

YOUNG LIVING TRAINING CD #83

“BUSINESS BUILDING with TERI WILLIAMS”

Teri Williams and Justin Harrison

We welcome you to Training CD #83, a highly informative interview with Justin Harrison and Teri Williams on Tools for Building Your Young Living Business. And now, here is Justin Harrison, Director of Sales and Training.

Justin Harrison - Exciting Information!

Hello everyone! My name is Justin Harrison. I'm the Director of Sales and Training for *Young Living Essential Oils* and we are grateful to be able to spend the next few minutes with you and share some exciting and important information about *Young Living*. I have a very special guest with me today and that is Ms. Teri Williams.

Many of you probably know Teri, but for those of you who do not, she has been with *Young Living* for almost ten years now and she is one of our special Diamonds. She is the CEO of *The Essential Oils Health Line*, and we have asked her to join us today to share with everyone listening to this disc some of the more important aspects of what she has done in her organization to achieve the growth that she has achieved. She has one of the fastest growing organizations in the entire company and has some amazing programs in place, and is really one of our top mentors in *Young Living*. We have invited her to join us today to just share with everyone listening some of her secrets to success, if you will. So Teri, I want to thank you for joining us and welcome you.

Teri Williams

Thank you so much! I am really excited about being with you today!

Justin Harrison -Talking Business

I am excited as well. We are going to talk a lot about the business today, and I am sure we will interweave product information here and there, because you and I have talked a lot. We are both very passionate about our products—and that always seems to come up—and we'll enjoy those opportunities as well. I do want to start out, if I may, with a few questions I have written down. I want to make sure that we cover these so that everyone can hear your “inside information” as to what your secrets to success are.

The first question I have for you is: **How has owning your own home-based business helped you in balancing you work and family?**

Teri - Freedom is Key

Well, that's just a great question, and I think the word that comes to mind about that, Justin, is just **FREEDOM**. You know, it has just been such an amazing journey to have the freedom to choose my own income based on the effectiveness that I work and how well I can train my team and be a team player, and how many hours I desire to invest into my business, so that is just an amazing thing.

Another aspect of freedom, Justin, is the freedom to change my work hours during the summer and during the winter, depending on when the children are on and off of school. That has been a great blessing. Also, a favorite one of mine is actually the freedom to work from anywhere in the world. You know, as long as we have a telephone and a computer, we can work from Europe or anywhere in the world and take children on exotic vacations and still maintain our business at the same time.

Multi-tasking is Fun!

Another thing that is so great in mixing the family and so forth with the business is that during the day when the children are in school I like to do my cooking and bread baking and so forth. We are really into organic foods and eating healthy, and so I have telephone jacks all over the house and just depending on what I'm doing at the time, I can be talking to clients and multi-tasking as every mom in America has to do anyway, and yet at the same time we can turn the ringers off at the phones at night and absolutely not even know that the phone is ringing. So just an appeal to parents listening to this call, it's really important that you set your priorities with your

family so that you make sure that your business hours are compatible with your family.

Freedom to Work at Home

Another aspect of freedom that I so love is just being able to talk to my clients and my distributors while sitting out on my deck looking at beautiful Pikes Peak here in Colorado Springs. I don't know of any other business that a person could do with this kind of freedom. And another thing that comes to mind when you ask that question is that I feel you have to be in agreement with your family, and your family needs to be in agreement with you. There is so much power in agreement.

Family Cooperation is Vital

Ten years ago when I founded the *Essential Oils Health Line* (which is a nationwide research and educational group whose mission is to change the way the world feels about health care), I needed to be sure that this mission lined up with our Family Mission (which it does) because our family's mission is just to be a blessing to the community wherever we go, so my work is actually an extension of our family's calling.

An example, I guess, would be if someone came to our house with a giant stomachache, and I was gone, my 16 year-old daughter, Elizabeth, could immediately be grabbing the *DiGize* oil and helping this person who came to our home. She would not wait until I get home. Then when we have neighbors over for dinner, my little 10 year-old boy, Joseph, is handing out the little samples of *NingXia Red* to all of his buddies, because we never have pop in our house. So that is just who we are as a family. I think it is very important if your business hours are not working with your family, that you sit down as a family and say, "Do you know what? I don't think these business hours are working. How we change them? What can we do to make this really a win-win situation?"

Life without Health is not Worth Much

Another thing, Justin, is just the aspect that health isn't everything, but without it, life is not worth much. So in our family and with our philosophy, we believe that when Gary Young teaches us new information on particular oils or maybe nutrients or cleansing, that we become

accountable to our Heavenly Father to act upon that information in our lives and to share it with others.

Our greatest concern now in America is that things like childhood diabetes and childhood obesity are literally at epidemic stages, and they did not just fall out of the sky. I regretfully say that I feel through lack of knowledge, some of us are digging our graves with our forks, so I feel that part of our family's mission is that we, as the *Young Living* family, have a responsibility to bring this knowledge to a hurting world and to show hope to people that are sick and to show them a better lifestyle. So that is how I think this all fits in with the family.

Justin - You are What You Eat!

It's amazing. You've heard the old saying, "You are what you eat." People don't think about that too much, but it's really true. What that means is there are a lot of Big Macs out there, or Taco Grandaes!

Teri - Teach and Nourish Your Children

Yes. What about when we turn on our televisions? It's so funny because the first ad is usually for some fast food restaurant, the second ad is usually for a laxative, and the third ad is for some kind of an antacid! Then the fourth ad is usually for some pain killer!

So many people are a product of what they see on television and what they hear on the advertisements over the radio, and our message is to say, "Look! As parents—Justin, you and I are parents and we've talked about this—we have an awesome opportunity. It is our opportunity while our children are at home to nourish them out of God's garden and to teach them health principles that they will take wherever they go for the rest of their lives.

Justin

And the beauty of it, as you mentioned, is being able to work with your family at your side. This isn't a business or a company where you have to necessarily separate the two and live two different lives.

Teri

I don't think you can. It's a very deep commitment and it has to do with sharing with

people in the community, and I don't think you can separate it.

Justin - Sharing with the Community

How would you invite friends, family, people you happen upon to listen to information about the product, about the business, about values in general? How would you go about that?

Teri - Become a Good Listener

What I have learned over the last ten years is that the most successful people in life are people that become good listeners. What that means is, if I desire to share *what Young Living* offers with someone, the first thing I have to do is become a good listener. I like to ask questions and find out what is important in their lives.

For example, do they need greater health? Do they need greater financial family freedom? Maybe they need both. It's just so important to find out what is important in another person's life, not what's important to me. So I just like to find out where people are at in their lives by asking many questions and trying to get to know them.

Go the Second Mile

Once I understand where they are coming from, perhaps there's something very unique about the speaker that's coming to town that I can share with them—whether it's you or someone else coming—then there's something important I can tell them about the speaker and why I wish to introduce them to the speaker.

Another thing I like to do is offer to drive them to the meeting. I also like to always coordinate something fun. Maybe it's just a potluck dinner at my house before the meeting. Maybe it's meeting for a cup of tea before the meeting—but something where we can just create that communication and that relationship with the other person. People really do not care how much we know until they know how much we care, and you can't fake it, it's got to come from the heart. They feel it.

They Know How Much you Care

The thing that we hear over and over with *Young Living* is that it's such a different company. We've never seen a company like this—and it's absolutely true. I feel that certain people are drawn to *Young Living* and I feel that certain people are not drawn to

Speaking of sharing with people in the community,
how would you do that?

Young Living. You have to have a heart for people to come into this company.

The final thing, Justin, is that I never assume that someone's going to remember the day of the meeting, so I like to make call-backs the day of the meeting reminding people and letting them know how excited I am that they are going to come.

Then, sometimes I will just take some special bars of soap with me to give out as gifts to my people (my friends) that come to the meeting, or maybe a toothpaste, or bring little gifts for people. In this day and age people do not get enough personal attention. That's how I would go about inviting someone.

Justin - Young Living is Different

It's interesting that you mention that *Young Living* isn't like all these other companies out there. I have been afforded the opportunity to travel quite a bit for *Young Living* all over the world, and I hear this virtually everywhere we go, and that is a statement somewhat like, "*Young Living* is so different. There is no 'hype.' We expected hype and fluff and rah, rah, rah—and there's no hype." My response to them is this: "There is no hype, because all *Young Living* delivers is substance."

Teri - A Different Motivation

That's so true, and if you look at Gary Young's life and you look at the desperate situation that he was in physically trying to heal himself—and that is what the entire product line was born from—not people sitting around a board room saying, "Oh, let's start a network marketing company—what should we sell?" So it's a very, very different motivation.

Justin - Focus is on Health

As you (and most of you listening to this) know, our number one focus always will be to help people regain their health. That's Gary's primary mission; that's our primary mission, and there is a very exciting business opportunity that is very, very generous and rewards generously, but that is secondary to helping people regain their health and have a healthier lifestyle and in educating people.

Most people (probably 95%) come into *Young Living* because of the products, and when we've

asked at different events that we've held how many joined *Young Living* because of the product, virtually all (or most all) of the hands come up. Most people will become a distributor because they have fallen in love with the product.

Then they discover the business at a later stage. Teri, what would you tell a new distributor who is looking at the business aspect of *Young Living* for the first time and looking at starting their *Young Living* business? What would you tell them to do first in starting their business?

Teri - Have a Written Business Plan

The first thing I encourage people to do is to have a written business plan, because if we fail to plan, we plan to fail. I feel that when someone makes the choice in their mind and in their heart that they desire to do this at the business, then at that point they must be very intentional about it. We believe that we should never make a move until it's on paper first.

So, what does that mean? It just means that you have to structure yourself, you have to make decisions. How am I going to structure my business? Do I want to work a warm market or a cold market? Never take the attitude, "Oh, yes—I'm just going to try this for a few months and see what happens." No one will take you seriously.

When a new person comes to me and lets me know that they desire to do this as a business I personally require a 12-month commitment from all new business builders. Otherwise, I am just not able to invest financially into their business jump—and it doesn't mean that I won't support them—but I can't invest financially into their business without a 12-month commitment.

Work as a Team

Another thing that I think is really important that I tell people is to team up with at least one other person. As you're working on your written business plan, as you are deciding how you are going to build your business, have at least one other person—maybe it's your upline, your downline, a brother or a sister—some one that you're teaming up with to work the plan. It's just great to have the accountability.

Another really important thing is to become a reader, because readers are leaders, and leaders are readers. A great example of that recently is that last month, you may remember that the young man who

won the *NingXia Red* contest for the month of May is Mr. Brian Slobada, and he is only 21 years old and he had only been in the business for three weeks! Now that is an absolutely amazing accomplishment! It's amazing! One thing I have to share with you is I have spent a lot of time working with Brian and training him, and every time I see him, he has at least two books in his hands.

Readers are Leaders and Vice-Versa

The first week in business he read the entire *Essential Oils Desk Reference* from cover to cover. At the same time when his eyes were getting tired from reading that, he was reading Gary Young's and Mark Schroeder's super foods book on the NingXia Red. As soon as he finished those books he was on to his next book, and he is just a prolific reader. So it is very, very important to learn as much as you can about the products, and of course we know that you want to be trying new products out of our product line every single month on your autoship rewards program in order to really experience the difference you are going to feel in your own health.

Have Your Own Testimonial

Another thing that I tell people their very first week is most people don't ever start the business until they've had two or three very profound things happen in their family's health, so I say, "Look, take those things that have happened in your own family's health, type them out, and then go down to Kinko's (it's not expensive) and take a picture of your family and put it on that, and that becomes your business card, your testimonial sheet. It's got three or four powerful testimonials, a picture of your family, and now when you speak to people on the street or have lunch with someone, you hand this to them because what happens with that is they take that home and share it with their husbands or wives and say, "Look at this. I was just talking to Teri and she told me what happened to her family with these oils." It's very powerful to have your family testimonial. I encourage everyone to do that their very first week in business.

A Warm Market or a Cold One?

The next thing I encourage people to consider is the question, "Do you want to work a warm market or do you want to work a cold market?" Obviously, a warm market is sharing these wonderful products with your family and friends—and you can have a very

successful business doing that. However, if you want to have a \$million business, then you need to really learn how to work a cold market. And actually, it is so much fun because you meet so many new families and friends by doing that. Learning how to work a cold market means one thing.

It means creating a system to get your phone ringing, to have people calling you, calling your health line, and there are unlimited ways to do this. We could probably do an entire tape just on how to work a cold market and how to get your phones ringing. The key is, it has got to be a method of getting your name out there where people that you've never met before are calling you. So those are some of the things I do the very first week as I'm creating a business plan with a new distributor.

Justin - Number of Exposures is Key

Basically, what you said is that your warm market is extremely valuable in getting your business launched, and those people can lead you to others that were cold market and then become cold market, etc., but doesn't it really boil down to (when you are working with both warm and cold markets) the number of exposures you make on a daily, weekly, monthly basis to *Young Living*.

It's amazing to me that we will meet people as we travel around the country that have the desire to grow their business and I'll ask them how many people they've shared *Young Living* with this month, and they'll say, "Two or three." That's just not going to get them the growth they are wanting, so it needs to be two or three a day and then they may see a much, much greater results. So it really is about getting your name and your contact information, making those exposures, and as you mentioned—there are a lot of different ways of doing that.

What tools do you use specifically? We have a lot more tools than we used to have. Do you remember the good old days when we had nothing—which wasn't too long ago! There are quite a few things now, but what are you using to help to aid people in sharing the product?

Teri - Fantastic Website Tools

First of all, if anybody is driving down the road listening to this tape, please stop the car (don't do business while you're driving!) Please write these tools down because what I am sharing with you now is my four years of business college

information right here, and these tools I am going to give you now are absolutely the reason that I have been able to become Diamond. So please write these down and utilize these tools.

The first tool is very obvious. It's a *Young Living* website, so the way to do that is just go to www.youngliving.com and sign up for a website, and then of course, you can send lots and lots of people to your website where they can view the products. Also, in your first week in business when you go to www.youngliving.com (even before you get your website) on the lefthand column there is a list that you can click on, and one of the things on that list is called "Conference Calls." I just encourage everyone listening to this tape tonight to click on the words Conference Calls and just listen to one conference call. The top leaders from *Young Living* have contributed to those conference calls and you will get the tips from all the top leaders on how to build your business. That is so excellent.

This "Scent" Pays Off!

The second tool that I use every single day (and my business jumps) and I am so grateful for this tool is another website and the name of this website is called www.marketingscents.com and the word sense is spelled like the word "smell, s-c-e-n-t-s. This website has so many different applications, but I am going to share with you my tip of the week on my favorite use of this website.

I use this website all month long and as soon as I sign up a new client I go into my back office in the website (it takes me only 30 seconds) and I put their name and email address into the system, and I put them in as a Customer. Then, once a week for the next year, they get a fabulous tip on how to use either the oils or the products or the *NingXia Red*, any of the above, once a week for a year. Here is the amazing thing about this. I can have 1,000 or 10,000 (it doesn't matter) I can have as many people as I want in that system at one time all receiving those emails from me.

This morning I got such a funny email from a lady. She said, "Dear Teri, thank you so much for sending me the email today on *NingXia Red*. I had forgotten to place my order and I am going to go right now and place it." So she is thinking that I sent her a personal email this morning because, of course, at the bottom of the email it's all personalized, and yet I never touched a button! She just automatically gets

those emails from me once a week with an oil tip—and that is absolutely fantastic!

Selling Starter Kits

Another thing is everybody is always calling me from all the various downlines in *Young Living* asking, “Teri, can you teach me how to sell or how to share the three starter kits?” Those would be the starter kits that you sell people when they come in. In response to this, they can go into the back office of “marketing scents” where we have done a teaching scenario, teaching you how to sell the three starter kits, which is the *ART Skin Care Kit*, the *NingXia Red Kit*, and the *Essential Oil Starter Kit*, so that if you are just brand new and you just don’t have that confidence yet, go listen to that tape tonight and you will learn how to do it. That has been a fantastic method for me, using the www.marketingscents.com.

Newsletters Available

The third business tool I use every single month is actually an email address, and this is the company that produces newsletters just for *Young Living* distributors, and the name of this company is called Essentialmarketing@mn.rr.com. What I do is order newsletters from them every month and they personalize it with my picture and my contact information (website, email, and so forth), and then we send these newsletters to our current customers as well as we can hand them out to people if we just want to hand them to someone. This month our newsletter is on Allergies, and it’s very, very helpful to people. It show-cases all the products on allergies.

This newsletter is something that each of us—in my downline we all use it—and it’s very inexpensive. I don’t remember actually how much I pay every month, but I know it’s very inexpensive. And then you can go down to Kinko’s and have them print it in black and white or color. You can also email them to people, but it is strictly a company that only does newsletters for *Young Living* distributors and the company that produces this newsletter is passionate about *Young Living* products, so it’s just a great, great tool.

There are a lot more tools that I use, but these are my three top tools.

Justin - Check out the Virtual Office

Wonderful! I would like everyone listening to this audio disc to also know about the Virtual Office of the *Young Living* website. So much is there. You can see your entire organization, all of your sales, everything that’s been down, what rank someone has achieved, if they’ve placed their order yet this month. There’s probably more information there than you could ever use. There is a vast amount, so everyone needs to know that it’s available.

Teri - Mass Emails at Click of a Button

I’m glad you mentioned that because another way I like to use that is to click on the button in the *Young Living* Virtual Office that talks about sending an email to your group. Therefore, if I’m going to teach a class here in Colorado Springs, I can click one button and send an email to everyone in the state of Colorado, letting them know about a class that we’re teaching. It’s very valuable.

Justin - Essential Rewards Program

We talk a lot about our Essential Rewards Program, our autoship program, and you can see who’s enrolled in the program and who isn’t, which is also very valuable. Speaking about Essential Rewards—and we talk about the importance of it quite a bit—it is an autoship-based system where product order will come to you each month. You choose the product, the date, the payment method and etc. and there are some very enticing rewards with the program, such as free product credits, discounted shipping and so on.

Teri—and I know we have talked about this before—Essential Rewards Autoship is extremely important to you and your organization. Why is that? I know you are very passionate about it.

Teri - Making a Health Commitment

I am very passionate about it. The first reason it is so important is that when we are looking at a new client and they come to us and they tell us the health challenges they have, we know that they did not get these health challenges overnight. Many times they have had them for several months or maybe several years, so when I sit down with a client and we go over their health protocol, my question is..”Justin, are you willing to make a commitment to your health to see great improvement and to truly get on the path to greater health?

“There are two things to consider: If I’m going to invest a lot of time into you (meaning phone calls back and forth with you and maybe testing different products), if we’re going to spend a lot of time together I need to know that you are committed.”

So if I ask you that question and you say, “Teri, I am. I really want to get better; I want to have energy.” Then my next question is, “Alright, Justin. I really need you to make a 90-day commitment to me, and if you are willing to make a 90-day commitment to me, then I will work with you and help you and educate you on these products, and I believe with all my heart that if you will stay on these products for a minimum of 90 days, you will never want to be without them. You will be a customer for life—and we don’t know where else that will take you.”

So, my first goal with everyone, Justin (even if they come and say, “Teri, I want to do this as a business”) I’m going to say, “Do you know what? You’re really not ready to do this as a business unless you are passionate about these products. So here is what it is: I encourage people to commit to 90 days on the Essential Rewards Program.”

Ninety-day Program

That doesn’t mean they have to order the same products every month, by the way. The great thing about *Young Living’s* autoship reward program is you can change your products every single month. But if we are talking about a woman, there are certain products that I want her to try every single month so that she’s getting different products, but yet they are all related products for that 90 days. And then we are looking at how she’s feeling. If it’s someone that needs to balance their blood sugar levels if they have diabetes or hypoglycemia, then we are looking at a 90-day protocol for those products that they are going to be using for that 90-day program.

That is just such an important thing. Commitment here is the key word. Our body did not get out of balance overnight, and we have got to give our body time, and Gary Young has taught us that it is a minimum of 90 days for the cells of the body to regenerate themselves. So I have to tell you, it is very easy for me to put people on the autoship reward program the first month, based on their commitment to their health to get well.

Rewards Come from Commitment

The other thing that I point out to them is that *Young Living* wants to reward you for making a commitment to your health. You’re willing to make a commitment to your health and we are going to reward you with big time savings on shipping, and we are going to reward you by giving you the 10%, 15%, 20% back dollars to spend on future products. You are also going to save money because you are going to save gas by not going down to WalMart and buying these other very inferior products and you are going to save time because you are shopping in your own store now—you’re not driving all over town to get your different products. Then from a strictly business standpoint, the very important part about autoship to a business builder is you are never going to miss a check by actually forgetting to place an order.

I had a think happen a few years ago with a lady who was such a fantastic person. Her first month in business that was her second month using the products, she was going to get a \$600 check—and she forgot to place an order because she had ordered on the 31st of the previous month and actually thought that she had placed an order that month. It was so sad, and she actually missed a \$600 check!

So those are just some of the reasons that I feel it is a very, very compatible thing to put people on autoship their very first month.

Justin - Three Steps to Success

As we’ve talked, we’ve actually covered two of three steps that we shared last week in Arizona as we met there in Fountain Hills—our Three Steps to Success. For those of you listening to this, if you’ve seen this or experienced it yet, it is available on the web. It’s a simple flyer that could be downloaded, and it’s a tool available to all of you to walk a new person, a new distributor through three steps that will lead them to the quickest financial success in *Young Living*, Step One being their Starter Kit, which Teri alluded to already, and Step Two, getting on autoship rewards program, the Essential Rewards Program. Once someone truly really understands the benefits, it really is a “no-brainer.”

Step Three is building such that you accomplish the Team Bonus and earn an additional amount to your check of \$100, \$500, or even \$2,000. So I would encourage all of you listening if you haven’t seen that, go to the web and investigate it and see if it will aid in helping to build your business.

Worldwide Expansion

You know, Teri. I know you can feel it. I see it and feel it. I just returned from Australia and our distributors there are so excited and are growing rapidly. Gary Young was just in Europe and the meetings there were tremendous—the largest crowds we’ve ever had. Europe is growing at a tremendous rate; Canada is growing at a fabulous rate, as is Japan.

Worldwide, *Young Living* is just starting to cross that threshold that we call **momentum** when a company doubles or triples in size in a one to three-year period (and that is where we are headed in the next couple of months, which is very exciting for you and very exciting for me!) And it’s just going to be a matter of time for those of you who are listening if you choose to participate in this. We invite you to do so because it’s happening and it’s going to happen, and we would like to have it happen for you. Let’s go!

Teri - Take Responsibility for Your Health

Let’s go! And along those lines as well, it is a wonderful opportunity to take responsibility for our health. In light of some of the news articles that have come out in the last few weeks by the American Medical Association—imagine this: An article came out in May that said that America is one of the sickest nations in the world. It was startling to read that in the American Medical Association Journal!

So we have an awesome opportunity to be a blessing to people in this country and in many countries, and as our mission statement is: **To change the way that the world thinks about health care.** Let’s just start doing things the natural way, the way that God gave us the plants and herbs from the beginning of time, and just create a healthier people that have more energy, people that want to get up in the morning and that are excited to get up in the morning. So I am very excited about the direction that *Young Living* is going and I am very, very grateful to be a part of such a fantastic company.

Justin - Thousands to Receive Training CD

We are so grateful that you are. People will be listening to this audio disc—it will be sent out to tens of thousands of people in the month of July and two months after that in September we have a very

special event happening here in Utah—and that is our annual grand convention. I know this even has been very, very critical in the growth of your business in the last few years. As I’ve spoken with other leaders, they have all basically said the same thing. Just so everyone knows, this is a four-day event in Utah. It’s the last week of September, September 27th through the 30th and what you receive at this event is truly an amazing experience.

Our theme this year is *Explore the Dream* and we’re going to have two full days of general session education in a large audience. We are anticipating between 4,000 and 5,000 attendees (which is double our attendance at our last convention), which we are very excited about.

Breakout Sessions Planned

We also have one day of smaller breakout sessions which are really quite fun. Teri, you actually taught one last year, which was really nice. These are smaller, more intimate settings, and there will be 10 or 12 to choose from where you can pick and choose the type of either product education or business education you’d like to receive. Then on a fourth day it is an entire day devoted to experiencing the *Young Living* farms, which is a really grounding experience for so many people. It really helps people to understand the reality of *Young Living* and it is an amazing experience.

Teri - YL Farm Experience can Change Lives

My top distributor in my organization is a very famous person—almost everybody would know his name—Paul Morris from Florida, and Paul told me that nothing made sense to him about these oils until he went to the farm, and that his experience at the farm completely changed his life when he saw the distillation of the oils. We are the largest distiller of therapeutic-grade essential oils in North America, and seeing that process is just something to behold. It really helps a person to understand and experience why just one drop of *peppermint* oil is like 20 cups of *peppermint* tea. It’s absolutely amazing!

Justin - Great Food Awaits You!

Yes, it definitely is. There is something I would share with everyone. If you haven’t registered for Convention, the price is \$175 and that includes your admission for the four days, plus a *Young Living* approved buffet meal every day and a formal dinner at the Awards Ceremony. And by the way, because I

like food, I have to share this with everyone—the food at Convention is amazing, is it not!

Teri - Health Food Nuts Enjoy This

It is so amazing and Justin is not exaggerating! I am kind of a health food nut, but I love tasty foods because my Mom was actually a French chef, so no other meeting, convention, anything at all I've ever been to anywhere in the world has compared with the food at the *Young Living* Convention.

Justin - You are in for a Treat!

We are very specific and very picky. The food is amazing, the education is absolutely outstanding. What I want to make sure everyone knows is we have a special right now for Convention. For those listening who have never been to a *Young Living* Convention before, if you choose to go this year it's \$175, and we will give you (when you register, when you come in and pick up your materials for the Convention) a \$175 product credit for free product that you can purchase at the event! Basically, you get a \$175 shopping spree!

Teri

That is astounding! I had a brand new distributor that was in my office training today with me when I shared that with her. She took one look at me and she said, "Where do I sign up, Teri? I am totally in. How do I get my hotel?" She just couldn't believe they were offering that!

Justin - Free Products for Distributors

Yes, it's very exciting! Many of you, I am sure, have been to Convention already, and there is something in here for you, as well. If you've been to Convention before, but if you bring with you people that you've enrolled as distributors that have never been to Convention, for each person you bring we'll give you a \$25 product credit as well—and that maxes out at \$175, so you can also get \$175 in free product.

It's an amazing opportunity, so people who have been to Convention before can cash in on the free product as well at Convention just by simply having people there. With this new person that you were working with this morning, she's signed up for convention today, and as long as you're the person that enrolled her, you have \$25 in free product from her.

Teri -

Well, I can tell you right now, based on what you've just told me—I'm already maxed out at the \$175! That's very exciting!

Justin - New Products to be Introduced

There are products that are going to be announced and introduced at convention that are so extraordinary. Gary Young has put in so much time and energy. He's spending a lot of time doing what he does best, and that is researching and exploring and discovering new things. We'll have new essential oils that have just amazing properties that he will be introducing and other products as well that we have been working on, that are very exciting, so it's definitely an event that you won't want to miss.

Bring a Friend!

The only negative thing that could possibly happen to anyone at Convention is if you were to attend it by yourself. If you go by yourself, it will be a painful experience because you will be so sorry you didn't bring a friend.

It will be a miserable trip home because you'll do nothing but think about..."so and so should have been there, and so and so should have been there, etc.", so don't make it a miserable trip home! Get family there; get friends there. It's not only an extremely educational event, but you'll have a good time—we guarantee that!

Teri - Learn by Listening

Justin, are you aware that we, who are passionate oil lovers, are sort of like people that love old cars. We love to sit around and talk about oils and our oil stories and all the things that have happened.

When I was real new in the oils, my first two years at Convention all I wanted to do was just sit and listen to everybody talk because I learned so much about how to use the oils by listening.

Justin - Product Expo Planned

Last year we had a product expo, which we have never done before, which was really popular and well received, and we are doing it again this year on a bigger and grander scale. It's like going to a *Young Living* expo of only *Young Living* products and the education, information, the stories that will be shared.

Last year we had massage tables and you could just walk in and get a massage, and we have that again this year, too—they just won't give me a pass!

Teri, thank you so much for joining us today. We'd like to thank all of you for listening this audio disc, and I would encourage you to share this material with others who are investigating *Young Living* or looking at *Young Living* as a product opportunity or a business opportunity. We would invite you to join us on the ride because it's an exciting adventure.

God bless you all and we'll see you on the next conference call, audio training, or local event.

Teri - Thanks!!

Thank you so much and goodnight everyone!

Narrator

Thank you, Justin and Teri, and thank you for being with us on Training CD #83.

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**YOUNG LIVING ESSENTIAL OILS AND
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