

ESSENTIALS 4 SUCCESS

DAY 2 EXERCISE | PREPARING FOR YOUR ESSENTIAL OILS 101 CLASSES

Estimated time commitment: 30-60 minutes

We said we'd help you build your business quickly and today's assignment is going to help you do just that. It's time to get two classes on your calendar in the next 10-14 days and start personally inviting those on your prospect list. You'll also want to make sure you have the supplies you'll need. Order your materials by tomorrow to make sure they come on time.

Inviting People to Classes	Preparing for Your Essential Oils 101 Class
<p>Essential Oils 101 classes are the foundation to building your YL business. This starts with a personal invitation. You can't enroll people who aren't invited. Invite everyone. Some people may say no, and that's okay. At least you gave them the opportunity.</p> <p>Invitation Tips:</p> <ul style="list-style-type: none">• Be brief on the phone. Stick with the purpose – your invitation.• Never assume people will or won't be interested. Just invite them. <p>Invitation Example:</p> <p>Hi _____. How are you? I just have a minute, but I wanted to ask if you'd be willing to join me for an essential oils class I'm teaching. I'm just getting started and would love your insight on my presentation. You might see something you like, too, but I'd really just love your opinion. Could you come on ____ at ____ or would ____ at ____ work better? I have a few more phone calls to make, so I better hop off. I look forward to seeing you on ____ at ____.</p> <p>Give them a reminder call the day before: "I'm really excited to have you at my class. See you on ____ at ____."</p>	<p>Remember, we're teaching classes, not having parties. To prepare for your classes, you'll need:</p> <ul style="list-style-type: none">• The Premium Starter Kit and materials that come with it• Pen and paper for your guests to take notes• Water, coffee and tea (Slique™ tea)• A couple other of your favorite oils, supplements or Young Living products• 1-2 Young Living Product Guides• Essential Oil Pocket References – you'll need to plan ahead and have one for each potential new member that orders a PSK <p>EOPRs can be ordered in bulk from Life Science Publishing. To be added to the bulk buy list, click here.</p> <p>Tip from Vanessa: "Order as many EOPRs as you can. The first time I ordered EOPRs, I ordered 100 of them to motivate myself to act quickly on the business and get people enrolled."</p>

Keep reading and memorizing your story from Day 1. This is the only part of the Essential Oils 101 class you'll want to know by heart, because it's your personal story.