

## Essential Rewards

You just heard quite a bit about Essential Rewards (ER), and the importance of being enrolled in ER as a business builder, but we are going to really help drive this point home.

ER is a program, like cash back, where you can earn points for dollars spent and then use for free oils and products.

Some Highlights of the ER Program:

- Earn the equivalent of up to 44% off retail prices!!!
    - ◆ Months 1-6: Receive an additional 10%\*
    - ◆ Months 7-12: Receive an additional 15%\*
    - ◆ Months 13+: Receive an additional 20%\*

\*additional % is off retail prices
  - A program rewarding monthly orders of 50PV or more
  - Save on Shipping
  - Priority on low stock items
  - There is “no catch!” Cancel at any time.
  - Get one “free pass” month each year
- ❑ Understand Essential Rewards Better (11 min video): <http://bit.ly/YLERVideo>

Another benefit of being on ER is monthly promotions at 190PV, 250PV, and 300PV (spent in ONE order). Only those on ER receive these amazing free promotions which include things like free oils and products, product credits, and extra ER points! Redeeming ER points for free products also gives you a good success story to share- “I just redeemed my ER points and got \$300 in oils for FREE!”. These promos are posted by Young Living and on many Young Living team Facebook groups.

### Some Frequently Asked Questions About Essential Rewards:

#### More Q&A:

1. Is it free to sign up?

Yes

2. *What are the requirements?*

A minimum of 50PV per Month (for the most part 1 PV = \$1)

3. *Since it's autoship, can I change my order every month or do I have to order the same thing?*

You can change the products in your ER shopping cart each month either online, on the phone or through "Live Help," and you can even change the shipping day as needed.

4. *How do I know how many points I have accumulated?*

The fastest way to find ER points is to visit the home page in your "Virtual Office." Alternatively, you can call YL or use the "Live Help" feature.

5. *How can I redeem my ER points?*

Refer to the videos in "Navigate VO" to see how to redeem points online. Alternatively, you can call YL or use Live Help.

6. *Is there a max as to how many points I can redeem?*

Yes, you may use up to 350 points at one time and no more than 350 points per month.

7. *If I reach a PV to qualify for a promotion, will they ship it automatically with my monthly order?*

Yes. It will not show up in your cart but it will be on your shipping receipt and in your box.

8. *What if I don't want to or can't order one month?*

Young Living gives you one grace month each year. However, if you take your grace month and qualify for commissions you will not earn commissions.

9. *Can I place more than one Essential Rewards order each month?*

No. You can order through ER once per calendar month but can order standard orders through Quick Order.

10. *Any other tips?*

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

Yes. You do have to pay for shipping, so I like to accumulate as many points as I can so I can order one large order and only pay for shipping once as opposed to redeeming several smaller orders and paying shipping for each order.

11. *What if I want to cancel at any point?*

We encourage you to redeem your points and then cancel your ER program. If you cancel before you redeem your points, you will lose what you have accumulated.

### **Transfer Buying**

Learning about “transfer buying” can make ordering 100 PV a no-brainer. Transfer buying, simply put, is taking money that you are already spending each month on supplements, as well as first aid, beauty, grooming, and cleaning products; and transfer those dollars to essential oils and pure, chemical-free products from Young Living. Instead of spending money with companies that are not committed to purity and your health, you can now make an investment in your family’s well-being as well as becoming a “product of the product.”