

# Today's Life Changes We All Face in Selling Young Living

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# Our Young Living Sales approach:

1. Finding people who singularly want health changes, is hard.
2. Everyone thinks they have the answers, so why would they listen to us?
3. We will give them facts without pleadings, only excitement for the reality of what YL is doing!



# 1. Finding people, who singularly want health changes, is hard.

Finding friends is easier. They trust what you say!

- People are into their lives and interests-yet EVERYONE WANTS MONEY!
- Answers are given on Internet
- People are too busy
- Getting people to parties is a daunting task for the strong, let alone the weak



## 2. Everyone thinks they have the answers, so why would they listen to us?

- We have to come from a different angle
- Provide a vision of Freedom in obtaining finances without a PhD. no one has time to go back to school for it costs money, takes time, and can they recoup their investment from college expense? My daughter's college expense to pay back to government after 3 years is \$21,000
- People are focused on a Life Style of keeping up with the TV images thrust upon us



# Keep it Simply Simple

1. What we demonstrate is what they perceive-don't dump the whole load on about YL
2. Narrowing our contacts to only healthy people who go green and don't love money but only health....is a very, very narrow field of finding "the Right people" to join
3. Trying to get people to your meetings is almost impossible!!! Go to them!
4. Remember, why join us when they can go get all the info they need about oils from the internet?!?
5. We have to appeal to everyone's interest---MONEY!
6. Offer the financial freedom first and prove it to them the opportunity is real and easy

### 3. We Will give them facts without pleadings, only excitement for the reality of what YL is doing.

- \$2.4 BILLION company that is solid.  
Been in business for 26 years
- Has over 500 products that are all Green
- Has products that change people's lives and finances
- Average earnings are: (show handout)



# Basic requirement: FFFFO

FRIENDS FINDING FREEDOM IN FINANCE ORGANIZATION- **Young Living!**

1. **Commit to \$100 a month**
2. **Join Essential Rewards**
3. **Find 5 friends**
4. **Build a 5x5 matrix**  
( YOU be their angel! Help them also to become financially free)

### 3. We Will give them facts without pleadings, only excitement for the reality of what YL is doing.)

- YL has safety standards, providing the purest, most outstanding products and opportunities that the average person can sell
- And we are going to be the top of our game by making it easy for anyone to do this...starting with my group here, today!!!



Use the hour glass approach:



The **FACTS ONLY!**

