the types of organizations and activities that are subject to the TSR and explains how to comply.

We are DEFINITELY NOT going to interpret these laws for you here because we've heard at least 5 different lawyers ...all claiming to specialize in this area of law... and heard 5 different interpretations of the TSR and the TCPA from each. So here's some links where you can get all the details first hand. **If in doubt, contact your NSD and ask questions - never be afraid to ask questions!**

- National Do Not Call Registry Home Page - This FTC (Federal Trade Commission) website contains EVERYTHING you ever wanted to know (but were afraid to ask) regarding the Do Not Call Registry. You will find

- links to what you NEED to know as a business owner/operator as well as links to consumer/users who want themselves placed on the list.
- FCC Regulations Regarding The Do Not Call List - This is a HUGE .pdf document (164 pages) which goes into great detail regarding the registry. No, you don't have to know all of this. We've provided the link here for those who really like to "dig into" the details. You name it - it's in there (well, actually faxes are covered but emails are not). TONS of info! (*If you're really interested we recommend you right-click this one and save it to your computer for reading later - it really is HUGE.*)
- Complying With The Telemarketing Sales Rule - From the FTC website, another very detailed report (not available in .pdf format at the time of building this web page, sorry). *"The Amended TSR at a Glance"* on this website is worth reading.

Here's an answer to one Frequently Asked Question direct from the FTC website "FTC Consumer Alert - Q&A: The National Do Not Call Registry" which will give you a quick understanding of why we have a "lead capture system" in place at Simple As ABC.

Question: "I'm happy to have the choice to limit telemarketing contacts, but there are some telemarketing calls I don't mind receiving. Is there a way to allow only certain companies to call?"

Answer: "Yes. If you give a company your written permission to call you, they may do so even if you have placed your number on the National Do Not Call Registry."

Now you see why **we CLEARLY STATE** on our tour registration pages that prospects are granting us permission to contact them when they submit their contact information to take the tour.

Marketing Scents Members have a serious advantage with their follow-up emails. Each message strongly encourages Prospects who have taken the tour of their Marketing Scents website to call them. Many Distributors may find themselves receiving as many calls as they are making for their business, thanks to the pre-written messages in their account.

3. The "CAN-SPAM ACT"

Don't hit the PANIC button yet. It's not all as horrible as it may seem after going through the above two sections. Here are the basics you need to know about the CAN-SPAM ACT:

1) The law became effective Jan 1, 2004. For those who would like the full details regarding how the Act came to be and further revisions it may have in the near future, here's a direct link to the government documents relating to the CAN-SPAM ACT. If you would like just a copy of the Act itself, [click here](#).

2) The Act prohibits using or falsifying email header information.

3) Prohibits the use of open relay to "deceive or mislead recipients" about the origin of a commercial email.

4) Prohibits "harvesting," "dictionary attacks" and "spoofing."

5) **Prohibits commercial email** without an unsubscribe process.

6) Prohibits automated methods to sign up for free Web-based email accounts. (Like Yahoo or Hotmail)

7) Prohibits registering for "5 or more" email accounts or "2 or more domain names" with false information and using them to send commercial e-mail messages.

8) Prohibits sending "sexually oriented material" unless it includes a label to be created by the FTC. And, you don't have to do that if it is opt in. (Violations punishable by up to five years in prison and a \$250,000 fine)

9) The FTC to produce a report on possible mandated subject line labeling, such as ADV (required in CA) for advertising. As currently drafted, the Can Spam Act requires UCE to carry such information identifying it as an advertisement or solicitation but does not mandate any specific language.

10) Organizations that send commercial email must include a physical postal address. (Marketing Scents has incorporated this requirement very professionally).

Note: This law is subject for review and will probably be revised several times in the years ahead. For example, 6 months from the enactment of the Can-Spam Act, the FTC is required to submit further plans for amendments to the Senate, including plans for adding/implementing a DO-NOTE-MAIL REGISTRY. Also, further revisions may be enacted as soon as 9 months after the original Act went into law. You can expect a lot more changes ahead for the Can-Spam Act!

Caution: If you are using leads (phone and/or email leads) to help build your business, you really need to be very careful you are getting them from a reliable reputable source. Cheap leads could land you in very expensive trouble. It's your choice - your money - and your business ...you decide.