

Inside Out Success

By Cordell Vail

Is this you when we talk about sharing Young Living with others?



Most of the time when we do share with our friends we:

1. Tell them **WHAT** Young Living does.
2. Tell **HOW** the business plan works.
3. Ask them to sign up.
4. Go on to the next person!



How is that working out?



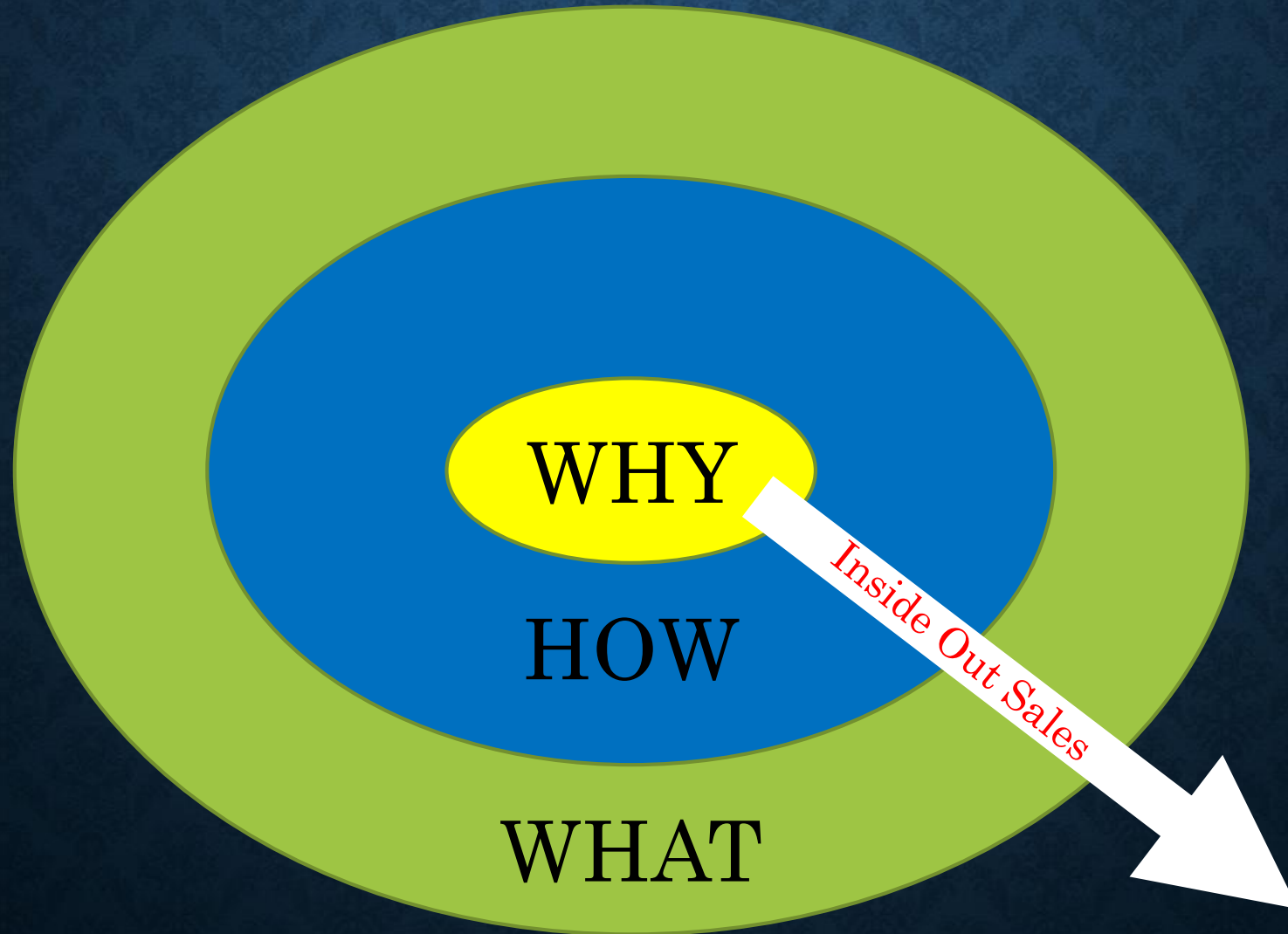
The most important thing you can learn in business is this one lesson:

People don't buy **WHAT** you do,
they buy **WHY** you do it!

So now ask yourself

Why are you in Young Living?

Simon Sinek's Golden Circle



Did you ever notice MLK did not say “I HAVE A PLAN”? He said:



People want to be a part of
WHY you are doing it not **HOW**
you are doing it!



When you want to make a
difference and experience the
power of starting something good

You find the **WHY** you are doing it



Then you share that **WHY** with others



And when you are done, you will realize it just took finding your **WHY** and lighting the first candle that made the difference.

