

Roll in the Welcome Wagon!

When members decided to enroll with you they saw the value that you offered them, and that went beyond the products. Your downline depends on you for their education and Young Living compensates you for providing it! Here are some tips on what to do when someone joins your team:

- Thank you card: Immediately after they order
- Email New Members a Welcome Letter (example below) and the “Serving Up What You Need” Document
- Call or Email: 10 days from the day they place their order (use “A New Enrollee” script from “9- Customer Service”)
- Call or Email: The week before their scheduled Essential Rewards date (See script in “9- Customer Service”)
- Call or Email: If Essential Rewards have not been set up yet...
- Call or Email: If ER order date passes without their order processing (this could mean what they ordered is out of stock, or there is a problem with the card on file)
- Call or Email: Periodical check-ins

Sample Welcome Letter:

Hello _____,

The “We Can Oil It!” team would like to take a moment to thank you for joining Young Living, and to share some information and resources with you. Hopefully your experience with Young Living so far has been empowering, and you will have the opportunity to enjoy the life changing effects of pure, therapeutic essential oils.

There are many free resources available to you. Here is a list of some of our favorite online resources:

- **Team Website:** www.wecanoilit.com Here you will find many useful documents under “Member Resources.” For a comprehensive guide on getting started with your kit check out “Serving Up What You Need.”
- **Seed to Seal Promise:** www.seedtoseal.com Young Living sets the standard when it comes to essential oils, and this website explains why this is true.
- **For Further Research:** www.ylsearch.com YL Search is a database that pulls up testimonies, research, and articles specific to Young Living products.
- **Young Living Testimonials:** www.oil-testimonials.com Oil Testimonials is a database with testimonies about a variety of ailments and Young Living products.
- **Facebook:** “The Apothecary - We Can Oil it!” This is a secret group that your enroller or upline can add you to. We do our best to make these pages a safe place to ask questions and get ideas on how to make more holistic choices.

We also recommend the following books in the event that you do not have access to the internet:

- **The Essential Oils Pocket Reference** (\$25) This pocket-sized version of the Essential Oils Desk Reference includes the Personal Usage Guide. This pocket reference features information on the medical properties of each oil, safety data, application information, and recommended essential oils and products for over 300 different health topics.
- **The Essential Oils Desk Reference** (\$60) The Essential Oil Desk Reference is a comprehensive book with hundreds of pages discussing essential oil safety, medical uses and properties of each oil, historical and Biblical uses of essential oils, as well as a section on personal usage.

Both of these books can be purchased at: www.lifesciencepublishers.com.

Other Books to Consider:

- **Gentle Babies: Essential Oils and Natural Remedies for Pregnancy, Childbirth and Infant Care** by Debra Rayburn

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

- **Animal Desk Reference** by Melissa Shelton, DVM
- **Healing Oils of the Bible** by Dr. Stewart
- **The Chemistry of Essential Oils** by Dr. Stewart (if you want to dig deep)

Looking for supplies to use your essential oils? Here is a helpful website:

- www.abundanthealth4u.com This website sells glass roller-bottles, nasal spray bottles, glass spray bottles, carrying cases and so much more!

Soon after using your essential oils you will realize that you want more of them! There are 3 ways you can get FREE Young Living essential oils:

1. An optional autoship program called "Essential Rewards" gives loyal customers points towards Young Living products. Each month you can order different products, and you can also change the processing date. The perks of joining Essential Rewards are:

- Less expensive shipping
- 10-20% of your total PV is set aside for you to spend later towards free products. (Keep 10% of total PV for the first 6 months enrolled, 15% for months 7-11 and 20% after 1 year).
- Discounted pricing on some of the product packages.

You have to purchase 50 PV (points) worth of products each month, but you can offer to order products for your friends at wholesale prices to cover or increase your PV each month. To enroll in the program just click on "Essential Rewards" on the left when you log in at www.youngliving.com or call Young Living at 1-800-371-2928 to enroll. We highly encourage you to sign up as soon as possible to maximize your benefits!

2. Another way to get free oils is through Young Living's monthly promotions and sales. Make sure you are set up to receive emails from Young Living, and then watch your email inbox for these promos, as they change each month. This freebie can be redeemed 2x in a month. Having friends order with you is a great way to bump that PV up and earn more free product

3. Lastly, don't keep all this oily goodness to yourself! Be sure to share your oil testimonies with your friends. Let them know how Young Living Essential Oils have helped your family, and how the oils can benefit them as well. For every person that signs up with the "Premium Starter Kit" with you as the enroller you earn \$50 from Young Living! You do need to have ordered at least 50 PV worth of products each month to qualify for this bonus, which is one of the reasons we encourage to sign up for Essential Rewards right away. When friends or family want to sign up send them this link: <https://www.youngliving.com/signup/> with your member number. If you would like to

gather a group of friends together and host a class, let us know and we can discuss how classes work.

It is our joy and privilege to help people get healthy and realize the beauty of God's provision through nature. If you have any questions about Young Living or oils, please feel free to ask. Again, we want to thank you for joining our team, and we hope that soon you will discover the life enhancing power of Young Living Essential Oils!

Blessings,