

Rachelle,

Sorry I did not know all the information I needed to know last night to sign you up. Here is what it costs to sign up (I am still laughing about you asking me how to sign up before I even showed you the oils... that is a classic)....

Premium Starter Kit

Kit Total \$160.00 USD

Dewdrop Diffuser

Included

View Product Details

Your Premium Starter Kit Includes:

- Dewdrop Diffuser
- Premium Essential Oils Collection (5-ml each)
Lavender, Copaiba Vitality™, Peppermint Vitality™, Lemon Vitality™, Frankincense, Thieves® Vitality™, Purification®, RC™, DiGize™ Vitality™, PanAway®
- Stress Away™ 5-ml
- AromaGlide™ Roller Fitment
- 10 Sample Packets
- 10 Love it? Share it! Sample Business Cards
- 10 Love it? Share it! Sample Oil Bottles
- 2 NingXia Red® 2-oz. samples
- Product Guide and Product Price List
- Essential Oil Magazine
- Essential Edge
- Member Resources

Buying that kit gives you a good set of oils to start with to demonstrate them to other people. I wonder if you could start a new hair salon for \$160... now that would be a classic for starting a new business in that industry.

Also you can keep the defuser and those oils I gave you last night. That will give you 2 defusers to put in different shops.

I told you last night I thought the defuser was \$35 but I was wrong. The one I gave you is the same one they are going to give you when you sign up and it is \$63 wholesale. If you want to buy 2 more then you have one in each shop.



(#5330)

Retail:	\$83.88 USD
Wholesale:	\$63.75 USD

I should have signed you up last night when you asked me to so you would have a distributor number. Then I could start helping you find people and putting them under you. We will try to do as much as we can to help you get started too the next few months. But if you use the oils in your defuser in your shop and when you do pedicures if you use the oils there too, you will have an automatic business without hardly even trying to find people just like I have here at the care center. (I have attached our handout on how to give one of Chris Anderson's "FOOTSIE TOOTSIES" with essential oils. SEE ATTACHED). Chris' daughter Lisa Chidester goes to care facilities and gives classes on the oils. She lives in NJ. She is our #1 distributor business builder. Lots of her ideas are on our training web page. I will have to put you in touch with her so she can help you know what she does when you are already working in a care center as a beautician. I am sending her a copy of this email so she will know who you are in as much as you are going to be her main competition from now on my team ha ha ha...

I am also going to give you the carrier I told you about too. I have made for all of my downline leaders (leader meaning they have set their first goal of making at least \$5,000 a month) which you said you would like to do. That carrier will give you a place to put the oils I gave you and the new ones that come with your kit. (then I hope you will need to buy a bigger purse soon to carry your extra money in....)



Here are a couple of web pages that you might want to look at as you have time (AFTER YOU GET YOUR NEW HOUSE SETTLED).

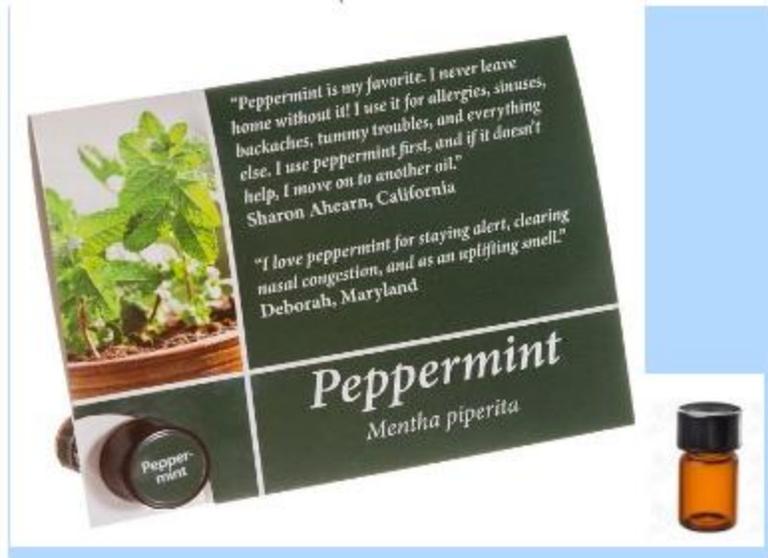
Our training web page is the most important one: <http://www.younglivingoils.net/>

Hopefully as you have time you will spend a lot of time on that page. There is a lot of information there that will help you become confident in talking to other people. The Young Living web page is also full of videos and training materials that will help you.

And Chris Anderson and I will be in your back pocket helping you every inch of the way.

Chris said last night that she has sent me some materials in the mail today that I will give some of to you to use to hand out and give people little bottles as samples. I should have them for you by next Tuesday.

Here is a picture of one of them (remember how I had you put peppermint on your hands and then breath it. That is one of the main ways we help people experience the oils when we are just talking to them in passing and then give them this sample card and the little bottle that has a few drops of that oil in it with your contact information. (that bottle is about actual size in this picture)



The key to being successful in this business is knowledge and persistent willingness to share what you know with other (THAT IS NOT SELLING....IT IS JUST SHARING YOUR EXCITEMENT WITH WHAT YOU ARE DOING WITH OTHERS). I bet the next few days you will tell almost every person you talk to about your new house. I don't think you are trying to sell it to them are you? Yet you tell them about it because you are excited about it yourself..... See what I mean. You have a new business now and hopefully you will be as excited about it as you are about your new house and will share that information about your new business the same way you have been sharing your excitement about your new house with anyone who seems interested. That is not selling..... All of us can be good at sharing.

Confidence in sharing comes from taking the time to listen to the videos and studying the materials provided by Young Living and then being excited enough about it that you share what you are doing in your new business with most of the people you talk to (as appropriate). Oh yes and one other thing... LEARNING TO SAY I DON'T KNOW BUT I WILL FIND OUT. That is one of the best ways to learn. Chris Anderson often tells people the main way she has learned the oils business is when people ask her questions she does not know the answer to and she goes and researches it. She has created several 100 handouts doing that research. I gave you some of them in that material last night (like the pendulum of health chart). As we go along I will give you lots of those handouts in our newsletters. Then you can pass that information on to those on your Young Living Team.

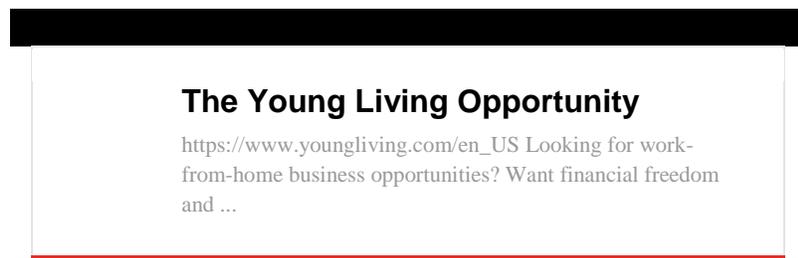
Here is a chart that shows you the average earnings of different ranks in Young Living. I talked to you about that last night a little. As you saw from what we talked about last night..... me (Gold), Chris (Platinum) and Nannette (Royal

Crown Diamond), the figures on this chart falls right in line with the three of us. But of course it takes work. The more you work the more you make is true in this business as well as any other business.... it is just that you have much more freedom to work when and where you want and best of all, take time off when you need to and still get paid.....

https://static.youngliving.com/en-US/IMAGES/incomedisclosurestatement_image_us.jpg

This is also a fun video to watch to show you some of the people in Young living and how they became successful

[The Young Living Opportunity](#)



Hopefully we can talk some more after you are done with your shop next Tuesday and sign you up if you would like to do that at that time. I will be very interested to hear back from you about your using the oils I gave you in your defuser and if it helped you.

Cordell Vail
One of Your Young Living Team Leaders

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Click here to go back to the [www.younglivingoils.net](http://www.younglivingoils.net) training page