

“ **BUT I’M** *not a*
SALESPERSON ”

We’ve built our businesses not by being rockstar salespeople, but by simply sharing about the products we love to help those around us. We use social media and word of mouth to connect and tell our personal success stories we’ve had from using our products. Then, we wait for people to come to us rather than hounding them to buy oils. We educate via in-person classes and online workshops as a team—and have a blast doing it!

A LIFE YOU *don’t*
need **A VACATION FROM**

While the initial commitment will look different for everyone, we can tell you for certain your day looks a whole lot better than your typical 9-5! One of the best things about this business is the freedom it offers. Choose what hours you want to work, and what ranks you want to pursue. You can also work from quite literally anywhere! Work as much as you want, whenever you want—we’ve found that if you’re willing to put in the time, you’ll go far.

“ **BUT I’M** *not an*
OILS EXPERT ”

There is no need to know everything about oils to do this business. Oils work differently for everyone, so we teach in a way that empowers people to do their own research. Nervous to share because of how people might respond? We’ve seen incredible testimonies of health through Young Living, so we encourage you to be honest and open to vulnerability and connection. Think about who you could help by telling your story.



◆
THE
BUSINESS
— *OF* —
YOUNG LIVING
◆

CURIOUS *about*
the **BUSINESS?**

Many of us stumbled into the business side of this by accident. In fact, we like to say that we’re a team of unlikely suspects. We started using essential oils, then fell in love with Young Living’s other safe, plant-based products, then couldn’t help but tell others about our experiences.

Our team offers extensive resources to help get you started—no sales experience required! Most of us don’t have huge networks or backgrounds in health and wellness, either. We learn as we go, and we thrive on educating our family and friends about our favorite Young Living products. It just happens organically.

Everyone’s path
is different

We’re teachers, students, parents, entrepreneurs, and more. One thing we have in common: we all LOVE our Young Living oils and products. Whether you’re looking to get some more information, want to dip your toe in the water, or are ready to start building, we’re here to answer all of your questions!

HOW MUCH *can* I MAKE?

Young Living's compensation plan is one of the most competitive in the industry, and our team is blessed with a rapidly growing number of leaders who fully understand its potential. There is so much opportunity—whether you're looking to get your oils paid for each month, or retire from a six figure job.

- Receive wholesale pricing on all products (24% off retail)
- Earn \$50 for each Premium Starter Kit sold
- Earn up to 25% in sales commissions, plus additional shares
- Earn bonuses when you and your team achieve ranks
- Earn all-expense paid incentive trips around the world

Learn more about the dollars & cents of YL: hello-essentials.com/checkitout

MEMBER RANK	AVERAGE MONTHLY INCOME
STAR	\$75
SENIOR STAR	\$235
EXECUTIVE	\$502
SILVER	\$2,088
GOLD	\$5,666
PLATINUM	\$13,872
DIAMOND	\$35,348
CROWN DIAMOND	\$64,477
ROYAL CROWN DIAMOND	\$144,551

View the full income disclosure statement at: hello-essentials.com/income

TERMS TO LEARN:

PV: Personal Volume—Everything you personally buy. For most products, 1PV = \$1.

OGV: Overall Group Volume—The entire sales volume of an organization. The sum of all PV of all distributors + customers within a particular organization.

ER: Essential Rewards—Young Living's monthly wellness subscription box service. With total flexibility in your ship date and your item selection, you'll get what you want when you want it, all while earning a percentage back of what you spend.

Leg: A business leg is someone who is committed to ordering 100PV per month on ER.

LET'S *do* THIS!

Other companies may require you to invest in a business-specific kit or "buy in" that can be upwards of thousands of dollars. When you enroll in Young Living with a \$165 Premium Starter Kit, you get tons of incredible products to use, plus a personal referral number so that you can start earning money immediately!

Placing an order of just 100PV (about \$100 plus tax & shipping) per month on Essential Rewards (ER) qualifies you for full commissions and bonuses. Cover your monthly cost by introducing 2 new people per month to a starter kit. Increase your paycheck by teaching your members about ER and the business side of Young Living.

\$100 per month to run a business? Incredible!

Looking for ways to fill your monthly order? Try some of our favorite products outside of the kit. Start replacing everyday items like laundry detergent, hand soap, household cleaner, skin care, and nutritional supplements with Young Living's chemical-free alternatives. You'll easily make your 100PV order each month and you'll save yourself a trip to Target!

WELCOME *to the* TEAM

Our community is full of encouragement, positivity, and team building, and our team leaders are available to help us reach our goals, so rest assured you'll have support every step of the way.

Joining our team gives you tons of free perks!

- Active members-only Facebook groups
- Comprehensive training videos
- Social media graphics
- Online workshop templates
- Leadership calls
- Invitations to local events

MARKETING MATERIALS

Introducing The ShopperY—an exclusive print shop full of professionally designed business tools for you to share. Here you'll find cohesive marketing materials such as: business cards, postcards, labels, and more (this brochure in your hands!) that make it simple to build a business without reinventing the wheel. We recommend giving one of our stunning and educational Lookbooks to each new enrollment!

hello-shoppery.com