



- *As you sit down confidently open the flip book and turn to page 1.*
- *Begin your presentation.*
- *Make sure to honor your friends time.*
- *Start off by telling them you're looking forward to showing them this flip book because it's really interactive.*

May I share my story?

Share your personal story. Make it SHORT no more than a few minutes. Follow this formula:

1. *What you do for work (if they don't already know).*
2. *The challenge with _____ is _____.*



IE: "The challenge with real estate is currently the market is so crazy, there's very little inventory". OR "The challenge with teaching is the uncertainty with the pandemic. It's been very stressful so I decided a plan b was a good idea".

After your story continue here:

My friend handed me a book called the 4 Year Career and shared what I'm about to share with you.

By reading it, I realized that Young Living could be a solution to my challenges. Interestingly, these books were written by a couple that I work with.

I joined Young Living because it allows me to _____. (be healthy, work from home, get low tox products, start building towards my financial goals)

Share your wins to date if you any (financially and health wise).

No medical claims - nothing cured or healed you.

After our 20 minutes together, you can decide if you would like to take a deeper look into Young Living and if this could fit somewhere in your life too.

The Pillars



When I looked at this business four things stood out for me.

Let's call them the 4 pillars.

- 1. The Products**
- 2. The Company**
- 3. The Mentors**
- 4. The Model**

I'll be sharing about each of these Pillars and why they are important.



The 1st Pillar is the Products. Young Living's Product line is based on essential oils.

Are you familiar with essential oils?

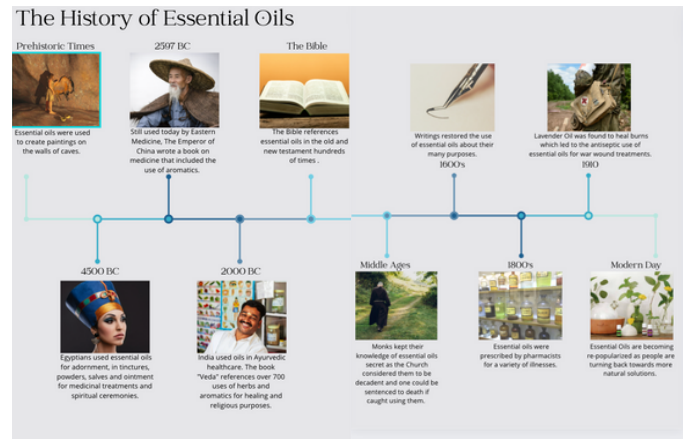
Wait for answer....

*If they say **YES** find out their experience.*

Perfect I'm going to be sharing more about them today!

Young Living is more than just essential oils, but every product they carry is infused with essential oils.

Essential Oils Timeline



To make a company successful, the product must be compelling enough to stand the test of time.

As you can see in this timeline, every culture throughout civilization has found support with essential oils.

Essential oils have been around for thousands of years, and will stay with us for thousands of years to come.

(Feel free to read the timeline pointing out which culture your friend might be interested in).

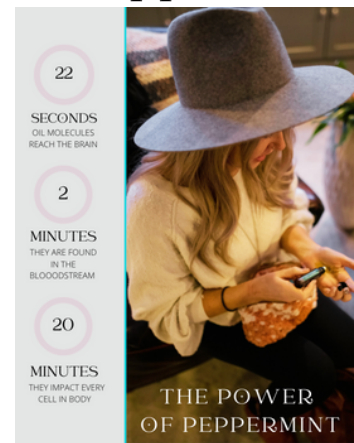


Have you noticed that people have started to turn back to doing things in a more natural way?

It's like an awakening.

This gives us an opportunity to help even more people get what they need.

The Power of Peppermint



IF MEETING IN PERSON

Is it ok if I add add a drop of Peppermint in your hand for you to try. Go ahead and inhale.

When inhaling essential oils it takes 22 seconds for them to reach the brain, within 2 minutes the molecules can be found in the bloodstream and within 20 minutes they have an effect on all the cells in your body.

Can you see why it would be really important to use a quality oil?

There are multiple uses for each oil. For example Peppermint stimulates energy and alertness, keeps breath fresh, is cooling, and supports digestive health.

IF NOT MEETING IN PERSON

When inhaling essential oils it takes 22 seconds for them to reach the brain, within 2 minutes the molecules can be found in the bloodstream and within 20 minutes they have an effect on all the cells in your body.

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Seed to Seal



With Young Living you know you're getting the best quality available.

We have the Seed to Seal guarantee which encompasses three parts: Sourcing, Science & Standard.

- from testing the soil before planting,
- to using only non GMO seeds,
- to the harvesting of the plants,
- to the distillation process,
- all the way to sealing the final product

You know you can trust what's in every Young Living bottle.

Reference Guide App



Young Living's essential oils have many uses - just like the peppermint.

And what's great is you don't need to worry about knowing how to use them all.

This app allows you to type in anything you want to know about and get an answer on what oils are best.

If you want, I can show you after we finish. We are not doctors or prescribers so we just go to this app and get our answers.

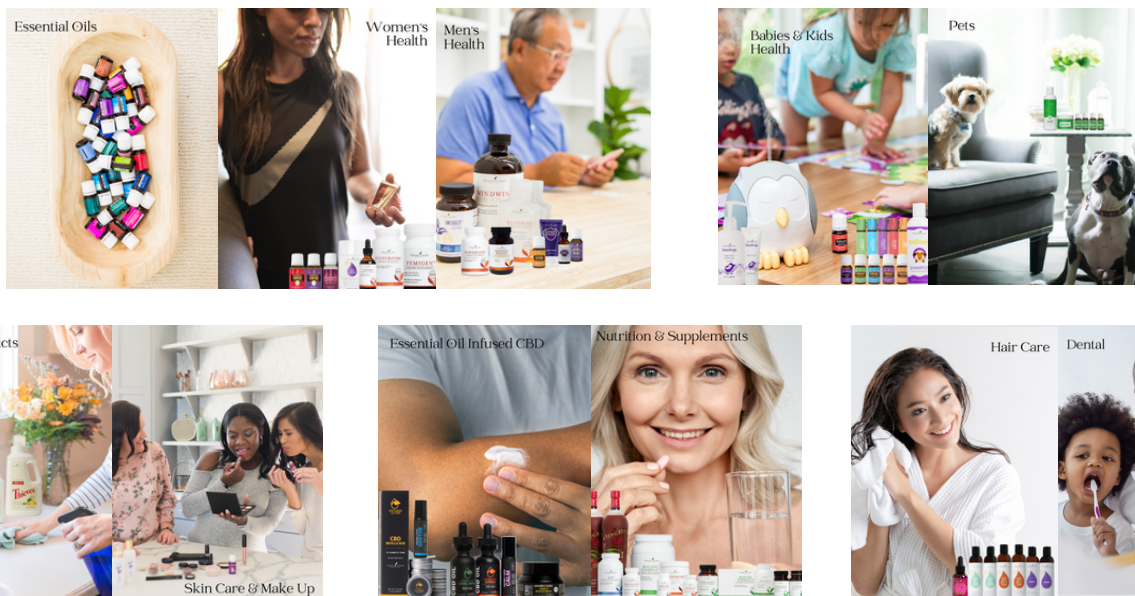
Google also has many studies on Essential oils you can search. We let everyone do their own research because while the oils have many benefits, we can't make medical claims

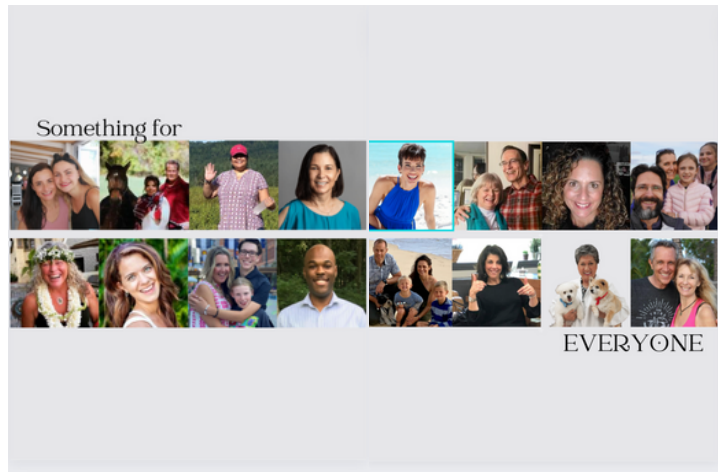


I'm going to go through some categories now and I'm curious what's important to you?

(Flip through all the categories and make sure you allow them to comment and share. This is where you gather information on what value you can offer them).

Essential Oils, Women's, Men's, Babies, Kids, Pets Health, Cleaning Products, Skin Care & Make Up, Essential Oil Infused CBD, Nutrition & Supplements, Hair Care & Dental





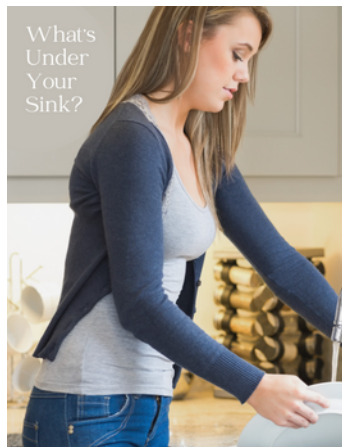
Here's something that sets us apart from many other companies.

ANY person you meet, can become a potential customer.

The app is such a great resource and shows us how many things oils can help with, plus all the categories of products we have.

There is something for EVERYONE!

What's Under Your Sink?



We also have a chance to help people become more educated about what they are buying.

Many times people have no idea that their favorite products have dangerous ingredients.

Young Living takes great care to keep the good ingredients in and the bad ones out.

Is it ok if I Play a short 4 minute video that shares what we should be looking for in our products.

You may already know what the video explains, but I was really surprised when I learned _____. *Use your own example here about something you've learned in your YL Journey.*

IE: How many products I use that had the word fragrance in them.

Play Video.

The 2nd Pillar is the Company.

Young Living is a family owned and a family run business, founded by Gary and Mary Young in 1994.



Having only one owner is an important piece to the success puzzle. Young Living doesn't work for shareholders like in a public company where the investors are the priority.

They work to provide us, the members with the best possible products and experience. WE are the priority. Young Living has 100% control over the decisions being made.

When it comes to Young Living it is always Purpose over Profit!

Young Living has grown and continues to grow through adversities. As the world started turning upside down, Young Living had a record year.

Gary unfortunately passed away in 2018. So today, Mary is our CEO and their sons Josef & Jacob are being groomed to eventually run the company. They will each learn every aspect of the company starting in the mail room and working their way up! Jacob is now in product development and runs the Young Living podcast, The YL Drop.

Young Living is a legacy company, meaning what I build will one day become a legacy income for _____ (*my daughter/children/family*) that I can pass onto _____ *her/them*!

Do you currently have any other legacy income?



The science definitely matters. Young Living has over 50 highly qualified scientists that all have 3 aspects to their job.

- 1. They are testing other products that people are using daily, building awareness of harmful toxins in the products.**
- 2. They are testing our products over and over, making sure you won't find those harmful chemicals in any of them.**
- 3. They are continuously formulating new products making sure we are always at the forefront of health and wellness.**

Something really interesting to know about essential oils, while Young Living's Seed to Seal Guarantee assures us that we know what's in every bottle, unfortunately essential oils are not regulated.

When you purchase a bottle of oil at a store, pharmacy or even Amazon, it's buyer beware.

The label can say anything from organic to therapeutic to 100% pure and it may be diluted, contaminated with pesticides and metals or even totally synthetic because it was made in a lab.



As you read this paragraph flip through the farm pages.

You can actually visit the Young Living farms and see the Seed to Seal promise first hand. You'll never worry or wonder about quality. Our farms are what set us apart the most. Young Living has over 25 farms around the world. The corporate farms are owned by Young Living. They also partner with farms who follow the Seed to Seal process.

Now flip back to the beginning of the farms and say the rest of this script.

The farms are what ensure our products will remain for generations to come. Young Living has spent millions on securing these farms.

This allows the company to fill the needs of the members as we continue to grow, while also ensuring these plants from around the world continue to thrive and never become endangered by human consumption.

Their forward thinking means security for us, our families and the environment.

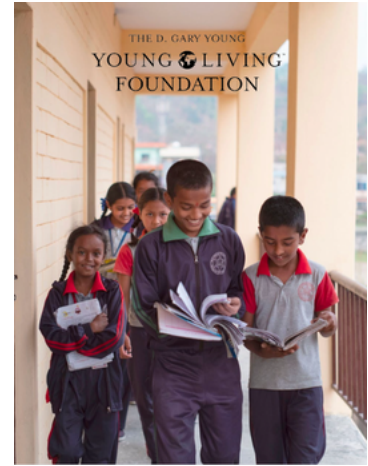
Once your business grows to a certain level, Young Living will pay all your expenses to visit the farms. You learn all about sustainable farming, how they plant, how they harvest, and how they extract the oil. You will see and experience everything first hand.

There ARE NOT many companies that invite you to see EXACTLY how it's done. Young Living wants their members and customers to get their hands in the dirt and see exactly how the oils are made.

As you can see, Young Living has quite a presence around the world. The farms not only support Young Living members with the products that are being made, but also impacting each of these communities, jobs where there were none and families able to feed their kids.

By purchasing Young Living products you are helping many people around the world. The ripple effect is powerful.

The Foundation



Winston Churchill said,
"We make a living by what we get,
but we make a life by what we give."

The Young Living Foundation is making an impact everywhere. Anyone who is a part of the company becomes a part of that impact.

Here's what they did in 2021 alone.

Press Play on video.



The 3rd Pillar is the Mentors.

If you want to achieve success, then modelling someone who has already done it is a sure shortcut.

Bob Proctor explained it perfectly, "A mentor is someone who sees more talent and ability within you, than you see in yourself, and helps bring it out of you."

Richard and Kimmy Brooke have over 50 years combined experience in the profession and are the authors of the 4 Year Career books.

They created easy to use tools to help each of us succeed and they work closely with the team.

In fact there are many leaders within the team that share their successes with us. Everyone supports each other.

I was surprised at how many friends I've made around the world by being a part of this team.

You can share a story here about your team leader who has helped you if you want.

What is your current bliss? I was asked this when I first looked at Young Living and it was something I hadn't really thought about.

I took a quiz that showed me my current BLISS score.

I realized that my life was out of balance in _____.

(Pick the ones that are true for you - Business, Lifestyle, Inspiration, Spirit, Service)

I liked the idea of living my full BLISS life.

Meaning working on improving my happiness in these areas:

Business. Lifestyle. Inspiration. Spirit. And Service aka BLISS.

As a team, we call ourselves a movement. The BLISS movement.

Helping people to live their most extraordinary life in these 5 areas.

We strive to:

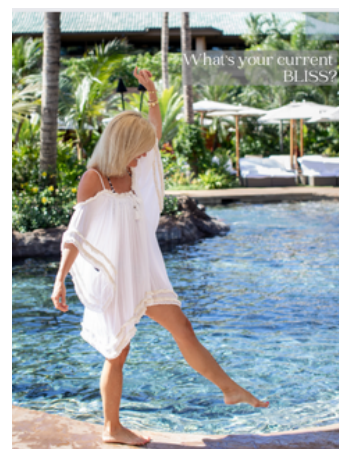
- Meet every person where they are and help to serve them.
- Never force our business onto anybody.
- Understand what they are interested in
 - Healthier products? Extra income? Building a team?
- AND if none of these interest them, that's ok too!

(Smile. This takes the pressure off)

Being a part of our team means we lock arms with you and help you succeed. If this inspires you, we can help you get to where you want to go.

I'd be happy to send you the quiz to find out your Bliss score. Want me to send it to you?

(you will send them this the next day as a follow up)





The 4th Pillar is the Model.

We follow a very specific business model and once you take the time to understand the model completely, you might be as excited as I am!

**Remember I told you at the beginning that my friend _____
(*the person who enrolled you*) gave me a Four Year Career book?**

This book helped me to understand how I could build a business very part time over the next 4 years and if I follow the guidelines, get paid for the rest of my life. This is what I'm busy doing now.

The book teaches you how to choose a good company and how you can build a long term asset by building a business. By reading it, you'll have more knowledge to decide if this model is right for you.

Young Living 2020 U.S. Income Disclosure Statement

As a direct selling company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our members to build a business or bring income streams to our products. Whether your goals are to earn extra income, grow your business, or build a full-time career, we hope to support you along the way. Young Living members who have joined us in our mission to build a business have shared their success stories with us. We are excited to share their success stories with you.

WHAT ARE MY INCOME OPPORTUNITIES? Income can come from several sources and is based on our Compensation Plan. As members move up the ranks of Young Living, they become eligible for additional income opportunities.

RANK	PERCENTAGE OF ALL MEMBERS	ANNUAL REVENUE			MONTHS TO ACHIEVE THE RANK		
		Lowest	Target	Average	Lowest	Average	Highest
1. DROPTAIL	88.0%	\$0	\$750	\$3	88	165	165
2. RISE	8.0%	\$0	\$3,000	\$240	88	165	165
3. RISE+1	2.0%	\$0	\$6,000	\$480	88	165	165
4. RISE+2	0.5%	\$0	\$12,000	\$960	88	165	165
5. RISE+3	0.3%	\$0	\$18,000	\$1,440	88	165	165
6. RISE+4	0.2%	\$0	\$24,000	\$1,920	88	165	165
7. RISE+5	0.1%	\$0	\$30,000	\$2,400	88	165	165
8. RISE+6	0.1%	\$0	\$36,000	\$2,880	88	165	165
9. RISE+7	0.1%	\$0	\$42,000	\$3,360	88	165	165
10. RISE+8	0.1%	\$0	\$48,000	\$3,840	88	165	165
11. RISE+9	0.1%	\$0	\$54,000	\$4,320	88	165	165
12. RISE+10	0.1%	\$0	\$60,000	\$4,800	88	165	165
13. RISE+11	0.1%	\$0	\$66,000	\$5,280	88	165	165
14. RISE+12	0.1%	\$0	\$72,000	\$5,760	88	165	165
15. RISE+13	0.1%	\$0	\$78,000	\$6,240	88	165	165
16. RISE+14	0.1%	\$0	\$84,000	\$6,720	88	165	165
17. RISE+15	0.1%	\$0	\$90,000	\$7,200	88	165	165
18. RISE+16	0.1%	\$0	\$96,000	\$7,680	88	165	165
19. RISE+17	0.1%	\$0	\$102,000	\$8,160	88	165	165
20. RISE+18	0.1%	\$0	\$108,000	\$8,640	88	165	165
21. RISE+19	0.1%	\$0	\$114,000	\$9,120	88	165	165
22. RISE+20	0.1%	\$0	\$120,000	\$9,600	88	165	165
23. RISE+21	0.1%	\$0	\$126,000	\$10,080	88	165	165
24. RISE+22	0.1%	\$0	\$132,000	\$10,560	88	165	165
25. RISE+23	0.1%	\$0	\$138,000	\$11,040	88	165	165
26. RISE+24	0.1%	\$0	\$144,000	\$11,520	88	165	165
27. RISE+25	0.1%	\$0	\$150,000	\$12,000	88	165	165
28. RISE+26	0.1%	\$0	\$156,000	\$12,480	88	165	165
29. RISE+27	0.1%	\$0	\$162,000	\$12,960	88	165	165
30. RISE+28	0.1%	\$0	\$168,000	\$13,440	88	165	165
31. RISE+29	0.1%	\$0	\$174,000	\$13,920	88	165	165
32. RISE+30	0.1%	\$0	\$180,000	\$14,400	88	165	165
33. RISE+31	0.1%	\$0	\$186,000	\$14,880	88	165	165
34. RISE+32	0.1%	\$0	\$192,000	\$15,360	88	165	165
35. RISE+33	0.1%	\$0	\$198,000	\$15,840	88	165	165
36. RISE+34	0.1%	\$0	\$204,000	\$16,320	88	165	165
37. RISE+35	0.1%	\$0	\$210,000	\$16,800	88	165	165
38. RISE+36	0.1%	\$0	\$216,000	\$17,280	88	165	165
39. RISE+37	0.1%	\$0	\$222,000	\$17,760	88	165	165
40. RISE+38	0.1%	\$0	\$228,000	\$18,240	88	165	165
41. RISE+39	0.1%	\$0	\$234,000	\$18,720	88	165	165
42. RISE+40	0.1%	\$0	\$240,000	\$19,200	88	165	165
43. RISE+41	0.1%	\$0	\$246,000	\$19,680	88	165	165
44. RISE+42	0.1%	\$0	\$252,000	\$20,160	88	165	165
45. RISE+43	0.1%	\$0	\$258,000	\$20,640	88	165	165
46. RISE+44	0.1%	\$0	\$264,000	\$21,120	88	165	165
47. RISE+45	0.1%	\$0	\$270,000	\$21,600	88	165	165
48. RISE+46	0.1%	\$0	\$276,000	\$22,080	88	165	165
49. RISE+47	0.1%	\$0	\$282,000	\$22,560	88	165	165
50. RISE+48	0.1%	\$0	\$288,000	\$23,040	88	165	165
51. RISE+49	0.1%	\$0	\$294,000	\$23,520	88	165	165
52. RISE+50	0.1%	\$0	\$300,000	\$24,000	88	165	165
53. RISE+51	0.1%	\$0	\$306,000	\$24,480	88	165	165
54. RISE+52	0.1%	\$0	\$312,000	\$24,960	88	165	165
55. RISE+53	0.1%	\$0	\$318,000	\$25,440	88	165	165
56. RISE+54	0.1%	\$0	\$324,000	\$25,920	88	165	165
57. RISE+55	0.1%	\$0	\$330,000	\$26,400	88	165	165
58. RISE+56	0.1%	\$0	\$336,000	\$26,880	88	165	165
59. RISE+57	0.1%	\$0	\$342,000	\$27,360	88	165	165
60. RISE+58	0.1%	\$0	\$348,000	\$27,840	88	165	165
61. RISE+59	0.1%	\$0	\$354,000	\$28,320	88	165	165
62. RISE+60	0.1%	\$0	\$360,000	\$28,800	88	165	165
63. RISE+61	0.1%	\$0	\$366,000	\$29,280	88	165	165
64. RISE+62	0.1%	\$0	\$372,000	\$29,760	88	165	165
65. RISE+63	0.1%	\$0	\$378,000	\$30,240	88	165	165
66. RISE+64	0.1%	\$0	\$384,000	\$30,720	88	165	165
67. RISE+65	0.1%	\$0	\$390,000	\$31,200	88	165	165
68. RISE+66	0.1%	\$0	\$396,000	\$31,680	88	165	165
69. RISE+67	0.1%	\$0	\$402,000	\$32,160	88	165	165
70. RISE+68	0.1%	\$0	\$408,000	\$32,640	88	165	165
71. RISE+69	0.1%	\$0	\$414,000	\$33,120	88	165	165
72. RISE+70	0.1%	\$0	\$420,000	\$33,600	88	165	165
73. RISE+71	0.1%	\$0	\$426,000	\$34,080	88	165	165
74. RISE+72	0.1%	\$0	\$432,000	\$34,560	88	165	165
75. RISE+73	0.1%	\$0	\$438,000	\$35,040	88	165	165
76. RISE+74	0.1%	\$0	\$444,000	\$35,520	88	165	165
77. RISE+75	0.1%	\$0	\$450,000	\$36,000	88	165	165
78. RISE+76	0.1%	\$0	\$456,000	\$36,480	88	165	165
79. RISE+77	0.1%	\$0	\$462,000	\$36,960	88	165	165
80. RISE+78	0.1%	\$0	\$468,000	\$37,440	88	165	165
81. RISE+79	0.1%	\$0	\$474,000	\$37,920	88	165	165
82. RISE+80	0.1%	\$0	\$480,000	\$38,400	88	165	165
83. RISE+81	0.1%	\$0	\$486,000	\$38,880	88	165	165
84. RISE+82	0.1%	\$0	\$492,000	\$39,360	88	165	165
85. RISE+83	0.1%	\$0	\$498,000	\$39,840	88	165	165
86. RISE+84	0.1%	\$0	\$504,000	\$40,320	88	165	165
87. RISE+85	0.1%	\$0	\$510,000	\$40,800	88	165	165
88. RISE+86	0.1%	\$0	\$516,000	\$41,280	88	165	165
89. RISE+87	0.1%	\$0	\$522,000	\$41,760	88	165	165
90. RISE+88	0.1%	\$0	\$528,000	\$42,240	88	165	165
91. RISE+89	0.1%	\$0	\$534,000	\$42,720	88	165	165
92. RISE+90	0.1%	\$0	\$540,000	\$43,200	88	165	165
93. RISE+91	0.1%	\$0	\$546,000	\$43,680	88	165	165
94. RISE+92	0.1%	\$0	\$552,000	\$44,160	88	165	165
95. RISE+93	0.1%	\$0	\$558,000	\$44,640	88	165	165
96. RISE+94	0.1%	\$0	\$564,000	\$45,120	88	165	165
97. RISE+95	0.1%	\$0	\$570,000	\$45,600	88	165	165
98. RISE+96	0.1%	\$0	\$576,000	\$46,080	88	165	165
99. RISE+97	0.1%	\$0	\$582,000	\$46,560	88	165	165
100. RISE+98	0.1%	\$0	\$588,000	\$47,040	88	165	165
101. RISE+99	0.1%	\$0	\$594,000	\$47,520	88	165	165
102. RISE+100	0.1%	\$0	\$600,000	\$48,000	88	165	165
103. RISE+101	0.1%	\$0	\$606,000	\$48,480	88	165	165
104. RISE+102	0.1%	\$0	\$612,000	\$48,960	88	165	165
105. RISE+103	0.1%	\$0	\$618,000	\$49,440	88	165	165
106. RISE+104	0.1%	\$0	\$624,000	\$49,920	88	165	165
107. RISE+105	0.1%	\$0	\$630,000	\$50,400	88	165	165
108. RISE+106	0.1%	\$0	\$636,000	\$50,880	88	165	165
109. RISE+107	0.1%	\$0	\$642,000	\$51,360	88	165	165
110. RISE+108	0.1%	\$0	\$648,000	\$51,840	88	165	165
111. RISE+109	0.1%	\$0	\$654,000	\$52,320	88	165	165
112. RISE+110	0.1%	\$0	\$660,000	\$52,800	88	165	165
113. RISE+111	0.1%	\$0	\$666,000	\$53,280	88	165	165
114. RISE+112	0.1%	\$0	\$672,000	\$53,760	88	165	165
115. RISE+113	0.1%	\$0	\$678,000	\$54,240	88	165	165
116. RISE+114	0.1%	\$0	\$684,000	\$54,720	88	165	165
117. RISE+115	0.1%	\$0	\$690,000	\$55,200	88	165	165
118. RISE+116	0.1%	\$0	\$696,000	\$55,680	88	165	165
119. RISE+117	0.1%	\$0	\$702,000	\$56,160	88	165	165
120. RISE+118	0.1%	\$0	\$708,000	\$56,640	88	165	165
121. RISE+119	0.1%	\$0	\$714,000	\$57,120	88	165	165
122. RISE+120	0.1%	\$0	\$720,000	\$57,600	88	165	165
123. RISE+121	0.1%	\$0	\$726,000	\$58,080	88	165	165
124. RISE+122	0.1%	\$0	\$732,000	\$58,560	88	165	165
125. RISE+123	0.1%	\$0	\$738,000	\$59,040	88	165	165
126. RISE+124	0.1%	\$0	\$744,000	\$59,520	88	165	165
127. RISE+125	0.1%	\$0	\$750,000	\$60,000	88	165	165
128. RISE+126	0.1%	\$0	\$756,000	\$60,480	88	165	165
129. RISE+127	0.1%	\$0	\$762,000	\$60,960	88	165	165
130. RISE+128	0.1%	\$0	\$768,000	\$61,440	88	165	165
131. RISE+129	0.1%	\$0	\$774,000	\$61,920	88	165	165
132. RISE+130	0.1%	\$0	\$780,000	\$62,400	88	165	165
133. RISE+131	0.1%	\$0	\$786,000	\$62,880	88	165	165
134. RISE+132	0.1%	\$0	\$792,000	\$63,360	88	165	165
135. RISE+133	0.1%	\$0	\$798,000	\$63,840	88	165	165
136. RISE+134	0.1%	\$0	\$804,000	\$64,320	88	165	165
137. RISE+135	0.1%	\$0	\$810,000	\$64,800	88	165	165
138. RISE+136	0.1%	\$0	\$816,000	\$65,280	88	165	165
139. RISE+137	0.1%	\$0	\$822,000	\$65,760	88	165	165
140. RISE+138	0.1%	\$0	\$828,000	\$66,240	88	165	165
141. RISE+139	0.1%	\$0	\$834,000	\$66,720	88	165	165
142. RISE+140	0.1%	\$0	\$840,000	\$67,200	88	165	165
143. RISE+141	0.1%	\$0	\$846,000	\$67,680	88	165	165
144. RISE+142	0.1%	\$0	\$852,000	\$68,160	88	165	165
145. RISE+143	0.1%	\$0	\$858,000	\$68,640	88	165	165
146. RISE+144	0.1%	\$0	\$864,000	\$69,120	88	165	165
147. RISE+145	0.1%	\$0	\$870,000	\$69,600	88	165	165
148. RISE+146	0.1%	\$0	\$876,000	\$70,080	88	165	165
149. RISE+147	0.1%	\$0	\$882,000	\$70,560	88	165	165
150. RISE+148	0.1%	\$0	\$888,000	\$71,040	88	165	165
151. RISE+149	0.1%	\$0	\$894,000	\$71,520	88	165	165
152. RISE+150	0.1%	\$0	\$900,000	\$72,000	88	165	165
153. RISE+151	0.1%	\$0	\$906,000	\$72,480	88	165	165
154. RISE+152	0.1%	\$0	\$912,000	\$72,960	88	165	165
155. RISE+153	0.1%	\$0	\$918,000	\$73,440	88	165	165
156. RISE+154	0.1%	\$0	\$924,000	\$73,920	88	165	165
157. RISE+155	0.1%	\$0	\$930,000	\$74,400	88	165	165
158. RISE+156	0.1%	\$0	\$936,000	\$74,880	88	165	165
159. RISE+157	0.1%	\$0	\$942,000	\$75,360	88	165	16



I have one last question. Would you rather work 4 years on your dream or 40 on someone else's?

If any of what I have said today resonated with you

I'd be happy to give you a book (*digital or hard copy*) Would you like one?

If YES TO FOUR YEAR CAREER BOOK

EXCELLENT! It's a fast read. May I check back in with you by the end of the week to see how you did with it? You mentioned _____ is important to you. (*Refer to your checklist. ie: women's health, babies & kids*) Would you like to browse through these top picks with me and possibly place an order, so that by the time you're finished the book you'll have your hands on some products.

If NOT INTERESTED IN THE BOOK

No problem. You mentioned earlier you were interested in _____. (*Refer to your checklist. ie: women's health, babies & kids*). Would you like to browse through these top picks with me and possibly place an order?

If NOT INTERESTED IN THE BOOK OR BROWSING THE PRODUCTS:

Thank you so much for your time. If you can think of anyone that would benefit from what I shared with you, I'd love for you to pass my name along. If you're ever interested in taking a look at Young Living products or business in the future, I'm here and happy to help you.

3 Ways to Shop




When you want to order products you have 3 options to choose from:

- 1. One Time Purchase - Pay Retail**
- 2. Purchase approx. \$100 and receive a 24% Discount + Freebies**
- 3. Subscribe to Save - 24% Discount + Freebies. I'll fill you in more after we look at the top picks.**

Bundles

Flip through the bundles and based on what they've told you they are interested in, offer your suggestion for their purchase.

Top Picks
Oils Great Start Bundle



Wholesale Price: ~~\$165.00~~ (\$440 Value) 100 PV

1 Desert Mist or Dwdwdrd™ Diffuser
Premium Essential Oils Collection:
1 Lavender 5-ml
1 Thieves® Vitality™ 5-ml
1 Peppermint Vitality™ 5-ml
1 Citrus Fresh™ Vitality 5-ml
1 Lemon Vitality™ 5-ml
1 Raven™ 5-ml
1 Valor® 5-ml
1 DiGize™ Vitality™ 5-ml
1 Peace & Calming®
1 PanAwa® 5-ml
1 Frankincense 5-ml
1 Stress Away™ 5-ml

Top Picks
Thieves Cleaning

Top Picks

THIEVES BUNDLE



Wholesale Price: \$125.00 (\$217 Value) 100 PV

- 2 Thieves Concentrated Household Cleaner
- 2 Thieves Foaming Hand Soap
- 2 Thieves Spray 1-oz
- 2 Thieves Waterless Hand Purifier 1-oz
- 1 Thieves Essential Oil 15-ml
- 1 Thieves AromaBright™ Toothpaste
- 1 Thieves Fresh Essence Plus Mouthwash

Top Picks
NingXia Red Starter Bundle



The image displays the NingXia Red Starter Bundle. On the left are two large bottles of NingXia Red (750 ml each). In the center is a box of NingXia Red Singles (30 boxes) and a box of NingXia Red Nitro (14 boxes). On the right are two smaller bottles of NingXia Red Nitro. The products are arranged on a white surface against a light gray background.

Wholesale Price: \$135.00 (\$273 Value) 100 PV

2 Bottles (750 ml.) NingXia Red
1 Box (30) NingXia Red Singles (2 fl. oz. ea.)
1 Box (14) NingXia Nitro

Top Picks
Thieves Cleaning & Dental Bundle




Wholesale Price \$194.25 (\$254 Value) 194 PV

1 Thieves® Household Cleaner

Top Picks

CBD Starter Bundles


CBD
STARTER BUNDLE



Wholesale Price \$165
(\$279 Value)
100 PV

INCLUDES CBD Calm Roll-On, 300 mg
CBD Muscle Rub, 300 mg
Citrus CBD Oil, 300 mg
Getting Started with CBD Brochure

CBD Extra Strength
STARTER BUNDLE



Wholesale Price \$250
(\$473 Value)
175 PV

INCLUDES CBD Calm Roll-On, 600 mg
CBD Muscle Rub, 600 mg
Citrus CBD Oil, 1,000 mg
Getting Started with CBD Brochure


Top Picks Ditch & Switch Bundle

Wholesale Price: \$537.00 (\$906 Value) 472 VP

1 Desert Mist or Dewdrop™ M. Diffuser
Premium Essential Oils Collection:

- 1 Lavender 5-ml
- 1 Peppermint Vitality TM 5-ml
- 1 Lemon Vitality™ 5-ml
- 1 Valo® 5-ml
- 1 Peace & Calming® 5-ml
- 1 Frankincense 5-ml
- 1 Thieves® Vitality TM 5-ml
- 1 Citrus Fresh™ Vitality 5-ml
- 1 Raven™ 5-ml
- 1 DiGize™ Vitality TM 5-ml
- 1 PanAway® 5-ml
- 1 Stress Away™ 5-ml
- 1 Thieves® Household Cleaner
- 1 Thieves® Laundry Soap
- 1 Thieves® Dish Soap
- 3 Thieves® Foaming Hand Soap
- 3 Thieves® Hand Sanitizer, 1 oz.
- 2 Ningxia Red® 25 oz. bottles
- 1 Box Ningxia NITRO
- 1 Thieves® Dentarone Ultra Toothpaste
- 1 Thieves® Fresh Essence Mouthwash
- 1 ART Gentle Cleanser
- 1 Genesis Hand & Body Lotion
- 1 Lavender Volume Shampoo
- 1 Lavender Mint Clarifying Conditioner

Or build your own bundle

A bright, modern living room with a fireplace, large windows, and a yellow armchair. The room features a large window with multiple panes on the left, a fireplace with a stone surround and a wood-burning stove, and a large television mounted above the mantel. A yellow armchair is positioned near the fireplace, and a black coffee table with a gold frame is in the foreground. The room is decorated with a patterned rug, a potted plant, and various decorative items on shelves.

Business Essentials Kit



If they want to build a business and earn commissions- share about the \$29 Business Essentials Kit cost.

I'm showing you this in case you are ever interested in earning commissions with Young Living. This Business Essentials Kit is your first step and costs \$29.95. We can talk more about this after you read the book.

**This link takes us to the
Young Living website where
we can place an order.**



When the website opens say,
**Look at how many countries Young Living serves.
Do you know people in any of these countries?**

*Then select your country, browse the website, place their
order, and wrap up the meeting.*

*Give them the 4 Year Career book if you have it on hand
and thank them for their time.*

Congratulations. YOU DID IT!