





### Introduction

I, \_\_\_\_\_ acknowledge and take responsibility for my actions during this Bootcamp.

I know that Young Living leaders will help guide me but it is up to ME to build my business.

By signing this, I acknowledge and agree to take responsibility for my own Young Living business. I commit to completing the GRO Like a BOSS Business Bootcamp and giving my business the attention it deserves over the course of this Bootcamp.

Signature

Date

lore we get started....

### Log into or create your own GRO workspace account

If you don't already have an account, start your FREE account here: <a href="http://www.groworkspace.com">www.groworkspace.com</a>



I have created my own account.

### Learn to navigate GROworkspace

I have watched each video in the "Welcome Series" in GROworkspace.



### 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 visit <u>https://www.groworkspace.com/pricing-plans</u> and join as a Platinum member to gain instant access.

### Master Your Mindset

DAY 1 You. Must. DO. Something!

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

reface 🛛 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"?

	e rank of a month, would com	pletely 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.	Usiness 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 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 = NingXia 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

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DAY 2 Your "V

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  $\sim$  wake up.

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My "why":

My dreams:

DAY 2 (cont'd) Your "Why'

The Comparison Game

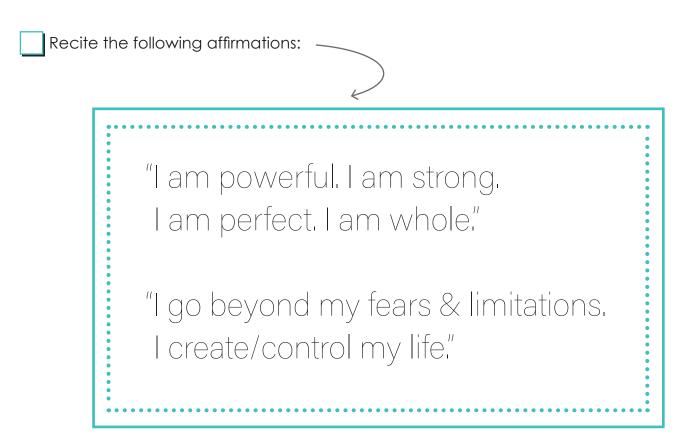
I have completed "The Comparison Game" lesson.

List three things you say to yourself regularly to compare yourself to others.

1.	
2.	
3.	

List three things that make you different from everyone else and give you the power to achieve your goals and dreams.

1.	
2.	
3.	







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.



What is one thing you will do TODAY to shift into a GROWTH mindset?

I have watched Soyna Swan's video on conscious language.

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.

Place this affirmation card somewhere in your home where you will see it every day! You can also download it from the lesson and save it to your phone.

Abbirmations to help you 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. Sworkspace

### 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.



My 1st Quarter goal is:

- Three things I will do to successfully hit my goal are:

2.\_\_\_\_\_

### My 2nd Quarter goal is:

Three things I will do to successfully hit my goal are:

1. \_\_\_\_\_

### My 3rd Quarter goal is:

Three things I will do to successfully hit my goal are:

### My 4th Quarter goal is:

/ Three things I will do to successfully hit my goal are:					
>1					
2					
3.					

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DAY 4 (cont'd) Goal Setting
The secret to setting and achieving goals
MONTHLY GOALS: In the month ofI will Goal #1:
Three things I will do to successfully hit my goal are:
3. Goal #2:
Three things I will do to successfully hit my goal are: 1.
2
Goal #3:
Three things I will do to successfully hit my goal are: 1.
2

BONUS: I looked at the "Terms and Definitions - Comprehensive list" lesson within the Business Training section of GROworkspace.



Social media is one way to build relationships with others.

Social Media Dos and Don'ts

I have completed the "Social Media Dos and Don'ts" lesson.

How are you going to let people know YOU are their go-to-gal/guy for living a more natural lifestyle?

Building Your Personal Brand

I have completed the "Building Your Personal Brand" lesson. Develop YOUR brand

**Step 1:** Come up with 3-5 words that fit/describe your brand.



Step 2: Support your brand

Go through your social media platforms and delete anything that does not fit your brand or that is negative, leaving your audience wanting less of you.

We will cover compliance tomorrow. Feel free to wait and complete this step after you cover compliance so you can delete non-compliant posts at the same time.

Go Live! Share your story on your social media pages. Keep your video under 5 minutes to get more views.



## Prospecting

LOBAL RUS

Company's Growth

### DAY 6 Basics Of Compliance

Compliance

I have read through the "Compliance" lesson.

I understand that it is important for me to speak in a compliant way to protect myself and Young Living from lawsuits over the description of products.

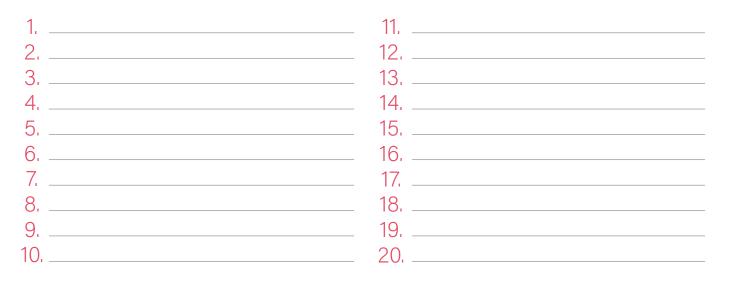
The First Few Steps of Sharing

I have read through the "First Few Steps of Sharing" lesson.

I have looked at the "Help 2-Sharing Made Simple" SWAY link created by GROworkspace.

### Ditch & Switch

Create a list of 20 products that you have not tried and are interested in trying.



I have downloaded the graphic "Find your member # and Link." Save it in your YL images folder on your phone.

I found my custom sign-up link and have saved it to my phone for easy access.

BONUS: Write a post on your own PERSONAL social media to introduce yourself to your friends and followers.



### DAY 7 Build Your List

### Warm Market is. Cold Market

Building Your Prospect List

Step 1: Write down as many names as you can think of. If you need MORE lines, print off extra "Future Oily Friends" sheets from this lesson.

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
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				<u> </u>

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### DAY 7 (cont'd) Build Your List

### Warm Market vs. Cold Market

Building You	oily needs m Class dy to rock	
	rom different social groups. Friends (old and new), co-workers oup, book club, fitness classes, child's school (parents/teache ew).	d their a class a class d P Fro
NAME	NOTES (Date & method of initial contact, their health concerns, $\epsilon$	cove ted t inde owe ollec
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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, text, email, or social messenger and ask how they are doing! Take notes for easy follow-up.



### DAY 83 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.

Class Topic \_\_\_\_\_ Date one \_\_\_\_\_ Date Two \_\_\_\_\_ Class Topic \_\_\_\_\_ Date one \_\_\_\_\_ Date Two \_\_\_\_\_

### Example $\neg$

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
Host	Class	Date
Host	Class	Date

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



### DAY 9 Fortune is in the Follow-U

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?

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### DAY 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.

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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

		Information
ARGERING ST		Email:
	Pin:	
City, State:		Preferred method of contact:
Did you		Has your new member
add your member t	o Facebook groups?	Joined ER? Date Joined:
send personal welc		Set up PV assistant?
send 3-month wellr	ness plan form/email?	Taken the Color Personality Test?
send New Member	Welcome Pack?	Primary color: Secondary color:
		Taken the Love Language Test?  1st & 2nd language(s):
	Cł	neck In
3 days check in		10 days after your member signs up
Did they explore the FI	3 groups?	Completed and returned wellness plan questionaire
Did they download the		Email BACK their 3 month wellness plan suggestions
_		<ul> <li>Did they get their kit yet?</li> </ul>
Their wellness goals:		Products/oils suggested for goals:
(1)		2
2		
3.		
30 days after your	member gets their starter k	it
0	e My Kit Now What?" follow	
How is it going? What oils	are they using/loving?	
3 months after yo	our member signs up	
		Date Applied:
	Bueinaee	
Introduced to the opp Scheduled a class! Difference of the opp	ortunity (YL biz)? ate of first class to host (can	he online if not local).
		be online if not local): Joined the GROworkspace
Movin' on u	p	
Star Star E	/ vecutive Silver D.Go	ld 🗌 Platinum 🗌 Diamond 🗌 CD 🗌 RCD

## Business Strategy

### 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 Welcome Pack & Class Printables

Write down what you would like to include in your New Member Welcome Packs.

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Swag Bag & Thank you Ideas

Write down some of the Swag Bag ideas you liked:

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### DAY 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 Bus

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What ER percent are YOU aiming for? \_\_\_\_\_\_%

/

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?

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### 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!



### DAY 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

3

Write down the questions you have from this lesson. Then reach out to your Sponsor and ask your questions!

4

5



7

6

### DAY 15 Your GRO D.M.O. (Daily Method of Operation)=

I have completed the "Teach and Preach IPAs" lesson

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

### I.P.A.S for BEGINNERS

Start your Young Living 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!
- . Alexa alexandea 2 - Alexandra -

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!

tart 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.

SCHEDULE YOUR FIRST OILY GET-TOGETHER with your Sponsor and/or Enroller. 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 <u>GROworkspace</u>, 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 <u>GROworkspace</u>.

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.





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?





I, commit to consistently investing in myself and my team, for the next year(s) to grow my Young Living business. I am committed to		
working hard to reach the rank of my "Dreams" of	so that I can fulfill	
Signature	Date	



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