



Introduction

Are you ready?

I,responsibility fo	I,acknowledge and take responsibility for my actions during this Bootcamp.					
I know that Youn ME to build my b	ng Living leaders will help ousiness.	guide me but it is up to				
for my own Youn GRO Like a BOSS	acknowledge and agree ig Living business. I comi Business Bootcamp and rves over the course of t	mit to completing the giving my business the				
Signature		 Date				
Before we get started						
og into or create your own GRO workspace account f you don't already have an account, start your FREE account here:						
	ve an account, start your	FREE account here:				
_	rkspace.com/a/6584/FeZTE					
https://www.growor	rkspace.com/a/6584/FeZTE					
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Sharing Policy

This workbook was created by GROworkspace L.L.C. as a tool to accompany the "GRO Like a BOSS Business Bootcamp".

You are not permitted to share this resource with others as a Bootcamp participant.

This resource is reserved for sharing by GROworkspace members who have access to the complete GRO Like a BOSS Business Bootcamp, which includes a bonus training to learn how to run this Bootcamp for your entire team.

If you would like to use this Bootcamp to train your team, please

Use this link to set up your own GROworkspace Platinum account:

https://www.groworkspace.com/a/39436/FeZTEL8L



DAy 1 You. Must. DO. Something!

I Create a shortcut for GROworkspace on your home screen or favorite on a web
browser to quickly and easily access the content.

Preface & 3 Lessons in "Explore the YL Biz"

What was your biggest takeaway from the first lesson, "Can I Really Build a YL Business?"

What aspect appeals to you most in the third lesson, "Why Build a YL Business?"

What were your initial thoughts after watching Ryan Hase's video, "Residual Income Presentation #2"?

	The rank of_	
making \$ _		a month, would completely change my life

Learn the Lingo

Download the Learn the Lingo PDF from this lesson and save it in a YL folder on your phone for quick and easy reference.

Business Product

Related Terms:

YL = Young Living EO = Essential Oil

YLEO = Young Living Essential Oil

VO = Virtual Office

ER = Essential Rewards

PV = Personal Volume / Product Value

PGV = Personal Group Volume

OGV = Organization/Overall Group Volume

OPV = Organization/Overall Product Volume

LV = Leg Volume

RCD = Royal Crown Diamond

DL = Downline

UL = Upline

CL = Crossline

CS = Customer Service

Product Related Terms

PSK = Premium Starter Kit

NR = NinaXia Red

Nitro = NingXia Nitro

Zing = NingXia Zyng

P&C = Peace & Calming

PP or P+ = Progressence Plus

GB = Gentle Baby

OOS = Out of Stock

EODR = Essential Oils Desk Reference



DAy2 Your "Why"

Discover your "why"	
I have completed the "Discover Your "Why" lesson.	
How are you going to impact, inspire, and empower others through your Young Living business?	
What do you have to lose IF you do this business?	
What do you have to lose if you DON'T do this business?	
Write down your WHY and your DREAMS. Cut and tape them where you will see them every single day. Look at them before you go to bed and every morning when you wake up.	
My "why":	
My dreams:	
	4



DAy 2 (cont'd) Your "Why"

hav	ve completed "The Comparison Game" lesson.
	e things you say to yourself regularly to compare yourself to others.
	e things that make you different from everyone else and give you the power
•	our goals and dreams.
	e the following affirmations:
	e the following affirmations:
	e the following affirmations: "I am powerful. I am strong.
	e the following affirmations:
	"I am powerful. I am strong. I am perfect. I am whole."
	e the following affirmations: "I am powerful. I am strong.
	"I am powerful. I am strong. I am perfect. I am whole."



DAy 3 Mindset Matters

Mindset: Why it matters and how to create a shift I have complete the "Mindset: Why it Matters and How to Create a Shift" lesson. Do you currently have a GROWTH mindset or a FIXED mindset? Growth Fixed What is one thing you will do TODAY to shift into a GROWTH mindset?			
I have wate	thed Soyna Swan's video on conscious language.		
I have com Perkus.	I have completed an Aroma Freedom Technique (AFT) session with Dr. Benjamin Perkus.		
DID YOU KNOW? GROworkspace offers monthly AFT sessions reserved for their platinum members. These are held monthly in the GROworkspace VIP Facebook group.			
	ation card somewhere in your home where you will see it every day! wnload it from the lesson and save it to your phone.		
	Affirmations to help you grot		
	I am smart and successful.		
	I believe in myself and trust in my abilities to succeed in all that I do.		
	I can achieve any goals I set for myself in my business.		
	Being successful is natural and easy for me.		
	I easily attract new members and business builders.		
	Success, money, and happiness come easily to me.		
	My income is constantly & rapidly increasing		
	My business is a huge success.		



DAy 4 Goal Setting

The secret to setting and achieving goals				
Write your SMART GOALS (Specific, Measurable, Attainable/Achievable, Realistic, Time-bound				
ANNUAL GOAL End-of-Year-One GOAL				
Action Plan: Break down into quarterly goals below.				
QUARTERLY GOALS				
My 1st Quarter goal is:				
∠Three things I will do to successfully hit my goal are:				
→ 1				
2. 3.				
My 2nd Quarter goal is:				
∠Three things I will do to successfully hit my goal are:				
→ 1				
2. 3.				
My 3rd Quarter goal is:				
∠Three things I will do to successfully hit my goal are:				
⇒ 1.				
2.				
3.				
My 4th Quarter goal is:				
Three things I will do to successfully hit my goal are:				



2. 3.

DAy 4 (cont'd) Goal Setting

The secret to setting and achieving goals

Goal #1:	THLY GOALS: In the month ofIN	will
	nings I will do to successfully hit my goal are:	
Goal #2:	: <u>:</u>	
	nings I will do to successfully hit my goal are:	
ioal #3:	:	
hree th	nings I will do to successfully hit my goal are:	
1		



DAy 5 Your Brand

Social media is one way to build relationships with others.

ıral





DAy 6 Basics Of Compliance

Compliance	
I have read through the "Co	mpliance" lesson.
	ant for me to speak in a compliant way to protect myself its over the description of products.
The First Few	Steps of Sharing
I have read through the "Fir	rst Few Steps of Sharing" lesson.
I have looked at the "Help 2-S GROworkspace.	Sharing Made Simple" SWAY link created by
Ditch & Switch	
Create a list of 20 products that	you have not tried and are interested in trying.
1	11
2	12.
3	13.
4	14
5	15
6	
7	4 🗖
8	
9	19
10	
I have downloaded the graph images folder on your phone	ic "Find your member # and Link." Save it in your YL
I found my custom sign-up l	ink and have saved it to my phone for easy access.
BONUS: Write a post on you your friends and followers.	r own PERSONAL social media to introduce yourself to



PART 2 - PROSPECTING

DAy 7 Build Your List

Warm Market vs. Cold Market

Building You	ır Prospect List	٧
	down as many names as you can think of. If you need int off extra "Future Oily Friends" sheets from this lesson.	oily needs s m Class idy to rock
Think about people from different social groups: friends (old and new), co-workers (old and new), church group, book club, fitness classes, child's school (parents/teachers), neighbors (old and new).		Discovered their oily needs Invited to a class Attended a class Followed Up From Class Enrolled and ready to rock
NAME	NOTES (Date & method of initial contact, their health concerns, etc.)	Disco Invita Atter Follo
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PART 2 - PROSPECTING

DAy 7 (cont'd) Build Your List

Warm Market vs. Cold Market

Th an	ink about people from different social groups. Friends (old and new), co-workers (old d new), church group, book club, fitness classes, child's school (parents/teachers), ighbors (old and new).	Discovered their oily needs Invited to a class Attended a class Followed Up From Class Enrolled and ready to rock
N.A	NOTES (Date & method of initial contact, their health concerns, etc.)	Discovered invited to a Attended a Followed Up
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	Step 2: Circle 10 people you would LOVE to work with in this business.	
	Step 3: Reach out to 10 people from your new prospect list via phone call, or social messenger and ask how they are doing! Take notes for easy follows:	



Ay 8 Teaching Classes for Success I have completed the following lessons: What you need to know about teaching Sharing information / Classes via Sway links How to teach a home class How to teach an online class What you need to know about teaching: Schedule classes/oily get-togethers/parties! Offer the same class on two dates to help minimize schedule conflicts. ClassTopic ______ Date Two _____ ClassTopic _____ Date Two _____ Date Two _____ Example \frown Class Topic: Girls' Day - Self Care with Essential Oils Date One: 3/23 Date two: 3/30 One-On-Ones and Hosted Classes When someone seems interested but can't come to one of your larger classes, plan a One-on-One or suggest that they host a class for their friends, and you can teach! One-On-Ones Friend______ Activity/location_____ Date____ Friend_____ Activity/location_____ Date____ Friend _____ Activity/location _____ Date ____ **Hosted Classes** Host_____ Class_____ Date____

Add the above class / get-together dates and details to your calendar.

y 9 Fortune is in the Follow-Up The Art is in the Follow-Up I have completed the "The Art of the Follow-up" lesson and I understand that following up is one of the most important parts of growing my business. What is your biggest takeaway from this lesson? Convert Your Friends Based on Colors I have completed the "Convert Friends to Members Based on Colors" lesson. I have taken the Full Spectrum Communication Personality Colors Quiz. Record your % for your color results below: % Primary color Secondary color % Third color % Fourth color % When you sign up a new member, learn their primary & secondary personality colors. How will this information change the way you communicate with friends about Young Living products? How will this information change the way you communicate with friends or members about the business opportunity? Personalities: How They Can Change Your Approach I have completed the "Personalities: How they change your approach" lesson. How will your new knowledge of personality types help you in your everyday interactions and relationships with others?



Ay 10 Get Your New Members Connected I have completed the following lessons: Get Your New Member Connected New Member Profile & Checklist Form Organize Your Member Profile & Checklist Form Get Your New Member Connected Make a list of the resources you want to introduce to your new members. Copy and paste the New Member Welcome email into your Google drive and make necessary adjustments to the email. Once this is completed, you are ready to email your new member without having to take the time to construct a NEW email. New Member Profile & Checklist Form I have completed the "New Member Profile and Checklist Form" lesson. I understand the purpose and content of this worksheet (see next page). Do you plan to make any adjustments to this Profile Checklist? Write down your adjustments below, download the DIGITAL version and add your own information. Organize Your Member Profile & Checklist Form I have completed the "Organize your Member Profile and Checklist Form" lesson.



I understand the idea behind keeping track of my members and where they are in

the process of experiencing Young Living.

DAy 10 (cont'd) Get Your New Members Connected

Member Profile & Checklist Member Information

	Membe	er Intormation ====================================
Name:		Email:
Member #:	Pin:	Phone:
City, State:		Treferred friedflod of confiden
,		(Text, Phone Call, Email, Voxer, etc.)
Did you		Has your new member
add your member to Face	book groups?	☐ Joined ER? Date Joined:
send personal welcome e	the same the fit of the same of the started of	☐ Set up PV assistant?
send 3-month wellness p	an form/email?	☐ Taken the Color Personality Test?
send New Member Welco	me Pack?	Primary color: Secondary color:
		Taken the Love Language Test? 1st & 2nd language(s):
	(Check In
3 days checkin		10 days after your member signs up
	m = 2	0
Did they explore the FB grouDid they download the refere		Completed and returned wellness plan questionaire Email BACK their 3 month wellness plan suggestions
Did they download the referen	епсе арр:	Did they get their kit yet?
Their wellness goals:		Products/oils suggested for goals:
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3.		
30 days after your members	per gets their starter	kit
☐ Completed your "I Have My K		
How is it going? What oils are th	ey using/loving?	
2 +0.		
3 months after your me		
 Applied shipping product cr 		Date Applied:
How are you feeling?		
	Busines	s Introduction —
☐ Introduced to the opportuni		
Scheduled a class! Date of	first class to host (ca	n be online if not local):
☐ Started The IPA Bootcamp	Date Started	☐ Joined the GROworkspace
Modin on up.	1.0	
☐ Star ☐ Sr. Star ☐ Executiv	ve Silver G	old Platinum Diamond CD RCD
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PART 2 - PROSPECTING



Day 11 Create a Culture of Education, Recognition, & Independence I have completed the following lessons: How To Create a 3-Month Wellness Plan For Your New Member New Member Welcome Pack & Class Printables Swag Bag / Thank You Ideas How To Create a 3-Month Wellness Plan For Your New Member I have created my own form to send to new members. I have created my own email template that explains this 3-month wellness plan. I have created my own follow-up email template to be sent after they respond with their goals. Once you've completed all of these, you will be ready to rock as soon as you get a new member! Take some time to think about how you want your system to function. Will you follow this system in GROworkspace to a "T" or will you make some adjustments? If you want to make adjustments to this system, write down the outline of YOUR system in getting your new member connected and how you will keep track and stay organized.

New Member			
	8	& Class	Printables
Write down what you would li	ke to include in yo	our New Membe	r Welcome Packs.
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Swag Bag & T	hank Yo	u Çdeas	
Write down some of the Swag			
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Ay 12 All Things Essential Rewards I have completed the following lessons: Essential Rewards - What is it? Essential Rewards PV Assistant Why ER is Crucial to Your Business 3 Easy Steps to Get Members on ER Essential Rewards - What is it? Sign up for and commit to 100 PV on Essential Rewards each month. Essential Rewards - PV assistant Set up your PV assistant cart. Set your minimum to 100 PV. Why ER is Crucial to your Business What ER percent are YOU aiming for? % If you have members, Figure out your ER %. Total # of members on ER / (Total members - Retail customers) = % on ER 3 Easy Steps to get Members on ER What mindset blocks do you have in telling people about ER? How will you share the value of ER with your friends and family?



PART 3 - BUSINESS STRATEGY

DAy 13 The Compensation Plan

I have completed the following lessons:
The Basics on How to Get Paid Part 1 (everyone should complete.) Part 2 (complete only if you have signed up at least one member.) Part 3 (complete only if you have anyone in your Level 2.) Distributor to Executive (complete if you have at least one member.)
List ideas you have to create a "100 PV on ER" culture within your team:
The Basics On How To Get Paid Download all images in "Downloads" at the top of the lesson and save them to your
phone for easy access. Write down the questions you have from this lesson. Then reach out to your Sponsor and ask your questions!



y 14 Strategic Placement I have completed the following lessons: Strategic Placement - Changing Sponsors Strategic Placement - Why do people place members under other members? Strategic Placement - Where do I place my new members? Strategic Placement - FAQ Strategic Placement: Changing Sponsors Fill in the blanks: I have _____days to change my member's Sponsor for free. I am able to call Young Living's customer support within the first days and change the sponsor over the phone. After day______, I have to email <u>resolutions@youngliving.com</u> for the request. Strategic Placement: Why do people place members under other members? List seven different communities that you see as legs/organizations underneath you. (Fitness, Church, Family, Childhood friends, etc.) Strategic Placement: FAQ Write down the questions you have from this lesson. Then reach out to your Sponsor and ask your questions!



DAy 15 Your GRO D.M.O.

(Daily Method of Operation)

	h				
	I have completed	I the "Teach	and Preach	IPAs" lesso	n

I have reviewed the 3 page "I.P.A.s for Beginners" printable below:

I.P.A.S For BEGINNERS

Start your Young Diving business off right!

As you start your Young Living business, you want to focus on Income Producing Activities (IPAs).

Income Producing Activities are activities that generate income. Focus your energy around these three main IPAs.

A few examples include...

- Help others order a Premium Starter Kit (PSK) with your member number.
- Help your new members join Essential Rewards or place a quick order.
- Share and inspire your members to say "YES" to the business opportunity. Do not, I repeat do NOT, be shy about this one! The more people you have on your team building a business, the larger and faster you will GRO!

There are many ways to get the information out there. Not everyone shares this info in the same way or using the same platform. Figure out what way works best for you and get started!

Start the conversation

Here are some simple ways to get the conversation started.

USE YOUR OILS AND PRODUCTS IN PUBLIC.

It is a great conversation starter.

USE YOUR OILS AROUND FRIENDS.

If they don't know you're oiling, they won't ask questions.

SPRINKLE YOUNG LIVING PRODUCTS THROUGHOUT YOUR HOUSE.

Not only is it beneficial for you and your family's health, but it is a great way to introduce your house guests to Young Living's everyday products. Have hand soaps and homemade room sprays in the bathroom, dish soap by the kitchen sink, a cute stand with vitality oils on the kitchen counter, and diffusers filling the room with amazing scents.

FILL YOUR GUEST BATHROOM WITH YOUNG LIVING.

Are you having overnight guests? Fill that shower with hair products, bath gels, bar soaps, toothpaste, and face wash so your guests can get the "SPA at home" feel in YOUR bathroom!

Money Saving TIP: When your personal shampoo, conditioner, and bath gel are just 1/3 full, get new ones for your bathroom and put the used ones in the guest bathroom.

SHARE A SAMPLE WITH A FRIEND.

Find a need and offer to give your friends something that might help. Make it SUPER easy for them to use. Put an oil in the sample bottle and include the little product info card from your kit, or put it in a roll-on to make usage convenient. Write out a card explaining how and when to use it.



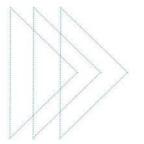
Get more intentional with sharing

HOST A HOME (OR LOCAL VENUE) GATHERING.

You can call this a class, a party, a launch party, or a get-together. If you're inviting a group of teachers, call it a class. If you're inviting a group of girlfriends who like to have fun, call it a party. You know your audience. Be strategic but don't over-think it.

Steps to hosting your first at-home oily get-together.

- There is nothing better than having a support. If they don't live near you, they can participate via Skype. Technology makes all things possible. You can also invite some crossline friends who use YL. The more oily people there to share stories, the better!
- 2) MAKE A LIST of ALL the local people you know.
- 3 PICK TWO ALTERNATIVE DATES. Invite your friends to the first date. If they can't make it to the first one, invite them to the second. If they can't make it to that one, schedule a one-on-one or ask if they can look at their calendar and let you know what works for them. Maybe they can invite a friend over and you can travel to them for a casual oily hang out.
- 4 SEND AN INVITE to your friends and family to your first party/class. Let them know you are all in with this business because you LOVE the products and you need to do a practice class. Send an Evite, a simple note in the mail, or a text message: all are acceptable. Nothing fancy, but remember to make it personal. Gather your kit, Thieves cleaner, a bottle of NingXia Red, a script from GROworkspace, and you're all set!
- 5 FIND ANOTHER LOCAL SPOT where you can gather around a table and share the information. Some people are comfortable inviting their friends into their homes. If you are not that person, you can use a local restaurant or chiropractor's office. Get creative.



GROworkspace makes hosting a class simple and effective with valuable resources including scripted classes to make sharing easy. You don't have to know the ins and outs of the products to host a class. It is as simple as downloading a class script with graphics and sharing with your friends.



DAy 15 Your GRO D.M.O. (Daily Method of Operation)

Get more intentional with sharing cont'd

MEET ONE-ON-ONE. Do crowds stress you out a bit? No problem! Meet a friend in a more intimate one-on-one setting.

VENDER EVENTS. Setting up a table at a health fair is a great way to collect leads that can turn into future members. If you are familiar with vender events already, this may be a great option for you.

ONLINE WEBINAR. If your family and friends are not local, this is a GREAT option to spread the word! You can use website platforms like Zoom or Google Hangout, or even do a Facebook live event! There is more training on this in GROworkspace.

SHARE A SHORT STORY ON SOCIAL MEDIA. Post something super simple that tells a story. Make sure that it fits with your interests and will appeal to others.



Please remember to keep your posts compliant. There is an entire <u>lesson on</u> compliance in the GROworkspace business training to help you!

Sharing on social media can be tricky. If you want to learn how to avoid being salesy and draw your audience in, join GROworkspace for access to exclusive lessons on social media.

Get Social

Easy to-do's to help you connect with others.



TRY THESE DAILY...

- Post or go LIVE on your social media platforms.
- ALWAYS reply to comments!
- · Comment on 20 Facebook posts.
- Send 5-10 Facebook messages to friends, old or new.
- Comment on 20 Instagram posts of people you don't know.
- Tag 5-10 friends in posts that remind you of them.
- (FB and/or Instagram)
- Text 10 friends to say, "Hi."

TRY THESE WEEKLY...

- Schedule a lunch with a friend you would LOVE on your team. Maybe you talk oils, maybe not.
- Host an online or home class.

TRY THESE MONTHLY...

- · Send 10 "Thinking Of You" cards.
- Schedule a lunch with a friend you would LOVE on your team. Maybe you talk oils, maybe not.

Take your IPAs to the next level with a FREE 90 Days of IPAs Daily Checklist and Bootcamp. Access this resource at www.groworkspace.com/p/90-days-of-ipas-checklist

I have printed this month's IPA Calendar.
I have checked out the 90 Days of IPA resource in GROworkspace and have
requested to join the corresponding FB group.



DAy 15 Your GRO D.M.O. (Daily Method of Operation)
(Daily Method of Operation)
I have completed the "Systems - Why a system will help you succeed" lesson
Systems: Why a system will help you succeed
Think about all the systems you learned about in this Bootcamp. What changes can you make to fine-tune your system?



CONGRATULATIONS CONGRATULATIONS CONGRATULATIONS CONGRATULATIONS CONGRATULATIONS CONGRATULATIONS

I,for the next		nsistently investing in myself and my team, foung Living business. I am committed to
working hard to reach to my "Dreams" of	the rank of	so that I canfulfill
Signature		

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