

# Tips to Build Your Business

At Young Living, we believe early experiences with essential oils and their bountiful benefits can easily turn into natural opportunities to share with friends and families. Once a passion for our products has been built, you'll find yourself setting a foundation for overall wellness within your life and the lives of your loved ones.

To us, wellness represents a balance in all aspects. It encompasses personal and familial wellness and helps you to work towards a more holistic and balanced life for you and your family. Packed with naturally derived and high-quality ingredients, our essential oils provide the grounds for you to build your very own business. To help you start your journey on the best possible path, we've provided a few top tips for how to achieve your business goals as a Young Living Brand Partner.

## Take Pride in Authenticity

- To begin, be sure to think carefully about “why” you’re sharing and starting your business. Let your “why” be the foundation and guiding principle behind your business and allow it to act as a firm reminder that follows you throughout your journey.
- Remember that you don’t have to have all the answers. It’s common to feel overwhelmed by sharing, especially when it comes to hosting your first at-home meeting. If you don’t know the answer, don’t be afraid to admit it. Commit to finding the answer and let people know your intentions. This builds trust and gives you an opportunity to follow up.
- Everyone’s goals and approaches are different when it comes to being a Young Living Brand Partner. What might work best for some people may not always make the most sense for you. Set Specific, Measurable, Achievable, Realistic, Timely (S.M.A.R.T) goals that work for you and be ready to dive in for all the right reasons.
- Wear our ‘Live Your Passion’ essential oil blend on a daily basis as a reminder of your authentic self and intentions. With its invigorating combination of Orange, Lime and Ylang Ylang essential oils, it inspires confidence and clarity.

## Be S.M.A.R.T With What You Share

- There’s no hard and fast rule or formula for sharing as a Brand Partner other than to do it and keep doing it.
- Using the S.M.A.R.T goals concept, set a goal for how many times you will share in the next 21 days. Consciously commit to sharing authentically.
- Successful businesses are built around a strong, passionate, capable team. Look for those characteristics in the people you are meeting.
- Attend events. Be open to meeting people from all walks of life and share your journey with them.
- Invest in the people you meet and the team you are building. Sharing that the Young Living lifestyle is about helping others achieve wellness in their daily lives.

- If public speaking or putting yourself out there feels unnatural or uncomfortable to you, you're not alone. Give yourself a little extra courage by applying drops of Valor® essential oil to your wrists and neck.

### Keep Persevering

- Visualise your success and dreams, and keep in mind that your habits are what creates your results so change the habits that aren't working for you.
- Keep learning and never stop working on your own personal development. When you feel strong and empowered, your team will too.
- Reach out and build strong relationships with the Brand Partners you enrol. They are tremendous resources for support and ideas for growing your business.
- Choose to be grateful in all situations. Gratitude is an attitude of positivity and resilience that will help you achieve your goals.
- To ensure that you surround yourself with empowering, positive thoughts, try applying our Believe essential oil to your pulse points. This oil's sweet and spiritual fragrance will help to ground your senses.
- Don't be disappointed if someone does not want to hear more about essential oils or a YL business opportunity. This is not your failing, as not everyone is open to new opportunities.

### Tools We Offer

To help you on your way to a successful journey with Young Living, we've devised a variety of handy business tools which might be of use:

- Define Your Purpose – This section of our 'Digital Tool Kit' allows you to lay out your goals, passions and strengths and is fantastic for manifestation.
- New Brand Partner Call Cheat Sheet – This handy cheat sheet will help you navigate first calls with new Brand Partners. Prepare in advance, grow your confidence, and build healthy business relationships.
- New Brand Partner Checklist – For every Brand Partner you enrol, ensure you start their journey off right and help them navigate Young Living resources
- Strategic Goals – Set your yearly goals, commitments, and business-building behaviours with this handy sheet

Finally, above all, when it comes to building your business as a Young Living Brand Partner, remember to invest in people and the business will come. Remember that the journey is yours. If you're doing what you love and are genuinely passionate about it, let that radiate from you and resonate with everyone you meet.