

Intro To The Young Living Business Outline + Script

- Welcome

My name is ____ and I am SO excited to be here with you!

I wanted to start off by sharing my story a little bit because I could give you the facts and figures, and I will do that in a little bit, but NOTHING connects us more than stories.

- **Tell your story: (If you need a template):**

“So before I found Young Living, I was _____ (Share the details including NOT having wellness, purpose, and abundance) ... set yourself up for a “solution”. But I really had a vision for my life where _____ .I was introduced to Young Living by my (friend/sister/cousin) _____ (Name) _____ because she saw that I was _____. Basically she said: and honestly, my initial reaction was: _____. I thought: I ended up getting my kit in (month) _____ of (year) _____ and what I experienced was amazing. I started feeling: _____. Pretty soon I realized I wanted to share this with people because _____. During that same time, I started to realize that of all the amazing things in this world, time is one of the only things I cannot get back. I can always make more money. I can always accumulate or do more. But what I can't get back is the: _____ (hour I miss the basketball game because I have to clock in), the _____ (family vacation to disney because I don't have the extra money) . I only get one life and if there was a way to actually do it on my terms, I'd be willing to work hard to make that happen. To have unlimited income potential, to schedule my own day, to live in my own unique purpose doing something that I actually loved, that would be amazing. I saw this document called the Income Disclosure statement and you can check it out at www.youngliving.com/ids And it's basically what Young Living has to file with the federal government to show what people in their company makes. Basically, here's what I learned. <https://static.youngliving.com/en-US/PDFS/YL-2017-IDS.pdf> (Read what rank you're going for and the average income. Then share the average time it takes to achieve that rank. Then tell how that is better than the path that you're on.

- Why Young Living As a Company Young Living is a 2 billion dollar company that has structured their distribution method as network marketing. This means instead of paying for a distribution method like storefronts, they choose to let individual people use a referral method.
- **Residual Income vs Fixed Income.**
Unlike “affiliate” marketing where an influencer gets paid ONLY a set percentage on purchases made with their “referral” code or link, network marketing companies reward duplication. Meaning, that if I share my product with someone, I get paid. But also, if that person shares with someone, I get paid on that, too. When they do well, I do well.
- Objections:
If you're like me, you might have thought, “Wait, isn't that a pyramid scheme? Where the people at the top make all the money?”

I started looking around at structures of other companies to compare the model. I realized that every single company is in the shape of a pyramid because there's someone at the very top that makes most of the money.

In addition to that, I also learned that in Young Living, there is a specific structure that guarantees people who produce more will absolutely get paid more and it is possible for anyone to make more than their sponsor. Unlike

corporate america, how good you do at your job, you get paid. It's completely dependent on your production and the production of your team.

There is a government regulatory agency called the FTC - **Federal Trade Commission (FTC)** is an independent agency of the United States government, established in 1914 by the **Federal Trade Commission Act**. Its principal mission is the promotion of consumer protection and the elimination and prevention of anticompetitive business practices, such as coercive monopoly.

When a company does not provide a viable product, or when a company has "too many sharers", meaning more people selling the "business opportunity" than the products, the FTC makes sure they do not maintain the ability to do business.

- Young Living has been around for 25 years. Now, at first I wondered if this was a good thing. I mean, doesn't that mean that the people who "got in early" were lucky? I learned that "early" isn't always good. In fact, the majority of businesses fail in their first 10 years because of poor leadership, inability to withstand growth challenges, or even product quality. I also noticed that there are people moving faster today than ever. New countries opening up, and so much room for expansion. And unlike one specific niche market, Young Living has products for everyone, even pets! Anything from essential oil infused supplements to support the prostate to natural insect repellent and sunscreen, to home products infused with essential oils. Literally something for everyone because who doesn't want to feel good?

- Cost of doing business:

The craziest thing is your referral link to get started sharing literally comes when you order your product. You don't have to drop 5k, 6k or 70k on a franchise business that requires tons of learning and training. You spend \$165 to get a starter kit to start a business that has the income potential to actually support the lifestyle you want. Time AND money freedom.

- Why Me.

So, I want to tell you what you get when you join my team.

First of all, I'm in this for the long term. I'm committed to this. When you join me, you can bet you have a running buddy. The team we have has a culture of _____ and filled with people supporting each other.

We typically hang out/ talk through _____ (facebook, messenger, get together, zoom, etc - Be descriptive on what you do, and if you don't do anything, maybe reconsider that)

When you join my team, the first thing I'll do is: (my recommendation)

I'll add you to both the team product education page and also the business education page. I'll send those links to you through facebook messenger to make sure you see them. Then, I'll stick a welcome bag in the mail. This will have a ton of resources to help you feel empowered to use and share the oils. My goal is that you'll be completely self sufficient within 90 days so that you are completely empowered to create the life you want.

So, to do that, we'll get you in a group to learn about the business with other beginners and then have a strategy call at the end to have a 90 day gameplan.

I'm so excited for you. I'm excited WITH you.

Let's do it. Thank you for joining me.