

Sharing Young Living

“I want you to learn to take the pressure off when you’re prospecting. Think of it this way: you are just sharing and inviting. You are sifting and sorting. I don’t want you to be emotionally connected to the outcome. Think of yourself like a waiter or a waitress pouring a cup of coffee. A server is not offended when you say “no” to the coffee. They keep offering it to everyone. Take all emotions out of it, and if people say “no,” keep pouring. Some people say “no” now, but may change their mind later. Always revisit them later. Ask them to be your customer and keep pouring.” Sarah Robbins, Rock Your Network Marketing Business

Prospecting

The following list was adapted from advice given by Sarah Robbins, author of Rock Your Network Marketing Business, on how to “Power Prospect.” Make a list of the following:

1. **Your Customers.** Those who have ordered with you would more than likely be interested in ordering with you if they understood all of the perks of the Premium Starter Kit and a membership.
2. **Revisit Past Prospects or Former Business Builders When Something is “New”.** If the timing wasn’t right before a new product or kit may be all the motivation they need to join your team now.
3. **Go Through Your Phone and Facebook.** Are there people you have reached out to yet? Send them a personal email or call them.
4. **Lifestyle Networking.** Look for ways to engage in conversation in your day-to-day living.
5. **Parties/Virtual Parties.** Reach out to your friends and ask them to host a party for you.
6. **Social Media.** Mix up your personal and inspirational posts with some business. You never know who is interested. (More on Social Media Later)
7. **Networking Groups or Chamber Events.** Create strategic business relationships that

Please do not alter “Young Living: Launched.” This training is free and may never be used for profit.

allow you to meet others who can help you grow your business.

8. **Events.** Go where you are invited! It's a great opportunity to meet new people and collect contact information.

9. **People Who Provide You Services.** Think about the hairdressers, nail techs, waitresses, retailers and realtors you have supported for years. Share your vision and ask for referrals.

10. **Traveling.** Strike up conversation about where both parties are going while traveling, and seek to start up a new market where they are going.

It is time to create your list!

Below you will find a link to a memory jogger tool. This tool prompts you to really dig deep and find out who your prospects are. Now, all of the advice in the document may not align with how you envision handling your business, but it's important to learn from the network marketing pros that have been successful.

- ❑ Go through the memory jogger: <http://bit.ly/ProspectJog>

The larger your list, the more solidly you will establish your business!

Heart Centered Sharing

You have this amazing list, but what do you do with it? Vicki Opfer, a Young Living Royal Crown Diamond, created a document on how to share Young Living from the heart. She explains how a Young Living business can be built in intimate settings, how to share during a class to engage your attendees, and what it looks like to talk to the people in your network about Young Living's amazing products.

- ❑ Read: <http://bit.ly/HSSharing>

Social Media

Sharing Young Living on social media is a hot topic around Young Living! Some people will not share Young Living on their personal social media platforms, other people share freely and unashamedly, and still others find a balance somewhere in the middle. There are several platforms that people use to share Young Living with friends, family and followers. Just to name a few:

- Facebook
- Instagram

Please do not alter "Young Living: Launched." This training is free and may never be used for profit.

- Twitter
- Pinterest

If you choose to use social media as a platform to build your business, Sarah Robbins has created a two part series that you may find useful.

- ❑ Part 1: <http://bit.ly/SocialMedia-Pt1>
- ❑ Part 2: <http://bit.ly/SocialMedia-Pt2>

“Don’t let yourself get sucked into your phone or your computer screen and think that you are building an empire. Yes, social media is a great tool but it will never replace personal conversations in person or by phone. That is where true emotions and relationships are formed and nurtured.” - Brian Carruthers

Samples

Giving samples to prospects is yet another hot topic amongst Young Living builders. There are typically two schools of thought here:

- “People Don’t Value Free.” Some people believe that if the prospect doesn’t understand the value, power and potency of an essential oil then they may not use it or seek to understand how the oil works.
- “Sample Today - Oily for Life.” Other people believe that experiencing the oils can make people believers in the product.

Some things to consider when giving samples:

- Is the amount of oil you’re giving the prospect enough oil to address the issue if they are using the oil appropriately and frequently?
- Have you discussed lifestyle choices like diet, drinking or smoking that could affect the outcome?
- Are you willing to also give the prospect carrier oil, capsules or let them borrow a diffuser to sample the oil in the most effective way?
- Always give a list of precautions and “do’s & don’ts” for the specific oil you are giving to your prospect.
- Make sure you follow up!

Suggested Sample Tools:

- ½ dram bottles
- Roll-on bottles

Please do not alter “Young Living: Launched.” This training is free and may never be used for profit.

- Capsules
- Books to lend
- Diffuser to loan
- Sample Cards (can be purchased from www.abundanthealth4u.com or use the “We Can Oil It! Sample Card” in the “Useful Documents” file)

Please do not alter “Young Living: Launched.” This training is free and may never be used for profit.