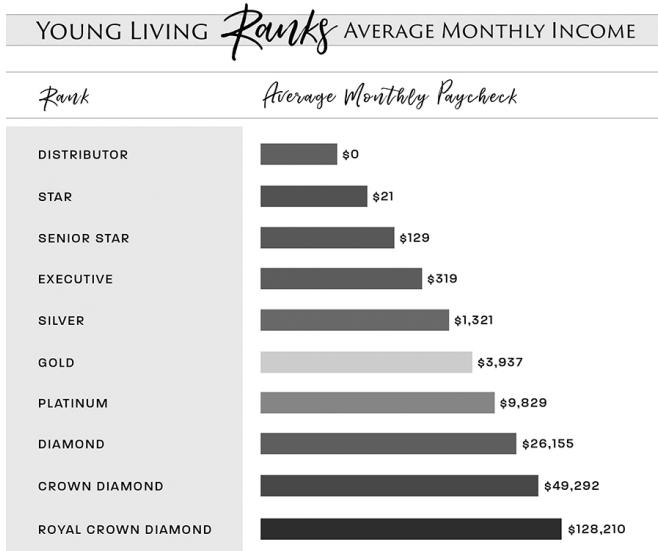


TEACHER TRAINING

❶ Let's talk compensation!

This is what

#diamondrising
looks like



View the full 2018 Income Disclosure statement at:
https://static.youngliving.com/en-US/PDFS/IDSONlineVersion_PDF_US.pdf

❷ Why Do A Young Living Business?

- no income ceiling
- you're your own boss and set your own hours
- take time off and still get paid (residual income)
- oils are easier to share than a pan, clothing, or makeup because they are consumable
- see the people around you experience financial freedom as they teach
- build time economy
- build relationships with those that love natural health
- it doesn't matter how many people you know
- you don't have to be good at speaking (or know a lot of people) because there are many ways to build
- willable income

❸ Young Living Compensation Plan (Let's break the check down!)

You're paid four ways:

1. Starter Kit bonuses (\$50 per kit; \$25 for the Starter Kit bonus and \$25 for Fast Start)
2. Fast Start (25 percent on everything they order after the starter kit; only for 3 months)
3. Unilevel (8% on your level 1's, 5% on your level 2's, 4% on your level 3's, 4's, 5's)

4. Rising Star or Generation Leadership Bonuses (bonuses for strategizing your rank a certain way or for raising leaders once you hit the rank of Silver). For the purposes of just starting the business, keep your strategy simple. Everyone goes under you as a Level 1 until you have ten people on Essential Rewards.

④ Rank Qualification chart from the Virtual Office (Simple Strategy Coaching)

This is how you rank up! The nine ranks in Young Living are across the top. The four rows represent four things you need to do to hit the next rank: spend 100 PV, hit a certain volume (OGV), build your legs, and sustain 1000 PGV outside your legs. There are 9 ranks in Young Living: Star, Senior Star, Executive, Silver, Gold, Platinum, Diamond, Crown Diamond and Royal Crown Diamond. There are four things you must do to rank: 1) Spend 100PV. 2) Hit a certain OGV (volume) for each rank. That resets the 1st of every month (unless you get your people on Essential Rewards!) 3) Build legs. A leg is a person and a team under them. 4) Have PGV, or volume outside your legs. The four requirements are broken down below.

Rewards Points Balance

2.70

Details »

Dashboard

Summary

Rank Qualification

Getting Started

Member News

Essential Rewards

Quick Order

My Organization

Member Resources

Message Center

My Account

Summary

Rank Qualification

Getting Started

Qualified Rank

Platinum

Volume

503 PV

171,344.98 OGV

20,195.75 PGV

Distributor

Star

Senior Star

Executive

Silver

Gold

Platinum

Diamond

Crown Diamond

Royal Crown Diamond

100 PV*

100 PV

100 PV

100 PV

100 PV

100 PV

100 PV

100 PV

100 PV

100 PV

500 OGV

2K OGV

4K OGV

10K OGV

35K OGV

100K OGV

250K OGV

750K OGV

1.5M OGV

2 x 1K OGV Legs

2 x 4K OGV Legs

3 x 6K OGV Legs

4 x 8K OGV Legs

5 x 15K OGV Legs

6 x 20K OGV Legs

6 x 35K OGV Legs

1,000 PGV

1,000 PGV

1,000 PGV

1,000 PGV

1,000 PGV

1,000 PGV

1,000 PGV

33,817

33,817

20,195.75

12,044

7,576.25

7,576.25

⑤ Log in and do a quick tour of the Virtual Office so you understand how to place an ER order. Your order as a business builder must be 100pv to get your full paycheck. As a builder, being on Essential Rewards is good financial stewardship. To spend the \$100 to get your full check, you're actually spending \$90 because of Rewards Points. To pick out what you'd like, go over the reference guide and the YL catalogue side by side and build an ER wish list!

⑥ Homework 1: Teach your first class + read two books: "Your Gameplan: Build A Life Beyond Survival Mode" and "The Essential Gameplan: Ignite Your Business In 2 Hours" before our next coaching session. Next time, we will cover Fearless, the Fearless 30-day calendar, and the Diamond Rising Deck for follow up training. You can do this!

This is my cell phone number if you have questions: _____
 Print this sheet for free at oilabilityteam.com/unstuck to track your leader coaching!

UNSTUCK #DIAMONDRISING LEADER Coaching Sheets

Gameplanner Rank-Mapping Sheet

Name _____ Distributor # _____ Date _____

Last six month's OGV

1 _____ 2 _____ 3 _____ 4 _____ 5 _____ 6 _____

Set OGV goals.

Current OGV _____ <i>current</i>	OGV Goal _____ <i>goal</i>	OGV Needed _____ <i>need</i>	_____ <i>break it down</i>
-------------------------------------	-------------------------------	---------------------------------	-------------------------------

- Leg 1 _____
- Leg 2 _____
- Leg 3 _____
- Leg 4 _____
- Leg 5 _____
- Leg 6 *ex: 1500* _____ *2000* _____ *500* _____ *5 kits / 2* _____

3 Month OGV targets _____

Schedule 4-6 classes this month.

Dates of classes:

_____	_____
_____	_____
_____	_____

Raise leaders.

Based on your rank mapping sheet, make a list of all the leaders in the last 6-12 months that have sold a kit on your weakest leg. Put down their names. Those are the people you work with, coach, and teach classes with and for this month. Work in your weakest places when you are fighting for a rank up.

When you fill these sheets out, print two copies and work on them side by side. Both of you keep a copy until you check in again three months later.

Print these for free at oilabilityteam.com/unstuck.

UNSTUCK #DIAMONDRISING LEADER

Coaching Sheets

Coaching + Action Steps

Name _____ Distributor # _____ Date _____

Every 3-6 months, sit down for a 30-minute coaching session and revisit their goals, do rank mapping and stat tracking from the Gameplanner and work on their weak areas.

Do they need coaching on: ☐connecting with cold market ☐closing their classes ☐meeting needs of people ☐doing strong follow up ☐teaching 1-2 classes a week (consistency) ☐training their leaders ☐excuses ☐doing non income-producing activities (distraction) ☐making sure each person on their team has the Core 4 classes ☐tapping into friends of friends to build their team

Dates I coached this leader: _____

Action steps with 10 lines for notes and suggestions.

- Leg 1 _____
- Leg 2 _____
- Leg 3 _____
- Leg 4 _____
- Leg 5 _____
- Leg 6 _____

UNSTUCK #DIAMONDRISING LEADER

Coaching Sheets

Stat Tracking Homework

Track your statistics from the data on the Young Living Oil Tools app!

January

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

February

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

March

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

April

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

May

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

June

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

July

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

August

Rank: _____
Paycheck: _____
OGV: _____
Team size: _____
New members: _____
Going inactive: _____
Pace OGV on Day 1: _____
Projected OGV on Day 1: _____
Super recruiters: _____
Total ER: _____
Member % ER: _____
Enrollers: _____
Stars: _____
Senior Stars: _____
Executives: _____
Silvers: _____
Golds: _____
Platinums: _____

Weakness: _____ Action Steps: _____

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