



the business you never knew you always loved

STAR TRAINING OUTLINE

Day One:

Podcast #1: Finding Your Story

- People tap into your passion more than anything so remember your passion for the oils.
- Find your product stories — whether from your experience or someone else's
- Assignment: Find 2-3 stories about products to share.

Day Two:

Podcast #2: Sharing Your Oils

- We do not “sell” oils, we merely educate people and then talk them through setting up an account.
- Choose your closest 5 people you want to tell about the oils.
- Be a suggested solution to one of their “pains”. (“Pain” is a marketing term that refers to an issue, challenge or problem in someone's life). No promises, but give them a possible solution.

Day Three:

Podcast #3: Sharing YL the Right Way

- Can't diagnose, prescribe or promise curing.
- I tell them to go to the back office to find all of the information on Sharing YL the Right Way.

Day Four:

Podcast #4: Product Guide Presentation

- What to do when someone says, “Tell me more!”
- Carry Product Guides with you along with the Income Disclosure sheet.

Day Five:

Podcast #5: Enrolling peeps and 100+ PV orders

- Talked people through the process of enrolling their person.
- Introducing ER and the promotional levels right away.

Podcast #6: Mel's Recording

- Mel shares her story on how her sponsor (ahem...me) didn't share the promotional levels with her and she was disappointed.

Day Six:

Podcast #7: Three for Free

- Tell people about the thank you check!
- Also shared with them the commission check from a PSK, a 300pv order AND the income if their person signs someone up!

Day Seven:

Podcast #8: Follow Up

- Once someone enrolls, at the bare minimum: add them to the team FB page, Sharing Essential Oils with Simply Serendipity and add them to the Getting Started with Your Oils email.
- These steps will help them tap into the greater team so we can support them.