

# Classes

Hosting a class is a great opportunity to gather friends, family and acquaintances together to share your passion. So often we rule out who we think would be interested in using Young Living products, but the truth is that we don't know who is really interested until we ask. Everyone is a "maybe" until you actually invite them to a class.

## Incentives for Hosts

Oftentimes friends, family and/or current customers are willing to host a class for you because they are excited to learn more or desire to support you on your endeavor. Other times it's hard to nail down a time with a prospective host. Many business builders offer incentives to host classes, but a small "Thank You for Hosting" gift is always a great idea. Here are some examples:

- **"Hostess with the Mostest."** Explain to the host that if they host a class with the most people in attendance in a calendar month that they will receive one of the incentives below.
- Host a class with 5 non-Young Living Members in attendance and receive one of the incentives below.

Some incentives to consider:

- Diffuser (Amazon is a great source)
- Product Credit (Silvers and above can offer these credits)
- Oil Carrying Case ([www.abundanthealth4u.com](http://www.abundanthealth4u.com) or [Etsy.com](http://Etsy.com))
- Predetermined essential oil or product
- Predetermined reference book
- Spa package including bath salts, sugar scrub, body butter, etc..

## Sample Wording for Invitations

Please feel free to use one of the sample wordings below, modify them to fit your personality, or create your own! These are here to help inspire you!

### Wording #1

Please join me for an evening of fun and information to learn about Young Living's

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therapeutic grade essential oils. Young Living is the world leader in producing and guaranteeing 100% pure and potent essential oils. We will learn about God's medicine and how to use the 10 most basic essential oils for a multitude of health & wellness concerns, toxin free cleaning, first aid, emotional healing, pet/animal care and even cooking. Experience first hand some of the oils. You'll laugh, learn, and go home smiling and smelling great.

### **Wording #2**

Are you looking for an alternative for your family's discomforts, bug bites, sunburn, seasonal sniffles, stress, weight loss and first aid needs? Young Living has over 200 all-natural, 100% pure therapeutic-grade essential oils to help you live a healthier lifestyle. Come learn how to lead a life of wellness, purpose and abundance using Young Living Essential Oils!

### **Wording #3**

You've heard rumors of friends getting over a bug in just a few hours and families avoiding seasonal sniffles! There are other stories of taking care of fevers, constipation, bruising, scars, burns, and more... all naturally! You've heard talk about "diffusers," "Thieves," "natural health," and more. Now you're curious! THIS is the place to start. Together we'll go through 10 of the most widely used Essential Oils. You will learn how to use them safely and effectively on yourself and your family!

### **Wording #4**

Friends and Family, I've had a ton of questions about Young Living Essential Oils the last few days due to the flu in this area and all of the sicknesses going around. I am hosting a class on essential oils that can answer your questions about what the oils are and why they are helping my family. I hope you can join us!

### **Wording #5**

Come share our pure essential oils, stories and just how Young Living can positively impact your quality of life. We will explain how you can use these oils for physical and emotional well-being. Therapeutic-grade essential oils are naturally high in antioxidants & give us non-toxic support that can enhance our immune system, help us overcome injuries faster, decrease discomfort, improve sleep, decrease hunger, and elevate our mood, etc. If you're one who loves all natural solutions, you're sure to have a great time!

### **Wording #6**

Come learn Healthy Habits with Essential Oils and experience the 10 most basic essential oils for a multitude of health concerns, first aid, emotional health, cooking and pet care. You can give your medicine cabinet a healthy, chemical free makeover!

### **Wording #7**

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## Make and Take!

Friends! I am hosting a Young Living "Make and Take" Party next \_\_\_\_\_. It is a great (and inexpensive!) way to get your hands on some of the practical ways essential oils can be used in your home. You will learn about these amazing oils and how they can improve the health of your family as we have a fun time making a selection of (6) household items for you to take home!

### **INCENTIVES TO CONSIDER OFFERING TO GUESTS, NEW MEMBERS & HOSTS:**

Offering door prizes at classes or a name drawing for a free Zyto scan is a sure way to get people intrigued to come.

In your invitation, adding the following may help draw people to your class:

"Bring a friend and receive \_\_\_\_\_"

"Be one of the first three to arrive and receive \_\_\_\_\_"

"Prizes will be given!"

"Come and put your name in a bowl for the chance to win a free Zyto scan!"

Some incentives to consider offering:

Zyto scan (This is a great name drawing prize!)

Oil samples attached to sample cards. (We Can Oil It! has one available and so does AbundantHealth4U.com #4406, or #3020)

A pamphlet bundle. Some recommended pamphlets:

- Everyday Oils Trifold Brochures, <http://oilrevolutiondesigns.com>
- Essential Oil Starter Guides, <http://oilrevolutiondesigns.com/>
- 'Essential Oils for Pregnancy and Childbirth' Brochure by Debra Raybern (AbundantHealth4U.com #4036a)
- 'Thieves: Solution for Today's Health Threats' Brochure (AbundantHealth4U.com #4076a)
- Reference Guide for Essential Oils: Mini Reference Cards (Pack of 25 -AbundantHealth4U.com #YL2)

Missing Link CD (ABH4U #8200CD, LSP #4MLCD)

5ml essential oil

YL lip balm

Thieves toothpaste

Roll-ons from [www.abundanthealth4u.com](http://www.abundanthealth4u.com)

Spray bottles (from [www.abundanthealth4u.com](http://www.abundanthealth4u.com) ) with a few drops of their chosen oil with water, oil bottle labels, a little bag of empty capsules

A cute baggie of several items mentioned

A big spray cleaning bottle (Dollar Store) filled with water and a capful of Thieves cleaner with a Thieves sticker label

Oils you got for free in the monthly promo

Mason jar cup with a stainless steel straw

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Bath salts  
Body Scrubs  
Quick Reference Cards ([www.abundanthealth4u.com](http://www.abundanthealth4u.com) #YL2)  
Aroma Ready Keychain ([www.abundanthealth4u.com](http://www.abundanthealth4u.com) #YL9504)

(The prizes can be a tax write off!)

The “We Can Oil It” team has created a checklist that walks you through everything you need to know to host a class - we took the stress of the unknown out of hosting a class for you! Check it out:

- ❑ <http://bit.ly/HostChecklist>

## Scripts

Not every business builder uses class scripts, but they are beneficial for many reasons. Here is what many leaders have experienced using class scripts:

- **Scripts Duplicate Well.** When a prospect sees an educator reading a script it gives them confidence that they don't have to be an expert to get up and teach.
- **Scripts Hold the Educator Accountable.** Class scripts are prepared beforehand, should be FDA compliant, and help prevent rabbit trails where things shouldn't be said.
- **Scripts Leave Nothing Forgotten.** Safety precautions, resources, and company information are details that every attendee should know, and scripts make sure the important details are covered.
- **Scripts Save Time.** The time spent trying to “reinvent the wheel” can be saved by using a proven script. Scripts also help save time during classes, because the educator is focused and on track

All of that being said, remember that there is no one way to build this business. There are Young Living leaders that have never used a script, but this is something to consider.

- ❑ Ask your coach if there are scripts available to you
- ❑ Read through the script out loud 5-6 times before teaching a class. Highlight words you may not know and become familiar with the flow of the wording and the closing.

## Facebook Classes

Social media, specifically Facebook, can create a great platform for Young Living classes. Facebook classes are typically pre-written, and the educator copy and pastes the content into the live event. The classes are fast-paced and often very fun. For more information, please contact your coach to see what resources are available to you.

## Class Follow-Up

Sarah Robbins often says, “The fortune is in the follow-up!” It is a kind gesture to contact class attendees to thank them for their time and see what questions they have. *(There is an example of a care call for class attendees in the “Customer Care” section.)*

Hello!

I wanted to take a moment to thank you for attending my Young Living Essential Oils class and allowing me to share some information and resources with you. Hopefully your experience with Young Living so far has been empowering, educational, and you have had the opportunity to hear and learn about the life changing effects of pure, therapeutic essential oils.

I wanted to let you know that I am here to answer any further questions you may have about Young Living Essential Oils. As an avid ‘oiler’ and believer in what these oils were created for, I continue to be amazed at how much my family and I have benefitted from Young Living Essential Oils.

So, please know that although you have decided not to use Young Living Essential Oils at this time, I am here to help if you should ever decide you’d like to give them a try! You are welcome to contact me if you ever need assistance in coming up with a plan of action according to your needs. If you would like to sign up to become a Young Living Member or you would just like to order retail, feel free to log onto my website and order any products at any time!

I also appreciate referrals. If you ever have a family member or friend who would like to learn more about Young Living Oils, feel free to pass along my information!

Personal email address:

Thank you so much!

Sincerely,  
Member Name, Member Number

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