

Quick Start Training Guide

12 Steps to Building a Young Living Business



by Diamond Leader Mary Starr Carter,
the Total Wellness Doc and Mom

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Independent Distributor Disclaimer

Message from Dr. Mary



Congratulations on making the decision to start a Young Living Business.

I know you want to do your best to help others and help your family. It can be so exciting when you first get started growing a Young Living business. You read everything you can, you join every Young Living Facebook group, you attend every event and phone conference you can just start learning, learning learning.

But then one day you realize that your business isn't growing even though you are spending all this time learning.

You, like 92% of all Young Living Distributors may not have been directed properly on how to start and grow a successful Young Living Business.

When I first began growing my business I didn't have a clue what I was doing. I just knew I had to share... so that is what I did, I shared and shared and shared, but uh ohhhhhh... wait a second I forgot something... I forgot to take orders.

So here we had shared with all these people but they had purchased their oils from someone else because I informed them but didn't know I should actually ask if they would like to buy anything.

Do you ever feel like that?

Or maybe you have a business but it has just plateaued...

Wherever you are, this Quick Start Training can help

- You get started
- Get out of the rut
- Stop going backwards
- And make forward momentum in your business

I spent 14 years, over \$40,000 on my Young Living business education, and thousands of hours figuring it all out. That's what led to my success as Diamond. In this Quick Start Training I will share SIMPLE SECRETS to my success.

I know the power of these oils, I know the world needs what we have, but I also know that all of us need the tools to help others effectively.

So if you are ready to HAVE FUN, if you are ready to start HELPING more people, if you are ready to use our PROVEN SYSTEM to grow a successful Young Living Business then LET'S GET STARTED!

God Bless your Success,

Mary Starr Carter
Diamond Leader in Young Living Essential Oils

Summary of Modules



In this 12-part training series with a combination of videos, notes and actionable steps, Dr. Mary Starr Carter, Young Living Diamond Leader and the Total Wellness Doc and Mom, guides you step-by-step through the process. She will show you how to use her methods and resources to launch, stay consistent, maintain focus, expand, manage and grow your Young Living Business.

This roadmap is the exact formula she used to become a Diamond Leader with Young Living. Dr. Mary encourages you to take these manageable steps at your own pace to move forward daily with your home business.

Your Quick Start Training Guide is divided into 12 modules. Work through each module and place a check mark on the space given. Remember to write down your goals and work on your goals as you work through these modules.

Module 1:



YOUR WHY In this module, Dr. Mary will help you identify your goals that will keep you focused even when faced with roadblocks. Watch the video, download the WHY testimonials and Your Young Living WHY form. Follow the actionable steps.

Module 2:



Laying The Groundwork- steps to staying in harmony with your family, spouse and Young Living Business. How not to get into hobby mode and Dr. Mary also gives recommendations and tips on how she and her team leaders did it.

Module 3:



Managing Your Time - here you will get tools and tips that are a critical step to help you be consistent, grow and run a home business. Anyone can be busy but effectively managing your energy and time will set you apart.

Module 4:



Let's Talk About Money will set you free from thinking you can't afford spending money on your business. It will also show you ways to manage your money and fund and grow your business like a real business.

Module 5:



Train Your Brain is Dr. Mary's secret tool for success. Without this tool she would not be where she is today. Take time to work through this module.

Module 6:



Being A Product Of The Product is where your stories about Young Living will impact lives. Your health, income level and who you attract into your business may depend on this module.

Module 7:



“Sharing”: Exposure And Presentation will help you solve the ‘mystery’ of not enough people to share your business with. Ever felt like you have to sell to your friends or knock on doors? This module will help you work towards the next level of your business.

Module 8:



Following Up: What’s Your System will show you ways to follow up. As the saying goes “The fortune is in the follow up!” and there is no way around it if you want to grow your business. Without follow up, it is like leaving more than 50% of your business to someone else. A follow up can be just a quick phone call.

Module 9:



Creating Your List will help you jumpstart your business. Omitting this step is going to be costly to your business. Download and print out the link and start creating your list.

Module 10:



Making Space For Your Business doesn’t mean you have to buy a bigger home with a spare room for office space. Find out ways to organize your workspace. Start today.

Module 11:



Take Care of You So You Can Take Care of Others is so important for your success if you want a sustainable long-term business. Remember, your first wealth is your health said Ralph Waldo Emerson and I agree.

Module 12:



Partnering With God is where Dr. Mary shares her personal journey to success. After she worked on this step she found herself soaring beyond her wildest dreams - in business, family life and overall wellness.

How to Get the Most Out of This Guide

To get the most out of the Quick Start Training you will need to schedule time to take the training and then time to implement what you learned. Most modules can be viewed or listened to in 20 -30 minutes but the action steps may require additional time.

I don't suggest trying to do the entire training at once. You will need time to process, plan and proceed with what is suggested.

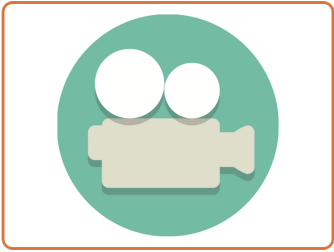
So schedule a minimum of 30 minutes a day for the next 30 days. Of course you can take a day of rest once a week. Consistency in your training and implementation will be a key to your success in your business.

So set up your schedule now for 30 minutes to an hour everyday to Jump Start Your Young Living Home Business and get on the path to success.

Module 1

What Is Your Young Living Why?

Watch this video:



<http://youtu.be/6zWjJQaSPyA?list=UUa4HWZbvaMo9MuQfamxWK0w>

(Copy and paste the link to your browser to view the video)



I know you have decided to have a Young Living Business. And that is great. Many times when we begin a home business we make statements or goals like

“I want to help 100 people in the next year” or

“I want to earn 1000 a month by May”

or “I want to be this rank.”

But that doesn't tell us WHY you are doing Young Living. You have to find a WHY you are doing the business that is strong enough to keep you focused, determined and holding on in the tough times. This is a journey and it will not happen overnight.

It is so easy to be excited when you first begin, but when you have your first bump in the road, or weeks of challenges, or just don't feel like working, your Young Living WHY will help you keep going. It is important to stay connected to your WHY. Your WHY could be, you want to leave your job; you need extra income to support or supplement your family's income or to put your kids in private school.

Below is a very compelling story of Debra Raybern sharing her Young Living WHY.

She is a Royal Crown Diamond with Young Living:

www.mastermindevent.com/blog/widow

Actionable steps:

1. Sit down and have a pen and notebook ready.
2. Write WHY you are doing Young Living.
3. Send your WHY to your team leader.

[Please review this link to see more than 21 different Distributors' WHY they do Young Living as a Business.](#)

Or click here:

http://www.thetotalwellnessdoc.com/wp-content/uploads/2014/08/YL_WHY_final.pdf

Click Here to Print out a [Your Young Living Why Form](#)

Or click here:

<http://www.thetotalwellnessdoc.com/wp-content/uploads/2014/08/YLWhy.pdf>

Module 2

Laying The Groundwork

Have you ever rushed into things before laying out the groundwork or understanding what was involved? I know I have many many many times. Both my husband and I have been known to say yes to something, to make a commitment, or take a job without thinking things through and the results can be a disaster. You made your commitment to do Young Living as a business but now it's time to lay down the groundwork so you can create a successful home business.

One of the first things we must do is **HAVE A TALK WITH OUR FAMILY.**

Please watch this video:

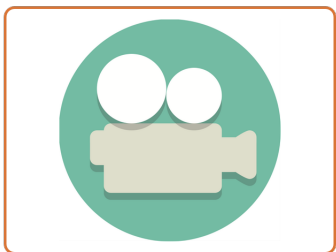


http://youtu.be/8ME_zG2EFI?list=UUa4HWZbvaMo9MuQfamxWK0w

(Copy and paste the link to your browser to view the video)

Now that you have watched the video you may start to see why it is so important to include your family in this big decision.

If your family is brand new to what you are doing you may want to share some Young Living videos with them. This is a great video that features Connie and Michael McDanel, part of your upline support team.



Connie and Michael's video: <http://www.youtube.com/watch?v=Lh574G77Qcs>
(Copy and paste the link to your browser to view the video)

Here is a list of things you might discuss in your meeting:

1. Your Young Living WHY

Why did you decide on doing a business with Young Living? What do you like about Young Living the company? Why did you choose this company over other companies?

2. How You Get Paid

Explaining that Young Living is not a direct sales company like Pampered Chef, Lia Sophia, Mary Kay and you will not need to stockpile products.

Although you can sell your own personally ordered products, your clients will either purchase products retail or wholesale from the company and you will receive a commission on the entire month's volume of orders.

Young Living products are consumable so they get used up and because they are very effective, a large percentage of clients eventually order every month. You will have clients as well as other team members in your organization and you will get paid a percentage of that total volume and bonuses right around the 23rd of the month for the previous month's orders. You will receive a 1099 in the mail at the end of January with all the commissions you made the previous year. This helps keep things very clean for your taxes.

3. Tax Benefits

Did they know that there are many tax saving benefits to having a Young Living Business? Did you know that you can plan family trips that could potentially be a tax

write off? Ask your family if they would like to travel to different places or maybe they would like to have a different home, an addition to the house, a pool, whatever it is. Having dreams as a family is a great way for the whole family to get connected behind working in your Young Living Business.

4. How Much Does It Cost

Many spouses will be concerned about how much running a Young Living Business will cost. I discuss this in the

5. What Is Your Monthly Financial Commitment, and your monthly financial commitment is around \$125 which you will purchase products for personal use or to retail.

Actionable Steps:

1. Set your priorities as a family, decide on what you are willing or not willing to sacrifice.
2. Look at your calendar together and set some tentative work times around prioritized activities.
3. Lastly, talk about how each family member can support the business.

Note: You may want to schedule a few informal family meetings when you first get started to talk about your business, make decisions, and help everyone come together around your goals.

Module 3

Time In Your Business Tools And Tips

Watch this video:



<https://www.youtube.com/watch?v=LRd0yer-xJQ>

(Copy and paste the link to your browser to view the video)

Without setting aside consistent time to work in your business, it will be impossible to achieve your goals. Although our lives change weekly with different responsibilities and commitments, it is critical that you know when you are working, what days and what times.

Just starting out, look at what tools you are already using to track your appointments and schedule.

If it is a wall calendar or a small pocket calendar it may be time to upgrade. You need a tool that can go with you anywhere you are.

Here are some of my favorites:

1. Google Calendar- you can use on your smartphone, laptop or pad device

<http://www.google.com/enterprise/apps/business/products/calendar/>

2. Franklin Planners- have a lot of training and organizing with them

<http://franklinplanner.fcorgp.com/store/>

3. Planner Pad <https://plannerpads.com/index.asp>

4. Some Distributors like this life and business planner from iBloom

<http://ibloom.co/planner/>

Time Management

We hear that word all the time. But when you really think about it, we cannot manage time. We can only manage ourselves.

One of my mentors discussed that really we are managers of our energy. Where we spend it and how we spend it. Another mentor stated it's about prioritizing our tasks more than managing our time.

As a home business owner you will grow better and better at accomplishing your goals as you develop systems and tools for prioritizing your tasks and managing your energy and resources.

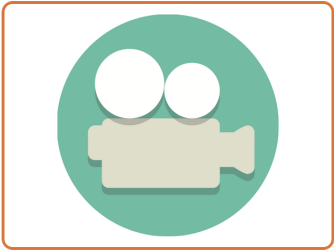
Actionable Steps:

1. Decide, purchase and set up your time management tool
2. Put down your tentative work times for the next 90 days.
3. Remember nothing is written in stone. This is simply a guideline to get you in the habit of working in your business.

Module 4

Let's Talk About Money

Let's watch this video:



<http://youtu.be/FVglsutceaQ>

(Copy and paste the link to your browser to view the video)

You can't start a business without talking about money.

Here are 4 things to consider:

1. Decide what your financial commitment would be each month.
2. Consider how you are going to fund your business. Would it be from your savings, trim your expenses, or selling off some things, or getting a small loan, or you may want to sell the products retail to raise some funds for your business?
3. Start a separate account for your business. You may want to get a business bank account, a business credit card and have all the profits and expenditures in this business banking account.
4. It is important to track your business – profits and expenses.

Reinvest your money for your business. Invest money on your marketing or training you might need.

No one can start a business without a financial investment.

To successfully build your Young Living Business you need at least 18 months to 2 years of consistent work. Remember you must order a minimum of \$100 worth of Product Volume plus shipping and handling in order to receive commissions. (I round that investment to \$150 just to be safe.)

If you spend \$150 per month, you would spend \$3,600 over 2 years.

If your family needs more products and you would like to take advantage of some of the FREE products Young Living offers for higher volume orders you may spend around \$300 per month. That is a \$7,200 investment over 24 months.

Who can start a business with that minimal of an investment? No one except you, a Home Business Owner.

Once you start building your business you never want to find yourself in a bind financially for that minimum order 100 Product Volume plus S&H amount or you will not receive commissions on all your efforts and volume that month.

See why it's important to make a commitment and plan.

I suggest the commissions you earn in the beginning to be re-invested towards your marketing. We will discuss ways to market your business in a later module.

Actionable Steps:

1. Consider the 4 things given above.
2. Get and keep a separate account for your business.
3. Keep track of all your profits and expenses. It is important for your year end tax report. Talk to a tax accountant about tax advantages of a business owner.
4. Get a mindset of a business owner.
5. Think about your financial commitment.

Bonus:

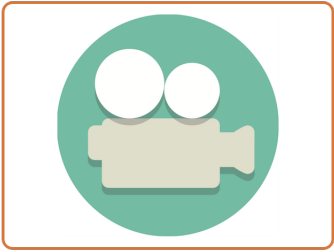
If you struggle with your family finances or have debt I highly suggest Financial Peace University by Dave Ramsey. <http://www.daveramsey.com/fpu/home/> If we don't have good financial skills now or struggle financially then we will in our business too.

I wasn't taught good financial skills by my parents or in school. So even when I was earning significant money in my Young Living Business I still struggled financially. This 9-week class helped both my husband and I learn and improve our family's financial health, which also improved our businesses' financial health. (And we are taking it for the third time.)

Module 5

Train Your Brain

Watch this video:



http://youtu.be/x1zj4f_3loE

(Copy and paste the link to your browser to view the video)

My number one secret to success in business is “training my brain!”

Train your brain every single day. I learned that successful business owners take time out of their busy schedule to read, think and pray. John Maxwell one of the world’s Expert Leadership Trainers reads and thinks daily and teaches us to daily as well. Most Young Living leaders including Royal Crown Diamond and author of “How to Be a Stunning Success in Network Marketing”, Teri Secrest talks about the importance of reading. Gary Young the Founder of Young Living says the Bible is our Owner Operator’s Manual and I agree. I love going for my morning walk listening to the Bible through my free Bible smartphone app.

Personal development and working on yourself will pay you more than you can imagine right now. Even if you feel you are a good communicator, parent, wife, husband, employee, mentor, leader right now there is always room for improvement. Personal development involves more than just developing your business skills but becoming better in all areas of your life.

Where and when can you train your brain?

Cut your time spent watching TV, Netflix, and listening to the radio and SIRIUS. Cutting out Cable, Netflix and SIRIUS can give you time and money that can be invested

in your Home Business. I use audible.com (\$7.99 per month) and I listen to audio books by John Maxwell, Joyce Meyer and many other leaders. I have young children and I listen to audiobooks while doing the dishes, driving, in the shower and when I am doing housework. We don't watch the news anymore or any shows with commercials this alone has saved hours of time each week. You may have a morning commute of 30 minutes or more in the morning or evening... this could be your BRAIN IN training time.

Listen to things that will help in all areas of your life. Spiritually, Physically, Financially, Relationally and in Business. And finally journal what you have learned.

Actionable Steps:

1. Shut off TV or radio or limit your time spent and use that time to train your brain.
2. Read daily and write daily.
3. Start a journal.
4. Invest time into your personal development.

BONUS Tools:

1. Get Dale Carnegie's How to Win Friends and Influence People.
2. Dr. Lavonne Atnip's training on Overcoming Self Sabotage, Break-free from Negative Words and Thoughts and Forgiveness. Just \$49 for three products (savings of 63% offered here only). Link to the special offer
<http://www.thetotalwellnessdoc.com/dr-lavonne-special/>
3. Trainings with Dani Johnson- First Steps to Success- Get her free book and make a plan to direct your life by design.

Here are thoughts on why journaling is important:

Gary Young founder of Young Living Essential Oils has emphasized the importance of journaling for many many years. During a seminar in Orlando, PJ McClure, author of Flip the Switch also emphasized the importance of journaling. He found out that peo-

ple who live a fulfilled and focused life keep a journal. This really hit me because I used to journal everyday years ago and somehow I fell out of that routine. So, let's get uncomfortable and find the truths about "ME" by starting a journal with specific keys to help us in our journey.

Here are 6 reasons why we should keep a journal:

1. Face the truths

When we carve out at least 15 minutes sitting quietly without interruption or noise, we are bound to shift our thoughts into thinking mode. Thoughts about the events of the day, our emotions, dreams, failures, hurts... everything begins to appear.

When you start writing, more thoughts will flow.

2. Emotions

As more thoughts flow, emotions that have been buried may arise. One way to express disappointment and joy is to keep a journal. You can't tell everyone your disappointment or joy at all times. They may not be interested or it is not appropriate.

3. Connect with your heart

Busyness leaves us disconnected with our own desires and dreams. In order to have a more fulfilled life, we need to keep moving towards a positive change and connect with our heart and ask questions:

- What makes me happy?
- Why am I unhappy?
- What is working – in relationship with my children, spouse, work, business?
- What is not working – in relationship with children, spouse, work, business?
- What motivates me and makes me hop out of bed?
- What puts fire in my belly?
- What don't I like about my life right now?
- What changes can I make?

Just a few questions to get you started.

4. Prayer and connecting with God

Journaling time spent praying and connecting with God opens up the windows of heaven and also an opportunity to hear from God and write down what we heard. It can be a time to bring our request to God.

Years later when you look back, you may find most of the prayers answered.

5. Clarity

Journaling helps bring clarity to our mind. It is like writing a road map everyday.

6. Events and lessons learned

We are keeping a record of the events in our life. It is also a great way to write down lessons learned from our children, success, and failure, people we meet and what we eat.

Psychiatrist M. Scott Peck said in his book, "The Road Less Traveled":

Most do not fully see this truth that life is difficult. Instead they moan more or less incessantly...about the enormity of their problems, their burdens, and their difficulties as if life were generally easy, as if life should be easy.

John Maxwell said we sometimes assume anything that's difficult must be impossible...tempted to throw in the towel and assume it's unattainable. (Source: Today Matters by John C. Maxwell)

How do you want your life to look like next year?

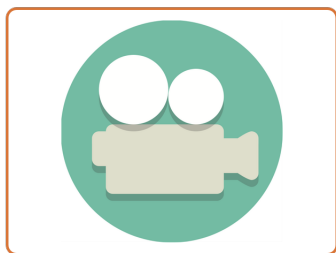
(Borrowing this question from PJ McClure) Is it time to keep a journal and find out the truths about you... your potential, your weaknesses and strengths?

You have the potential and abilities to grow your Young Living Business.

Module 6

Being A Product Of The Product

Watch this video about Transfer Buying:



<http://www.youtube.com/watch?v=hbdiQcjeDFI>

(Copy and paste the link to your browser to view the video)

If you are reading this guide, I know you believe in investing in your health. You might be one of the many who are tired of reading food labels and trying to guess what is inside your soap, shampoo, baby oil or nutritional products.

The question I get asked frequently is: How can my family afford Young Living products to stay healthy?

That is our frequently asked question and in your business, don't be surprise if you are asked the same question. What if you are asking the same question right now?

Teri Secrest, Young Living Royal Crown Diamond said, "Everything you need to stay healthy is already in your budget!"

To be successful in any business, we need to be using the products. Being the product of the product is essential and is the only way to know the products and believe in the products.

Transfer buying means instead of spending, let's say, \$150 per month in grocery stores and drugstore- buying household, beauty, health and supplements, you use

that money to purchase 100% pure, chemical-free and nutrition-infused products from Young Living.

Remember, as a business owner and leader we have to lead by example. If you are a leader who invests in your health and is committed to eating healthy with natural, pure and chemical-free products, your team members will do the same. Your testimonial and results will be powerful tools for sharing the business.

Young Living's Essential Rewards is the best way to save money and help you to stay on track with your health goals.

Here's why:

1. Convenience

Quoting from Young Living's website:

The Essential Rewards Program Ensure that you always have your favorite Young Living products on hand with the convenience of Essential Rewards, where products are shipped hassle free from our door to yours!

2. Reduced shipping cost

All Essential Rewards orders qualify for reduced shipping costs. Members pay a \$6.98 U.S./\$9.75 CAN flat shipping fee on the order's first 5 pounds and just \$0.63 per additional pound for ground shipments to the continental U.S. and \$0.70 per additional pound for shipments to Canada¹. For air shipments to Alaska and Hawaii, Essential Rewards members pay a \$12.50 flat shipping fee on the order's first 5 pounds and \$1.25 for each additional pound.

3. Free products

You get 10-20% free products through monthly special free products and reward points. You can use your reward points to purchase products anytime you would like. For example, place a 100 PV Essential Rewards order in your first six months and earn 10 points to redeem for free products. The more you order, the more points you can redeem for free Young Living products.

The beauty is you get 10% your first 6 months, 15% after 6 months and 20% after one year.

4. Income opportunities and bonuses

If you order at least 100 PV per month through your Essential Rewards and share the products with the people you are in contact with, you have the possibility to start making an income and bonuses.

P.S. You get paid while you shop in your own Young Living store. Not only are you committed to a healthy lifestyle change, you may have the possibility of making a good income if you follow the steps in this guide.

Actionable Steps:

1. Download the Transfer Buying Sheet below.
2. Go through your weekly and monthly shopping list and circle the items that should be replaced with pure and chemical-free products from Young Living.
3. Put that list to your Young Living Essential Rewards list. Plan your shopping and invest in your health with pure and chemical-free products. This list may include body wash, shampoo, toothpaste, pills for aches and pain, store bought supplements and more.
4. Get educated with grocery and drugstore products you have been using. Which of these items you must stop buying including food with preservatives, chemicals, artificial sugar and colorings.
5. Find ways to cook your own meals and prepare your own breakfasts. NingXia Red, Balance Complete, Pure Protein are some of Young Living's nutritional products that are natural, chemical-free, nutritious and good for your health.

[Download Transfer Buying Guide here.](#)

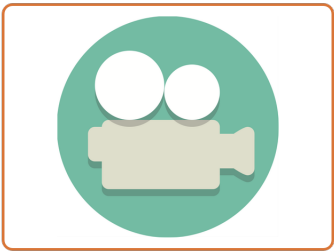
Or use this link

<http://www.thetotalwellnessdoc.com/wp-content/uploads/2014/08/TransferBuying.pdf>

Module 7

Sharing Exposure And Presentation: How Will You Expose Others To Your Product And Business?

Watch this video:



<https://vimeo.com/101807947>

(Copy and paste the link to your browser to view the video)

I've worked with many people in the business and one of the main problems is "not enough people to share with." How do you solve this problem?

We are not in business when we are not consistently sharing the business and products with people. Having a business card will not put us in business.

The question to ask is:

How many people did I share the products or business with this month?

Start doing it consistently for 90 days. If it didn't work well in the first 90 days, we will have to look at a few things:

1. Improve our skills.
2. Have a different advertising method.
3. Evaluate our numbers.



Actionable steps:

1. Download and print out the 101 Ways to Share Young Living Document.
2. Listen to the audio.
3. Pick a few ways you want to use and start using them in the next 90 days. Pick those that fit your skills and or lifestyle.
4. Journal.
5. Let's do it!

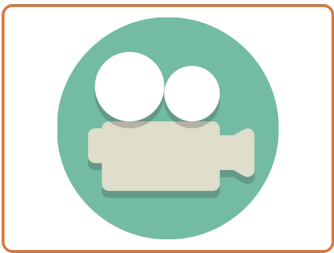
Download the 101 Ways to Share Young Living Document [here](http://www.thetotalwellnessdoc.com/wp-content/uploads/2014/08/DrMary_101_market_YL_PDF.pdf). Or click on this link:
http://www.thetotalwellnessdoc.com/wp-content/uploads/2014/08/DrMary_101_market_YL_PDF.pdf

Listen to this audio on 101 Ways to Share Young Living
<http://instantteleseminar.com/?eventID=59402730>

Module 8

Following Up: What Is Your System?

Watch this video:



<https://vimeo.com/101807946>

(Copy and paste the link to your browser to view the video)

The fortune is in the follow up! The problem is some of us have met pushy salesmen and made the assumption that following up may be too pushy. The fact of the matter is, everyone is busy and we tend to forget the people we meet briefly in a meeting or in a kid's program.

Being genuinely interested in the person you meet and sharing the good news of natural health benefits may bring more joy to a stressed out and busy mom than you can ever imagine. I am personally grateful to the person who shared Young Living oils with me. I can't imagine my life without the oils and the business opportunity.

Who can you call, write to or send a thank you note to today?

I rely on several follow up systems to stay consistent with following up with my clients and prospects.

Here is a list of what I use:

1. Years ago I used the old fashion file card system. If you don't use the Internet and you are on a super tight budget, you can start with a file card system. Get a box and write down addresses, phone numbers and messages for your follow up.
2. Marketing Scents is my favorite follow up system. It is an online tool that allows me to have a contact management system, take notes, add to do list, and add people that I bring in to the business or are in touch with. You can get a 7-day trial with Marketing Scents. Check with your upline. Maybe your upline is a Marketing Scents affiliate.
3. Aweber is another tool I use to send message out to my clients and prospects.
4. Thank you cards are one of the most important follow up system. Get a stack of thank you cards and stamps.
5. SendOut cards program is great for follow up when you are a little more advanced with your business.

Or you can use a journal or a 3-ring binder for your follow up system.

I heard of the 3-10-30 follow up rule. Within 3 days of presentation, class, or clients buying the products, send them a Thank You card in the mail or give a quick phone call or a quick email. A Thank You card is highly recommended.

On the 10th day, give a follow up call and ask questions like "How do you like the product?" "Do you have any questions?" "If you have any questions please contact me."

Day 30- if you are close to your clients it is time for a physical follow up. Maybe get them to come back for a follow up class, let them share their stories and answer any questions they may have.

Actionable steps:

6. Find out which system works best for you.
7. Buy Thank You cards.
8. Have a system in place.
9. Follow the 3-10-30 follow up rule.

Follow Up Tools:

1. Marketing Scents link
2. Aweber link
3. SendOut card link
4. Thank You cards

Module 9

Creating Your List

Watch this video:



<https://vimeo.com/101174847>

(Copy and paste the link to your browser to view the video)

This by far is the most important step in the entire Quick Start Training Guide. I skipped this step in the beginning of my Young Living Business. It was a costly mistake.

Don't skip this step.

Every business needs a list. Making a list simply means writing down the names of the people in your circle of influence. Studies show that an average person knows 250 people.

Actionable steps:

1. Download and print out the memory jogger link below.
2. Set a time (at least 30 minutes) and make a list of the people you know.
3. If you are in business for 10 years or you have just started out, start making a list.

Download: [Memory Jogger and Developing Your Resource List](#)

Or click on this link:

<http://www.thetotalwellnessdoc.com/wp-content/uploads/2014/08/MEMORY-JOGGER-.pdf>

Developing Your Resource List:

http://www.thetotalwellnessdoc.com/?attachment_id=3626

Module 10

Making Space for Your Business

Watch this video:



<http://youtu.be/y9ZBhrql2jY>

(Copy and paste the link to your browser to view the video)

Your workspace may be an actual office in your home, a used desk placed near your bed in your bedroom, a corner in your living room or kitchen or the trunk of your car. Multi-millionaire and business coach, Dani Johnson started her business from the trunk of her car.

Your space is a place where you have all your files, notes, brochures, product guide - everything related to your business where nobody can touch.

I learned that a business bag - a grab and go bag with brochures, order forms, product guide is essential for my business. A bag where you have everything related to the business that you could grab and go for an appointment with potential clients, a class or a meeting.

Here are more things to consider when you are making space for your business:

1. A purse stocked with business cards and samples.
2. A filing case or file box.
3. Business tools.
4. If you are blogging, a laptop or any type of devices to stay connected.

Actionable steps:

1. Find the space in your home for your business.
2. Introduce your workspace to your family members and set boundaries.
3. Have a business bag and purse.

Module 11

Take Care Of You So You Can Take Care Of Others

Watch this video:



<http://youtu.be/LFYqm8N6frw?list=UUa4HWZbvaMo9MuQfamxWK0w>

(Copy and paste the link to your browser to view the video)

When we are busy we may forget to take care of ourselves. Young Living is a lifestyle.

Recently I visited my local bank and was working with a very nice bank professional who was interested in what I did. She told me she loved massage therapy so of course I asked her when was your last massage? She said about a year ago.

This same woman complained of the stress in her life and all the tension in her shoulders and with my trained eye I could see a lot more health issues there. She said she had a gift certificate for a massage but said she was waiting until she was really hurting to use it. YIKES... this is NOT GOOD.

When you wait so long to get any type of body work, your first session is not only a lot of work on the therapist but also can cause additional soreness for a few days as trigger points, knots and muscles are stretched and released.

That's why regular self-care is so important. It's not a luxury.

If you make it a luxury you will find yourself in a body you aren't happy with. We must put ourselves on the list to CARE FOR. For over a decade, my favorite therapy of choice was the Raindrop Technique. I have given probably a thousand and taught others how to do this simple essential oil technique in their profession or just for their loved ones.

As a practitioner I try to practice what I preach to you. We all have to work everyday to take better care of myself, make time, save money for self-care and learn about things that can help improve our health. If we aren't happy and healthy, our family and life will suffer.

Make a plan and do one thing to take care of yourself this week.

Actionable Steps:

1. Have a daily habit of taking care of you - get fresh air
2. Use the oils daily especially at night for a good night's sleep
3. Drink plenty of water
4. Let go of bad habits (this will take time)
5. Use the products

Module 12

Partnering with God



I know partnering with God may sound weird to some of you and others you might say “Amen”. But I started my career from 1999 – November 2007 relying solely on me to make my business a success.

In November of 2007 I was saved during a Business Training, of all things. Saved means I accepted Jesus Christ into my heart and just gave everything up to Him. I still struggled for some time but I soon learned that relying on God for guidance, business advice, and direction are keys to my life and business success.

I read the Bible or listen to it everyday and I always find something that God is trying to help me with or direct me to. My life and business before I partnered with Christ was filled with strife, struggle, and anxiety and after partnering with God, it's easier.

Don't get me wrong. It's still hard work and I do make some sacrifices but I keep my life in balance because God is first.

Some of you may have been burned or mistreated by a church or religion, and let me be clear that I am not talking about religion. I am talking about a personal relationship with Jesus Christ. If you would like our team to pray for you or need more information on how you can have a personal relationship with Jesus, call our office and leave a message at 1-888-351-6850. Our staff would love to pray for you and help you develop a personal relationship with Christ.

In 2007 I noticed in a women focused Young Living Success magazine had so many of the featured women sharing their faith in God and glorifying Him for their success.

In 2010 to now there has been a huge rush of Distributors who have achieved Silver to Diamond in a short period of time. One thing they all have in common when you hear them say how they did it... GOD... they totally give Him the Glory.

So I don't know where you are in your Faith walk but all I know is what I have experienced and what has happened for me.

God bless your success, and I hope you too will live and work under His peace and not the pressure of doing this all by yourself.

Actionable Steps:

1. If you want to know more about having a relationship with Jesus and partnering with Him, give us a call at 1-888-351-6850.
2. Get inspired by women of faith like Joyce Meyer (www.joycemeyer.com), Christine Caine (www.christinecaine.com) and Beth Moore (www.iproof.org).
3. Read the Bible and other inspirational books.

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