

THE GAMEPLANNER



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Gameplanner

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THIS
Gameplanner
BELONGS TO:

NAME

ADDRESS

PHONE

EMAIL



Hey there!

Welcome to 2024!

I'm not sure about you, but I'd like to leave 2023 and 2022 in the dust! My post-pandemic years were riddled with advanced uterine cancer, a major move, trauma work, preventing recurrence, empty nesting, the end of 25 years of homeschooling, a couple of weddings and graduations among my kids, several more grandkids (I am up to 6!), and so many changes in myself that it feels like a rebirth. After spending a year in cancer hospitals, surgeries, and clinics, I downranked last January to Platinum. Then we regained Diamond in November. I'm starting this year with many lessons in my head and a beautiful hope that leans on Christ-- one I've never felt this deeply before. The Lord LOVES to bless us! He is a good, good Papa.



Perhaps these past couple years were awful for you, too. Maybe you felt despair. Maybe you've felt alone. Maybe you've forgotten how to cast visions, or you're afraid what you dream will never happen. Perhaps you struggle with your own image and don't see yourself as a Diamond. Or you struggle with "no" or have too much fear for "yes." Oh friend, how I have walked all of those things beside you the past few years—especially with my own mortality. But one thing I've come to realize is how deeply God loves us. He wants goodness in our lives. Most of what we listen to doesn't come from Him: our poorly-written identity, the shame we carry, the focus on our mistakes, and our worth (I'd encourage you to check out the new worth worksheet in this 2024 Gameplanner!) I will share my own "worth" journey with you.

Let's walk through this year side by side, ok? You are NOT alone. Let's put down shame that's held us back. Let's rewrite our stories and only believe what God believes about us. Let's focus on right now, and how to walk again in small steps—without the hustle, but with deliberate purposeful consistency, respectful of the boundaries and time we have to pour into this business while balancing family and self-care.



I truly believe if we can align our worth with God's words only, be consistent in the gift He has given us in Young Living, and give the rest to Him without perfectionism, self-imposed deadlines and hustle—He will give us the biggest dreams in our heart. After all, He is the one that planted them there anyway.

With great healing and even greater love,

All my love,

Sarah Harnisch

author of Gameplan

oilabilitywithsarah on Facebook (Live at 8:30 pm eastern every Tuesday night!)

@sarahharnisch on Instagram

oilabilityteam.com and amazon.com for resources



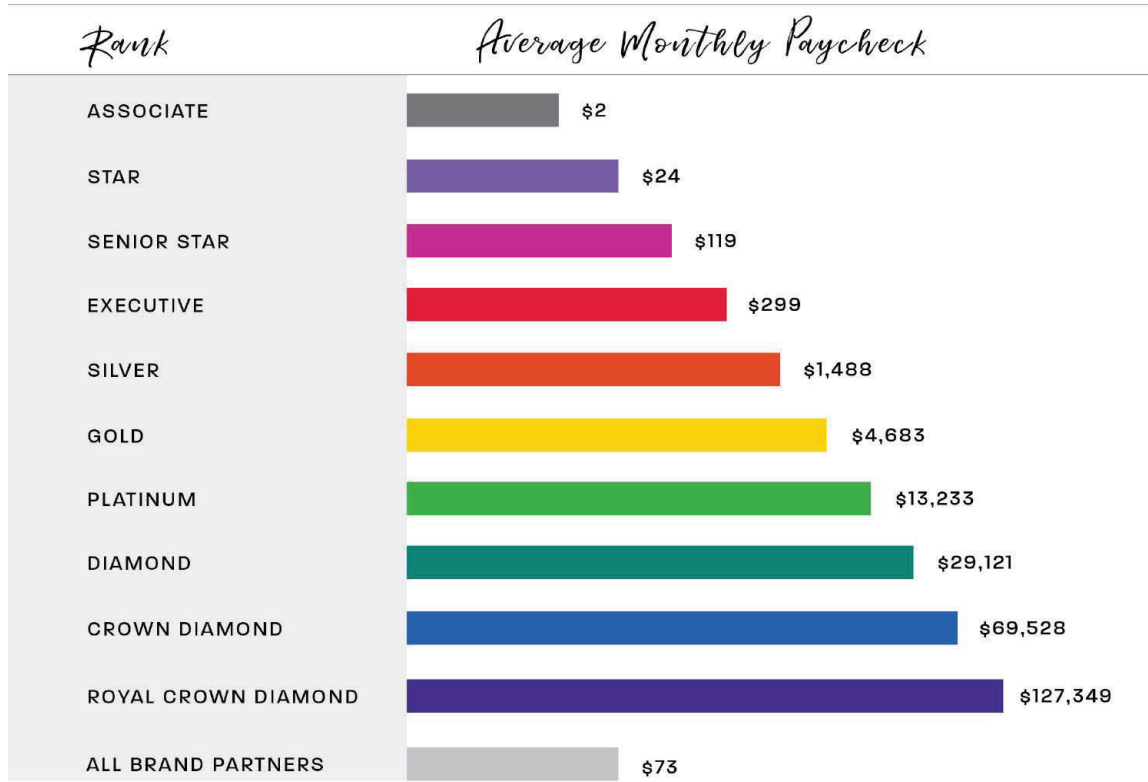
Nailed Your Goal

TARGET DATE RANK DATE TARGET DATE RANK DATE

Star _____	Platinum _____
Senior Star _____	Diamond _____
Executive _____	Crown Diamond _____
Silver _____	RCD _____
Gold _____	

This is what
#diamondrising
 looks like

YOUNG LIVING *Ranks* AVERAGE MONTHLY INCOME



View the full 2023 Income Disclosure statement at:
https://www.youngliving.com/en_US/opportunity/income-disclosure



How To

USE THE WEEKLY JOURNAL

JOURNAL

THANKS, LEADERS, GOALS

Write your prayers of thanksgiving.
Pray specifically for your leaders.
Write your goals and ambitions down
and then pray about them.
Pray for your business. Pray big!

IDEA BOX

INCOME PRODUCING ACTIVITIES, SOCIAL MEDIA, OUTREACH

Come up with a good post to engage your team. ("This is my bathtub before and after Thieves cleaner!" "What's your favorite Young Living product?")

TRACKER

WEEKLY CONTESTS, ETC.

List your contest of the month here
Example: NingXia 2-packs to every leader that can train 2 to train 2 this month, then have them duplicate it!

TRAINING

PRODUCT OF THE WEEK

Pick a product each week to highlight!
Example: Thieves cleaner undiluted and baking soda in your bathtub. Try it! You'll love me forever!

WELLNESS

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

If it's an oil, make it a point to get 10 drops of oil on your body each day.

RECAP

WEEKLY BUSINESS ACCOUNTABILITY

In the Gameplan appendix there is an accountability worksheet.

It should be filled out by the 25th each month. Check in with someone on your team that you trust once a week, even if it's just for a few minutes. Write what you need to work on in this section.



How to Use the Gameplanner

You have Gameplan. And the workbook. You have done bootcamp.

But how do you get from Point A to Point B?

In her greatest goal-writing book yet, Sarah Harnisch has penned a powerful tool for you to organize your business in one place. If you have a goal to rank up once or several times over the next year, this will keep you focused. There is content in this planner that Sarah has been sketching into her personal planners for three years as she ranked to Diamond. For the first time, Sarah is sharing her rank up tracking techniques with all of Young Living.

Included inside:

- Rank Mapping Accountability Sheets (break down your 3-month OGV goals, then break them down by rank, then break them down to see how many classes you are from your next rank). You can also make a list underneath of the leaders you are working with that month based on your weak leg data
- stat tracking (see all your statistics [paycheck, OGV, percentage on subscribe to save, number of leaders at each rank, etc...] side by side for eight months at a time, so you can watch the trends on your team. If you see that you're flipping two senior stars a month instead of four, as you had in the past, you know to concentrate on that rank)
- Gameplan bootcamp date tracking
- three business goals daily with task lists and places for appointments
- OGV trackers on the 15th and end of the month each month so you can see how you compared to the month before
- prayer journals to pray specifically over your team, weekly contest trackers, weekly Young Living product training
- over 250 Adversity, Unstuck, and Ignite quotes to keep you focused and driven
- a list of every Young Living oil to track as you build your collection + Simple Swap pages by room to build subscribe to save among your leaders and give them ideas
- places to write the 190, 250 and 300pv subscribe to save orders and your own subscribe to save wish list
- follow up pages to track mailings you have sent to make sure you get the maximum business deductions on your taxes
- lists of your #diamondsrising (those that ranked up) and the top leaders on your team each month by rank, so you know who is working and who to focus on

And more!



But most importantly, this will help you to keep the three things that grow your business all in one place, instead of scattered on paper around your home: *teaching classes, doing follow up, and training your leaders.*

How to use this planner:

- For yourself
- For your top leaders
- For retreats
- Rank up gifts (there is a bulk discount!)
- As stage giveaways at rallies for your team
- On legs where you want to energize leaders that are distracted
- On legs where you see potential in a leader
- To boost OGV on a specific leg by mailing to all leaders
- As birthday, Christmas, or oiliversary gifts for leaders

This little 6x9 planner will blow your mind, because it puts feet to the Gameplan book and holds you to a level of accountability. You're beyond making goals—it's time to achieve them. This will take you to the next rank and keep you focused, organized, and fired up!

Does this seem like a lot of content to you? It's ok! You don't need to fill it all in! You are NOT wasting your investment. Strategy and organization take time. You don't need to nail it all the first year. Simply start with the pages that convict you the most—perhaps "3 business goals each day" or "Rank Mapping"—and next year, add another page or two. My goal is to always give you more than you need. You take what you want to grow. This is your rank up year! If you hit 1 rank per year, you would be a Royal Crown Diamond in 9 years. You can do it!



Are you in?
It's Gameplanner time!

All The New Young Living Things

1-PAGE BIZ TRAINING

Feel like you have no idea where you left off? Everything is new?!? Here ya go! Get caught up in 1 page!

1 New app: YL Essentials (go download it!) Education for products, new programs, business training, promos, and more!

2 New website!

It's SO easy to use. Just add things to your cart and check out. It's all in a single window: add your address, payment, sponsor and enroller, your SHAREYL code (to get 10% off) and you're out! If you want to share right away, add a Brand Partner kit to get a paycheck.

3 New Starter Kits THAT ARE \$100!

Make a shift kit 1: Oilz: Thieves, Purification, Lavender, Peppermint and 2 roll ons: Deep Relief and Stress Away + a diffuser: \$112 (\$100 with the SHAREYL code at checkout) Retail: \$144.74

Make a shift kit 2 Thieves: Thieves and lemon eo, Thieves Household Cleaner and an amber spray bottle, Laundry soap, dish soap, kitchen and bath scrub \$112 (\$100 with the SHAREYL code at checkout) Retail: \$214.14

Make a shift kit 3 NingXia: Ningxia 30 pack of sachets, Nitro 14 count, Orange and Lime vitality \$112 (\$100 with the SHAREYL code at checkout) Retail: \$214.14

4 New business things:

SHAREYL code: We now have a friends and family code. Your new customers and BP's can use the code for 10 percent off their first 50pv order! This is permanent.

5 Customer sharing: CUSTOMERS can now get 25% back in product credit! *When a CUSTOMER enrolls someone, they earn 25% of the PV in store credit, and that Customer's Enroller earns the other 25% in Fast Start Bonus.*

Business essentials kit: \$1, just add it to your cart at checkout and you're no longer a customer. Instead of store credit, you get a paycheck. (Also we'll soon be paying weekly!)

Ready to Grow program: Earn prizes each month when you enroll 2 people per month with a 100pv LR order! Enroll for 2 consecutive months, the gifts get better.



⑥ Upgrades to the comp plan: IT JUST GOT BETTER!

Fast start: Month 1: 50 percent commission. Months 2 and 3: 25 percent commission. The person that enrolled you in months 2 and 3—get a 10 percent commission on your sale! There is no purchase required to earn all 3 months of Fast Start! Customer Volume (CV) is now gone. Everyone at every rank qualifies for commissions (other than Fast Start) with a 100PV purchase on their own account.

CV: You don't have to spend 100pv to get paid if you are under the rank of Silver! Associate, Star, Senior Star, Executive—you only need 50pv, and 50pv on your level 1. Silvers and up need 100pv.

That's it! You learned all the new things!!!!!!

⑦ Legs: All level 1 Customers and Brand Partners will be the tops of your legs regardless of PV or their own commission qualification. Unilevel commissions will compress as always, based on who has 100PV.

⑧ And we now offer HEALTH INSURANCE! We have partnered with the health sharing company "Clearwater" for traditional and holistic services. Find out more at youngliving.com.

Earn 3 Months of the Fast Start Bonus
With NO Purchase Requirement

When you enroll someone new, you earn:

Month	Commission
Month 1	50%
Month 2	25%
Month 3	25%

When your personally enrolled Brand Partner enrolls someone, you earn:

Month	Commission
Month 2	10%
Month 3	10%

that's it!





Sarah's Worth Worksheet

These last two years completely knocked me off my feet. I lost myself. I realize the reason is because I wasn't completely, unabashedly, unshakably grounded in God's view of me. When you are mesmerized with curiosity and can only see yourself as He sees you, the words and thoughts of others, and enemy attack, have little effect. They are arrows that hit the ground instead of your heart. They become other's trauma beliefs, not the life words that you say about yourself. I like this exercise so much that I'll be including it in every planner I make-- (and in my new book Adversity)-- and will encourage you to fill one out every year as you learn new things about yourself and become more grounded! Type it out, put it in a place where you'll see it, and every time you start to believe the lies of the enemy, read it and believe these words only. You're only allowed to let truth in this year, friend. Say it out loud and promise it! There is a radical shift in what the Lord can do through your hands when you only use His words.

I'm going to be very vulnerable because we need to encourage each other! I'm going to share my own personal worth writing to give you an example, then I'll ask you a series of questions so you can write yours. There is only one rule in the assignment: you aren't allowed to write a single negative thing! Create your own answers if something isn't on that page that you want spoken over yourself. This is the year you rewrite who you are. If the God of all creation loves you like this, this is the year you hide His words in your heart and banish all the others.

Sarah's Identity in Christ: Who I Am

I am a daughter of the King, prized and precious. The matriarch of this family. A Godly woman who prays powerful prayers and relentlessly beats on God's door on behalf of her husband, kids, grandkids, and family and friends. A spiritual warrior who is not afraid to fight and sees the true battle. A magnetic blue personality with big blue eyes and flowing long blonde hair and a smile that will melt you with beauty and love. A woman with a soft and gentle heart that needs to give and serve. I'm powerful enough to build two multi-million-dollar international businesses, but soft enough to hear the whispers of a 6-year-old granddaughter and capture the snuggles of a 1-year-old grandson and sit with a newborn through the night, selflessly. From stages and lights to board books and play dough: grace and strength simultaneously. Anointed with fame and wealth and favor and humility.

I am the one who sees and shows up--now with boundaries--that won't leave anyone behind or left out. The one who is present and aware and observant. The one who hears the Holy Spirit all day long and responds. But now also knows when it is not time to speak, and who to speak to. An excellent listener. My kids call me "a safe place."

I am the one who goes to Him first in conflict. God is my filter and my portion. I am the tradition holder and creator and visionary in our family. Glue. Kindness. The mom of back rubs and palm rubs and raindrops and bone broth.

I am the one who can handle a “no” gracefully and allow the other person to be seen, heard, and valued. I am the clean living chef who cooks things out of cauliflower, zucchini and cashews and loves to learn new recipes to nourish, teach, and train on natural health. The healer, whose favorite gifts are always fresh flowers (and some chocolate!)

I am the worshipper who sings all day long and unabashedly blasts God on every radio, car and kitchen speaker. I have a golden voice of authority and trust. My voice is a warm blanket that reaches across miles and offers friendship. I know how to care for my own needs and understand my limits. My ‘no’ is ‘no’. The one who has Godly priorities.

I am the one who works every single day to take thoughts captive and align with the mind of Christ, who is fully submitted and obedient to God. I’m a place of peace and raw joy and laughter and fun. I’m an adventure seeker who loves kayaking, white water rafting, e-biking, mountain biking, segways, horses and dolphins and kittens, history tours, jet boating, boating and tubing, jogging, walking, hiking, botanical gardens, traveling, exploring, surprises, and re-setting in nature every single day. I love sunshine and warmth and water and flowers of all kinds and birds at 7am. I am the one who is refreshed walking miles in nature.

I see without words. I am the one who shows up. I love board games and museums and target shooting and time with my kids and grandkids. I am an organizer of complicated things, stuff, and ideas. I am a speed cleaner who loves scrubbing and throwing things away and simplifying. I love nice things, but not many things. I love order and systems. I protect my routine, my self-care and my time with Jesus. He gets the first part of my day and the first part of my pay. He gets my entire heart.

I am a gifted writer who can bang out a newscast and deliver it flawlessly before millions. A professional storyteller who takes joy in her craft and, with accuracy and maturity, delivers in gently. I am the memory maker in my family. The one who loves education and homeschooling and teaching and learning new things, and grandkid time and reading stories to anyone who will listen: babies, teenagers and adults. Who passionately adores and loves Christ. The one that craves quality time but also craves quiet and rest. Who reads nonfiction for fun. Who makes friends effortlessly because she is raw and real and passionate and faithful. A born leader with a servant’s heart and humility and humbleness who knows where her leadership comes from. Blessed and favored, who carries a sweet-smelling aroma and oil of joy. I am the anointer.

The one who speaks words of life and crafts words on a page to bring hope to tens of thousands. A kind and gentle listener and empathizer who always sees the good in the situation. I am joy and hope and excitement and expectation. I see what God is doing before it happens.

I persevere. I endure. My love is unconditional. I advocate for those who have no voice. I give people the benefit of the doubt. I am generous. I am a unique combination of authority and meekness. I am courageous. A melter of difficult personalities.

I am chosen. I am prized. I am loved. I am adored. I am chased. I am beautiful. I am WORTHY. I am enough. I AM HIS.



My Worth Worksheet

NOW IT'S YOUR TURN! IT'S TIME TO GIVE SOME LIFE TO YOUR WEARY HEART!

Question 1: Label yourself with God's role over you and your role in your family: (matriarch, mother, daughter, sister, wife, grandma).

Question 2: List the best parts of your faith (your faith-strengths).

Question 3: Describe the parts of your appearance that you value or appreciate about yourself. Tell me the colors and shapes—describe it as if you're being romanced.

Question 4: Describe your heart and what you love to do most for others.

Question 5: Describe your best skills in the workplace and what you bring to the table.

Question 6: Finish this sentence: I am _____ and _____ simultaneously.



Question 7: Tell me what you are anointed with. What are your spiritual gifts? Your personality strengths? Something about you that you believe comes from the Lord.

Question 8: Describe a quality that you love about you. (Sees and shows up, doesn't leave anyone behind, etc...) Describe something you've learned about you (I now have boundaries, and boundaries are not mean!)

Question 9: Describe the best parts of your relationship with God. Do you give Him the first parts of your day? Do you speak to Him throughout the day? Do you catch yourself lost in worship? Do you seek Him in His Word? Are you good at memory work? Do you catch Godwinks regularly? Tell me how you best show up.

Question 10: What is a good quality on your speech? Do you know when to refrain? Do you give words of life to others? Are you an edifier? Are you a realist that can simplify gently? Are you good at truth in love?

Question 11: What does your family call you? What are some of their best compliments and word blessings spoken over you that you hold close to your heart?



List all the best words spoken over you that you can think of in your lifetime. You can do this from any person that has spoken precious words over you, words that have stuck. Words you receive. The best words.

Question 12: What are the best qualities about you when you face something hard? How do you teach those around you, by your behavior, to handle conflict in a positive way?

Question 13: How would someone in your circle or your family describe your role? (Tradition maker, memory maker, glue, the kind one, servant-hearted, etc...)

Question 14: List some of the things you're really good at. (Back rubs, bone broth, raindrops).

Question 15: What is one of your greatest relational qualities? (I am the one who can handle a 'no' gracefully and allow the other person to be seen, heard, and valued.)



Question 16: What is something you bring to the table well in your home? (I am the nourisher and teacher of all things natural health). What do others rely on you for?

Question 17: List another strength you have (healer).

Question 18: List what gifts you love to get from others. What melts you?

Question 19: What brings you joy? (For me, it's worshipping and singing as loud as I can!)

Question 20: Tell me about your voice. When you are using it best, what are you doing? (Encouraging others, speaking life, offering hope and trust and unconditional love, etc...)

Question 21: Tell me about your skin and hair or your favorite body parts. Tell me the best ways you give yourself self-care. It can be physical, relational, or spiritual. (For me, it's boundaries and Godly priorities).

Question 22: Give me some describing words about what you create around you



(unconditional love, joy, peace, kindness, gentleness, self-control, patience, truth, protection, trust, hope, perseverance).

Question 23: Tell me how you love to spend your time. List at least 10 things. (Hiking, grandkids, reading nonfiction, pets, etc...)

Question 24: Tell me the BEST quality you think the Lord gave you. (Mine was 'I'm the one who sees without words and is there.')

Question 25: List your hobbies. (This is slightly different than how you spend your time. What are you good at? For me—board games, target shooting, writing).



Question 26: Tell me where you want your relationship with God to be at its very best. Do you talk with Him all day long? Can you hear his whisper voice? Speak it into existence! I wrote: "the one who passionately pursues Christ." I recognize that sometimes I also pursue my flesh. I don't make great decisions all the time. But my heart is 100 percent pursuit of Jesus. So I speak it out loud!

Question 27: What is a silly quirk about you that's strange and perhaps not like others? What makes you unique? (I love reading non-fiction for fun. I am a speed cleaner and enjoy throwing things away. I am gifted at simplifying.)

Question 28: What are your greatest gifts? (I am a gifted storyteller.)

Question 29: What do you crave? (Or what is your love language? How do people express it best for you? My love language is quality time. You can learn more about the love languages in Gary Chapman's book "The Five Love Languages.")

Question 30: Share the best parts of your oils business. (I am an anointer and I carry joy! A healer!)



Question 31: Tell me what you want spoken over you this coming year. (I am joy and hope and excitement and expectation. I see what the Lord is doing before it happens! I am a unique combination of authority and meekness.)

Question 32: Wrap it up with the words God believes about you! Use these exact words if you have none to add: I am chosen. I am prized. I am loved. I am adored. I am chased. I am beautiful. I am WORTHY. I am enough. I AM HIS.

Every day, for the next 30 days, read what you have written at least once and cement it into your mind. When others speak ill of you, or speak word curses over you, you KNOW WHO YOU ARE. War for them and their hearts, release it, and only look at truth. Read this again when you're hurting.

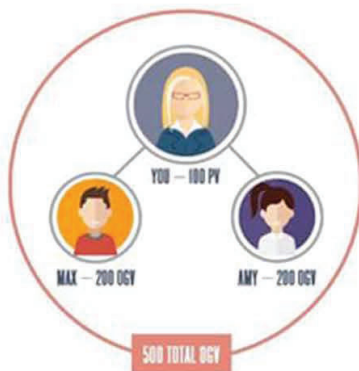
That's your assignment for 2024. Stand firm, friend. The enemy attacks are real, but God is greater. Always.



Silver Bound

Reaching **Star** with Silver Bound

Three parts to success



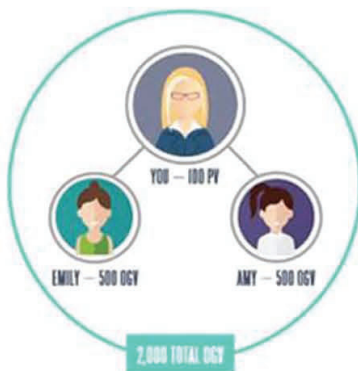
	PV	OGV	PGV
>	>	>	>
★	100.00	533.00	533.00
•	233.00	233.00	233.00
•	100.00	200.00	200.00

Timeline diagram showing the progression from ENROLL (MAY) to MONTH 1 (JUNE) to STAR (JULY). A box below indicates 2 MONTHS TO QUALIFY.

= **\$50 BONUS**

Reaching **Senior Star** with Silver Bound

Building on your success



	PV	OGV	PGV
>	>	>	>
★	475.00	2,022.85	2,022.85
★	100.00	935.10	935.10
★	203.50	612.75	612.75

Timeline diagram showing the progression from STAR (JULY) to MONTH 1 (AUGUST) to MONTH 2 (SEPT.) to SENIOR STAR (OCT.). A box below indicates 3 MONTHS TO QUALIFY.

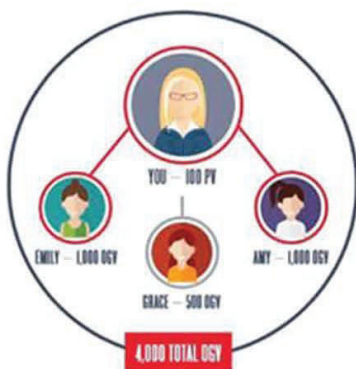
= **\$250 BONUS**



Silver Bound

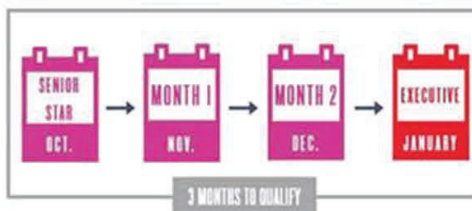
Reaching **Executive** with Silver Bound

Growing your team



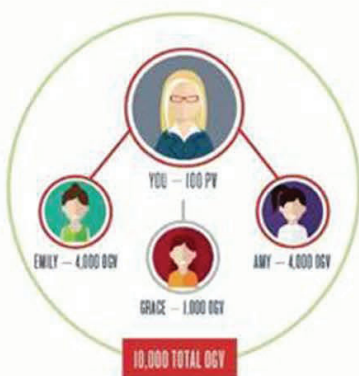
	PV	OGV	PGV
>	>	>	>
★	312.75	4,306.25	4,306.25
★	257.50	1,994.50	1,994.50
★	302.25	1,331.75	1,331.75
★	121.50	581.25	581.25
●	86.00	86.00	86.00

= **\$500 BONUS**



Reaching **Silver** with Silver Bound

Setting yourself up for future success



	PV	OGV	PGV
>	>	>	>
★	248.75	11,857.75	1,697.75
★	102.75	5,315.20	5,315.20
★	113.75	4,844.80	4,844.80
★	103.50	1,229.75	1,229.75

= **\$1,500 BONUS**



YOUNG LIVING
ESSENTIAL OILS



Simple 101 Script

NOTE: START WITH YOUR STORY! WHAT GOT YOU INTO OILS? WHAT WERE YOUR “WOW” MOMENTS? SHARE THAT FIRST.

WHAT ARE ESSENTIAL OILS?

They are the most powerful part of the plant.

They are distilled from shrubs, flowers, trees, roots, bushes, fruit, rinds, resins, and herbs.

Oils consist of over 100 different natural, organic compounds. In humans, many provide support for every system in the body: your skeletal system, muscular system, circulatory system, endocrine system and your hormones, respiratory system, and immune system. They support brain health and a healthy weight. They are used extensively for spiritual support in your prayer life. They have been used for thousands of years as beauty aids and for emotional support. An oil in a diffuser can soothe a child's tough day at school and provide a calming effect when you've had a stressful day at work. Oils can be used as an alternative to cleaning chemicals in the home. You can literally start swapping out every single chemical in your home to live a purer lifestyle, and you can do it without breaking the bank!

There are about 300 oils on the earth, but you only need ten to twenty of them to build a good kit.

You do not need to be an aromatherapist to use them. In most cases, just rub it topically into the skin. There are three main ways to get oils into your system: the English apply it topically—rub it on the skin; the French ingest and cook with it; the Germans diffuse and inhale, which is the most effective method because it doesn't have to pass through the digestive system.

How do they enter—and how long do they last?

Tests have shown oils reach the heart, liver, and thyroid in three seconds when inhaled; they were found in the bloodstream in 26 seconds when applied topically. Expulsion of essential oils takes three to six hours in a normal, healthy body.



ESSENTIAL OILS HISTORY

They were first mentioned by name in the biblical book of Genesis, chapter 37, when Joseph was sold to the slave traders. They carried spicery, balm, and Myrrh! Genesis ends with the burial of Joseph's father, anointed with Myrrh. There are over 1,100 direct and indirect mentions of essential oils in Scripture.

Some of the oldest cultures on earth used essential oils. The Babylonians placed orders for Cedarwood, Myrrh, and Cyprus. The Egyptians used essential oils for beauty and embalming. They have the oldest recorded deodorant recipe made with essential oils. Pakistan and Rome used essential oils in the communal bath houses.

They were even used by Christ! Jesus was given gold, Frankincense, and Myrrh. Frankincense is sometimes referred to as "the coconut oil of essential oils," because it has over 10,000 uses.

Essential oils were used by the Medieval Europeans, many of whom brought oils back during the Crusades.

It was only after World War 2 when essential oils were "rediscovered," and the science on their uses grows with every single year.

DO ESSENTIAL OILS WORK?

In the United States, there is no rating system for essential oils. It would be wonderful if there were—because then you'd know what you were buying! If you walk into a grocery store and look at a box of cereal, you'll see nutrition facts on the side. There are no "nutrition facts" on the side of oils. That means you have to trust the source. You have to know the company you are purchasing from. What sets Young Living aside? Seed to Seal. It's our promise of purity. You can learn more about Seed to Seal at seedtoseal.com. All of our oil is shipped from around the world to Spanish Fork, Utah, where it's run through vigorous 8-point testing to insure purity. Those tests are run in triplicate; at the farm, at Spanish Fork, and a third time before bottling. It's why Young Living has never had a recalled essential oil in 30 years of business. You can trust the integrity. Seed to Seal is based on three pillars: sourcing, science, and standards. Young Living's oils are tested by scientists with over 180 years of combined lab experience. They also do third party testing with two accredited, respected, independent labs.



Young Living is a global leader in essential oils, with over 2 billion dollars in sales annually. Those that use the oils keep coming back! There are 3-thousand global employees, 600 life-changing products, 16 corporate and partner farms, more than 20 international markets, 50 highly trained scientists, 12 independent partner labs, and 6 million global members. What does that mean? The testing is thorough and exact. It's why I don't buy from a mom and pop oils shop—they don't have the team to do the testing that's needed to stay on top of hundreds of oils and blends.

Why can't you just buy oils at the grocery store? Purity. You get what you pay for. I have seen bottles of Frankincense for \$7 at the grocery store—but it costs more than that just to distill! It's a red flag that the oil has been adulterated.

All oils in the world fall into one of four categories: Authentic, Manipulated, Perfume, or Synthetic.

- 1) **Authentic** means the oils are 100 percent pure, with no added synthetics or other species in the bottle. These are Young Living oils!
- 2) **Manipulated** means the final product has been made to smell more pleasing and less earthy. Some of the heavier molecules have been stripped out, or another species introduced, to enhance the aroma.
- 3) **Perfume** oils are not pure. They are mixed with synthetics to enhance the aroma. These oils have no therapeutic action. Frequently, solvents are used to extract the plant.
- 4) **Synthetic** oils are not true oils at all. They smell nothing like the original plant, and are typically labeled as "scented products."

Authentic is the only true pure oil. Synthetic oils would be like opening your fridge, taking a glass of orange juice, and diluting it 95% before you drank it! (And diluting it with chemicals!) It wouldn't have the same benefits of a full glass of only orange juice. That's why you want authentic oils. Before you purchase, check to see if the company grows their own plants, has Seed to Seal, and controls the entire process—from the farm to the sealed bottle. Pesticides, pollution, previously farmed land; all of it can affect the quality of an oil. Why would you go the extra step of using an oil to get away from a chemical—only to use an oil laden with chemicals? It makes no sense.

Young Living's Seed to Seal process is a promise of integrity. There are no pesticides used, no artificial fertilizers, and no weed killers. The plants are harvested at their peak. They're then put through a vigorous



testing process. Then they go from the farm directly to your home. Seed to Seal is not a slogan, it's a promise.

WHY DO SOME OILS COMPANIES SELL OILS MORE CHEAPLY?

Most essential oils are sold more cheaply because companies cut corners to save money. If you spray your crop with pesticides, you have more crop to distill. If you use a chemical solvent to extract the oil, you pull more out. If you dilute it with a cheaper oil, or a carrier oil, you stretch the oil you have distilled, and can easily sell more cheaply.

HOW OILS ARE MADE:

It takes a great deal of work to produce a tiny amount of essential oil!

- 60,000 rose blossoms provide only one ounce of Rose oil
- Lavender is abundant—220 pounds will provide seven pounds of oil
- Jasmine flowers must be picked by hand before the sun be comes hot on the very first day they open, thus making it one of the most expensive oils in the world! It takes eight million hand-picked blossoms to produce 2.2 pounds of oil
- A Sandalwood tree must be 30 years old and 30 feet high before it can be cut down for distillation. Gary Young's Sandal wood trees must be 90 percent dead before they are harvested.

But a little goes a long way. Most oils are \$10 to \$30 a bottle. Depending on oil thickness (viscosity), a 5-ml bottle contains about 90-100 drops, and a 15-mL bottle contains about 200-240 drops. Each application is one to three drops, meaning even a small bottle will get you 45 to 90 applications. Thieves cleaner is made of plants only and costs about \$1.50 a bottle to make. You can't even get that in the organic section at the grocery store! It replaces a multi-purpose cleaner, glass cleaner, and floor cleaner. The organic versions of those can run you \$4 to \$6 a bottle.

ARE THEY SAFE?

There are certain oils that are photosensitive, meaning you don't want to wear them and go outside. These are mostly citrus oils, like Grapefruit, Lemon, etc.

When using on your skin, always watch for redness and dilute with a



ARE THEY SAFE?

There are certain oils that are photosensitive, meaning you don't want to wear them and go outside. These are mostly citrus oils, like Grapefruit, Lemon, etc.

When using on your skin, always watch for redness and dilute with a carrier oil. Dilute oils on children, because their skin is more permeable and absorbs the oils more quickly. What is a carrier oil? It's a fatty oil like olive oil or coconut oil, and its molecules are much larger than those of essential oils. Using a carrier oil with an essential oil slows down the rate the body can absorb the essential oil, because it has to ping pong through the large molecules of the carrier oil to get into your skin.

Some oils, like Cinnamon or Oregano, are rather strong, so you may not want to diffuse them.

Be wary of putting the oils topically near your eyes. Some oils, like Peppermint, can cause a burning sensation. If you are placing an oil near your eye, apply the oil to a Q-tip instead of tipping the bottle toward your face.

You can become desensitized to an oil if you use the same one day after day, so I rotate my oils every three to four days.

What about internal use of essential oils? NAHA, one of the top aroma-therapy schools in the United States, doesn't advocate essential oils for internal use. Why? Most oils companies don't carry any GRAS (Generally Regarded As Safe) essential oils. Many argue that internal essential oil use is unsafe, and I would agree, in some circumstances. You need to make sure you're checking the labels first. Young Living Vitality oils are approved for internal use, just like a food additive. You have been consuming essential oils internally for most of your life—when you chew gum or put Oregano in your pasta.

NAHA also bases a lot of their decisions on the British model, which advocates topical use only. Many of the British studies are flawed, for example, done at extremely high doses or in ways the oils aren't used, like pouring a bottle inside the body. Young Living utilizes all three methods: British, French, and German. The French have been safely using some essential oils internally for decades. Young Living's Vitality line has distinctive white labels so you can easily recognize which oils are safe to take internally.



ON THE FLIP SIDE...

Look at the ingredient list of what you have in your bathroom and kitchen. Every day we put products on our skin, in our body, and breathe them; but many of these products contain damaging chemicals. The average woman applies over 300 chemicals every day to her body just through soaps, makeup, shampoos, and hair care products. Eighty of those products are applied before breakfast!

When you use Young Living's essential oils, you're using a product with one ingredient, like Lemon, Oregano, Tangerine—no synthetic additives and no yuck.

Is all this a bit overwhelming? Let me tell you how I started my oils journey: with a Young Living Starter Kit. It's the only item on the Young Living website that is half off! If you're a frugal momma like me, this is the best bang for your buck! The kit now comes with 12 bottles of oil, a diffuser, 2 packets of NingXia, a Thieves sample, 2 aromaglide roller fitment that turn your bottles into instant roll-ons, and a Thieves hand sanitizer.

(Pass around the Starter Bundle with Diffuser, open the bottles and smell them).

Frankincense. One of the top skin oils. It helps smooth the appearance of skin. A key ingredient in Young Living's "Brain Power" essential oil blend. Diffuse during prayer time to help with grounding and purpose.

Lavender. Oil of relaxation. Diffuse for a calming, soothing aroma. Unwind by adding a few drops to a nighttime bath. This is one of the top oils to support healthy skin. It's referred to as the "Swiss army knife" of essential oils because of its many uses. I love this for bruises, blisters, rashes, bug bites, and burns.

Peppermint Vitality. It helps support gastrointestinal comfort. It promotes healthy bowel function and enhanced healthy gut function. It helps maintain efficiency of the digestive tract. It may support performance during exercise. I call this my "highway hypnosis" oil because 1 drop keeps me alert while driving.

Citrus Fresh Vitality. Diffuse to freshen the air. This blend is a mix of Orange, Tangerine, Grapefruit, Lemon and Mandarin oils. It's a replacement for chemical-based home fragrances. Spritz in rooms and closets and over linens. Dilute with V-6 carrier oil, and use as a perfume. It also helps to tone and smooth the appearance of skin. This is a powerful oil for immune support.

Thieves Vitality. Helps support a healthy respiratory system; and it helps maintain overall wellness when taken as a dietary supplement. Add a drop to hot drinks for a spicy zing! This is the first oil I use when I feel like I am "coming down" with something. Gargle with it in water.



Peace and Calming. This is one of my favorite kid oils! Though I have been known to sneak a few drops onto my hands and enjoy it as well! I use it to bring peace to the chaos in my head. It's different than Stress Away in that Stress Away is for prolonged use during the day, and specifically for the sort of "fight or flight" stress that comes on fast. Peace and Calming is more for the evening to slow your mind down. Peace and Calming contains Ylang Ylang, Orange, Tangerine, Patchouli, and Blue Tansy.

Stress Away. This promotes wellness and may be an important part of a daily health regimen. It's one of the top emotion oils blends! I use Stress Away before the onslaught of a heavier day. This oil contains Lime, Copai-ba, Vanilla, and is like a massage for the senses.

Lemon Vitality. Its citrus flavor enhances the taste of food and water. The key ingredients are Thieves and NingXia Red. It may help support the immune system. Use it to get sticky goo off your hands or skin or to degrease pans.

PanAway. Apply after exercise to soothe muscles. It has a stimulating aroma. Apply to the back and neck for a soothing aromatic experience. It supports the appearance of healthy skin coloration. Also great for headaches.

DiGize Vitality. This is the top oil blend for supporting the digestive system. Add two drops, along with a drop of peppermint, to water for a stimulating beverage. Take in a veggie capsule internally. Use with Essentialzyme at every meal to support a wellness regimen.

Raven. This is a cleansing blend of Ravinsara, Peppermint, Eucalyptus Radiata, and other essential oils. Raven creates a cooling sensation when applied topically to the chest and throat. Diffuse up to three times daily for a soothing aroma. This oil changes the game for anything involving breathing.

Valor. Valor contains Black Spruce, Blue Tansy, Camphor Wood, Geranium, and Frankincense. The Valor blend was used by the Ancient Romans in the bathhouses before they sent their soldiers into battle. Its smooth, relaxing scent is designed for courage and bravery.

The kit now comes with 12 bottles of oil, a diffuser, 2 packets of NingXia, a packet of Thieves cleaner, 2 aromaglide roll-on caps that turn your bottles into instant roll-ons, and a Thieves hand sanitizer, for \$165.

How do you order?

Simply go to **www.youngliving.com**, click on "Become a Member," and use the number of the person who told you about oils as enroller and sponsor.

It's that simple. **Welcome to the world of oils!**

Note: end with the Strong Close script from Gameplan!



Diamonds Rising

NEW RANKERS + TOP LEADERS

Know Your Leaders!

Keep a running list of all the top leaders on your team throughout the year! Who are the movers and shakers? Pouring into them and training them to duplicate is the fastest way to rank up!

NAME + NEW RANK

TOP LEADERS ON THE TEAM



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NAME + NEW RANK

TOP LEADERS ON THE TEAM



Gameplan Vision Board

This is where you put pictures, images, and affirmations to keep you focused on your priorities for the year.

Get specific! I want to see a check with the dollar amount of what you want to make. Tell me the rank you are going for in the next 12 months. Which legs do you need leaders on? What personality types do you need on those legs? Only put goals on this page that you can attain in the next 6-12 months. Then put a date next to them every time they happen!



2024

JANUARY

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SEPTEMBER						
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DECEMBER						
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2025

January

To Do List

Completed

☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐



Unstuck

CHALLENGE #1: HOW TO TALK TO HUMANS & GET THEM TO RESPOND TO YOU

Go through your cell phone contacts list and add names to your warm market.

Start to make contact with them and build relationships, without oils first.

Now, I'm going to give you a good kick in the face, right from the get-go when you have this planner and are fired up. Let's pair this month's challenge with my tiny Gameplan book for new builders, Ignite. This small book is designed for Stars or Senior Stars just getting started, without overwhelming them.

Can you do all three IPA's—Income Producing Activities—for 52 straight weeks? Can you teach a class a week (4-6 classes a month), train your leaders on Loyalty Rewards using the Core 5 classes and Fearless and the Fearless calendar, and train your leaders using Ignite and Gameplan—at least twice a year?

There are 52 checkboxes on the back of this page. Let's see if you can do the whole thing.

I want you to write your beginning OGV down right here: _____
and your ending OGV right here after a year: _____
and look at the power of focus.

If you complete all 52 weeks, email me at oilabilitywithsarah@gmail.com, and I'll send you something special in the mail as a congratulations for your massive achievement!





Unstuck

CHALLENGE #1: HOW TO TALK TO HUMANS & GET THEM TO RESPOND TO YOU

I Accept the Unstuck Challenge!

- | | | | | | |
|---------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| ☐ Week 1 | ☐ Week 10 | ☐ Week 19 | ☐ Week 28 | ☐ Week 37 | ☐ Week 46 |
| ☐ Week 2 | ☐ Week 11 | ☐ Week 20 | ☐ Week 29 | ☐ Week 38 | ☐ Week 47 |
| ☐ Week 3 | ☐ Week 12 | ☐ Week 21 | ☐ Week 30 | ☐ Week 39 | ☐ Week 48 |
| ☐ Week 4 | ☐ Week 13 | ☐ Week 22 | ☐ Week 31 | ☐ Week 40 | ☐ Week 49 |
| ☐ Week 5 | ☐ Week 14 | ☐ Week 23 | ☐ Week 32 | ☐ Week 41 | ☐ Week 50 |
| ☐ Week 6 | ☐ Week 15 | ☐ Week 24 | ☐ Week 33 | ☐ Week 42 | ☐ Week 51 |
| ☐ Week 7 | ☐ Week 16 | ☐ Week 25 | ☐ Week 34 | ☐ Week 43 | ☐ Week 52 |
| ☐ Week 8 | ☐ Week 17 | ☐ Week 26 | ☐ Week 35 | ☐ Week 44 | |
| ☐ Week 9 | ☐ Week 18 | ☐ Week 27 | ☐ Week 36 | ☐ Week 45 | |



VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

current
down

goal

need

break it

• Leg 1	_____	_____	_____	_____
• Leg 2	_____	_____	_____	_____
• Leg 3	_____	_____	_____	_____
• Leg 4	_____	_____	_____	_____
• Leg 5	_____	_____	_____	_____
• Leg 6	ex: 1500	2000	500	5 kits / 2 classes

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.



January Goals

Prayer & Gratitude Journal

THANKS	LEADERS	GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



January 2024

Sunday

Monday

Tuesday

Wednesday

1

New Year's Day

2

3

7

8

9

10

14

15

Martin Luther King Jr. Day

16

17

OGV

21

22

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24

28

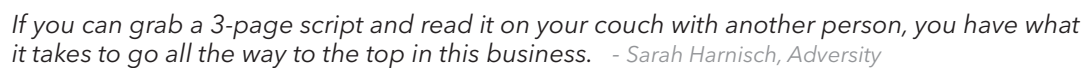
29

30

31

OGV





oilabilityteam.com



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
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	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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January 1 - January 7, 2024

MONDAY • 1/1

TODAY'S TASKS

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TUESDAY • 1/2

TODAY'S TASKS

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WEDNESDAY • 1/3

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



You can spend all your time looking at the hard,
or you can find the good in the hard, pick
yourself up, and keep going.

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/4

TODAY'S TASKS

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FRIDAY • 1/5

TODAY'S TASKS

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SATURDAY • 1/6

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/7

TODAY'S TASKS

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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			



January 8 - January 14, 2024

MONDAY • 1/8

TODAY'S TASKS

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TUESDAY • 1/9

TODAY'S TASKS

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WEDNESDAY • 1/10

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*If you built the rank once, you can
build it again.*

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/11

TODAY'S TASKS

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FRIDAY • 1/12

TODAY'S TASKS

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SATURDAY • 1/13

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/14

TODAY'S TASKS

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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			



January 15 - January 21, 2024

MONDAY • 1/15

TODAY'S TASKS

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TUESDAY • 1/16

TODAY'S TASKS

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WEDNESDAY • 1/17

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



According to the *Income Disclosure Guide*, the average *Diamond* makes \$26,000 a month. That kind of income changes your life. It changes the way you raise your kids. It impacts your decisions and your quality of life.

- Sarah Harnisch, *Adversity*

Notes
+
Ideas



THURSDAY • 1/18

TODAY'S TASKS

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FRIDAY • 1/19

TODAY'S TASKS

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SATURDAY • 1/20

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/21

TODAY'S TASKS

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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			



January 22 - January 28, 2024

MONDAY • 1/22

TUESDAY • 1/23

WEDNESDAY • 1/24

TODAY'S TASKS

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TODAY'S TASKS

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TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



You have everything you need.

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/25

TODAY'S TASKS

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FRIDAY • 1/26

TODAY'S TASKS

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SATURDAY • 1/27

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/28

TODAY'S TASKS

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1 2 3 4 5 6
7 8 9 10 11 12 13
14 15 16 17 18 19 20
21 22 23 24 25 26 27
28 29 30 31



February

To Do List

Completed

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Unstuck

CHALLENGE #2: HOW TO TALK TO HUMANS & GET THEM TO RESPOND TO YOU

Accept the Starbucks/Panera challenge!

Sit in a setting similar to those two venues and strike up conversations with 3 people this week. Don't talk oils. Just prove to yourself that you **CAN** talk to strangers. If you unlock your cold market, those you don't know, the whole world is at your fingertips.



[illegible]

VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



February Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



February 2024

Sunday

Monday

Tuesday

Wednesday

4

5

6

7

11

12

13

Valentine's Day

14

18

19

20

Presidents' Day

21

25

26

27

28





Get back to being the passionate hope-bringer that you are, and you've found the essence of your business all over again. - Sarah Harnisch, Adversity

Thursday		Friday	Saturday	promos	
1	2	3		190	
				250	
8	9	10		300	
15	16	17			
OGV					
22	23	24			
29	1	2			
OGV					

loyalty rewards order

my goals

oilabilityteam.com



Prospect
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Brand Partner

Follow Up

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January 29 - February 4, 2024

MONDAY • 1/29

TUESDAY • 1/30

WEDNESDAY • 1/31

TODAY'S TASKS

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TODAY'S TASKS

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TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*Being in other people's fire creates fire
for you.*

-Sarah Harnisch ,Adversity

*Notes
+
Ideas*



THURSDAY • 2/1

TODAY'S TASKS

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FRIDAY • 2/2

TODAY'S TASKS

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SATURDAY • 2/3

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 2/4

TODAY'S TASKS

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25	26	27	28	29		



February 5 - February 11, 2024

MONDAY • 2/5

TUESDAY • 2/6

WEDNESDAY • 2/7

TODAY'S TASKS

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TODAY'S TASKS

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TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



This business is worth fighting for. You need to build it now because you don't know what's ahead. You don't build your business in the storm. You build it for the storm.

- Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 2/8

TODAY'S TASKS

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FRIDAY • 2/9

TODAY'S TASKS

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SATURDAY • 2/10

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 2/11

TODAY'S TASKS

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February 12 - February 18, 2024

MONDAY • 2/12

TUESDAY • 2/13

WEDNESDAY • 2/14

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



"Satan has taken enough. Don't give him what's ahead. You have two choices: fight, or lose it all."

-Sarah Harnisch,
Adversity

Notes

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Ideas



THURSDAY • 2/15

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 2/16

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 2/17

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 2/18

TODAY'S TASKS

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February 19 - February 25 2024

MONDAY • 2/19

TODAY'S TASKS

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TUESDAY • 2/20

TODAY'S TASKS

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WEDNESDAY • 2/21

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



A way to get excited again about your business is to see people rank. Look through your organization. Who is close? Come alongside them, teach a few classes side by side, collaborate, and get energized when the fruit comes in.

- Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 2/22

TODAY'S TASKS

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FRIDAY • 2/23

TODAY'S TASKS

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SATURDAY • 2/24

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 2/25

TODAY'S TASKS

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March

To Do List

Completed





Unstuck

CHALLENGE #3:

HOW TO TALK TO HUMANS
& GET THEM TO RESPOND TO YOU

This is Mojo Method 1!

Sign your circle. Have you taught the 101, 102, 103, 104 and 105 scripts to your immediate family and closest five friends?

If not, make sure they all have the core 5.



This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

current
down

goal

need

break it

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

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.



March Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____





Sunday

Monday

Tuesday

Wednesday

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St. Patrick's Day

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OGV

Easter Sunday **31**





I'm ready for the rank. - Sarah Harnisch, Adversity

Thursday	Friday	Saturday
1	2	
7	8	9
14	15	16
21	OGV	23
28	29	30

promos

190

250

300

my goals

oilabilityteam.com



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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Prospect
Member on LR
Member not on LR
Brand Partner

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Prospect
Member on LR
Member not on LR
Brand Partner

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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

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February 26 - March 3, 2024

MONDAY • 2/26

TODAY'S TASKS

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TUESDAY • 2/27

TODAY'S TASKS

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WEDNESDAY • 2/28

TODAY'S TASKS

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS



Starting from where you are now is so much closer than where you were when you got your Starter Kit! You are not at zero. You have experience. You know what to do. You know where it goes because you've felt the power of the check.

- Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 2/29

TODAY'S TASKS

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FRIDAY • 3/1

TODAY'S TASKS

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SATURDAY • 3/2

TODAY'S TASKS

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS

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SUNDAY • 3/3

TODAY'S TASKS

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March 4 - March 10, 2024

MONDAY • 3/4

TODAY'S TASKS

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TUESDAY • 3/5

TODAY'S TASKS

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WEDNESDAY • 3/6

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



I CAN get people excited!
- Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 3/7

TODAY'S TASKS

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FRIDAY • 3/8

TODAY'S TASKS

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SATURDAY • 3/9

TODAY'S TASKS

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SUNDAY • 3/10

TODAY'S TASKS

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March 11 - March 17, 2024

MONDAY • 3/11

TODAY'S TASKS

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TUESDAY • 3/12

TODAY'S TASKS

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WEDNESDAY • 3/13

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



How do you grow your business?
Love people.

- Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 3/14

TODAY'S TASKS

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FRIDAY • 3/15

TODAY'S TASKS

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SATURDAY • 3/16

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 3/17

TODAY'S TASKS

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March 18 - March 24, 2024

MONDAY • 3/18

TODAY'S TASKS

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TUESDAY • 3/19

TODAY'S TASKS

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WEDNESDAY • 3/20

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



I believe in the oils the Lord created.

- Sarah Harnisch, Adverstiy

Notes
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Ideas



THURSDAY • 3/21

TODAY'S TASKS

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FRIDAY • 3/22

TODAY'S TASKS

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SATURDAY • 3/23

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 3/24

TODAY'S TASKS

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March 25 - March 31, 2024

MONDAY • 3/25

TODAY'S TASKS

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TUESDAY • 3/26

TODAY'S TASKS

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WEDNESDAY • 3/27

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Get back to being the passionate
hope-bringer that you are, and you've
found the essence of your business all
over again.

- Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 3/28

TODAY'S TASKS

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FRIDAY • 3/29

TODAY'S TASKS

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SATURDAY • 3/30

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS

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SUNDAY • 3/31

TODAY'S TASKS

☐☐☐☐☐☐☐

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						



April

To Do List

Completed

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Unstuck

CHALLENGE #4:

HOW TO TALK TO HUMANS
& GET THEM TO RESPOND TO YOU

Remember the challenge from last month?

Now I want you to duplicate that with all the 0's on your team to train them in Loyalty Rewards. Usually once they've had the 101 oils class, the 102 Thieves class, the 103 NingXia class, the 104 CBD class and the 105 Kids class, they have found something to order monthly.



This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS





<i>Sunday</i>				<i>Monday</i>				<i>Tuesday</i>				<i>Wednesday</i>			
1				2				3							
7				8				9				10			
14				15				16				17			
				OGV											
21				22				23				24			
28				29				30				1			
								OGV							



Don't believe empty promises that building another business is easier. It requires the same thing: humans and relationships. If you are weak in either point, you will struggle in any business. - Sarah Harnisch, Adversity

Thursday	Friday	Saturday
4	5	6
11	12	13
18	19	20
25	26	27
2	3	4

promos

190

250

300

loyalty rewards order

my goals

oilabilityteam.com



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



April Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
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Prospect
Member on LR
Member not on LR
Brand Partner

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Member on LR
Member not on LR
Brand Partner

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Prospect
Member on LR
Member not on LR
Brand Partner

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	Address		
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April 1 - April 7, 2024

MONDAY • 4/1

TUESDAY • 4/2

WEDNESDAY • 4/3

TODAY'S TASKS

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TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Oh warrior, it's time to get back on the horse.
Our season of rest is over. Feel the push in
your heart.

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 4/4

TODAY'S TASKS

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FRIDAY • 4/5

TODAY'S TASKS

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SATURDAY • 4/6

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 4/7

TODAY'S TASKS

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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				



April 8 - April 14, 2024

MONDAY • 4/8

TODAY'S TASKS

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TUESDAY • 4/9

TODAY'S TASKS

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WEDNESDAY • 4/10

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*I am unabashedly convinced that
Young Living is the best company
on the earth.*

-Sarah Harnisch, Adversity

Notes
+
Ideas





If growing that check allows you to be home with your kids, put in your 2-hour class a week.
-Sarah Harnisch, Adversity

THURSDAY • 4/11

TODAY'S TASKS

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FRIDAY • 4/12

TODAY'S TASKS

☐☐☐☐☐☐

SATURDAY • 4/13

TODAY'S TASKS

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AM

PM

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 4/14

TODAY'S TASKS

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S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				



April 15 - April 21, 2024

MONDAY • 4/15

TODAY'S TASKS

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TUESDAY • 4/16

TODAY'S TASKS

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WEDNESDAY • 4/17

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



I hear you. I see you. I validate the work lost. I validate the last three years of your life and the emotional stress. The burn is legitimate. From here on out though, you have two choices: walk away from something that works and has proven results that will bless your family, or lay some bricks and wash some feet.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 4/18

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 4/19

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 4/20

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 4/21

TODAY'S TASKS

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S	M	T	W	T	F	S
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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				



April 22 - April 28, 2024

MONDAY • 4/22

TODAY'S TASKS

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AM

PM

THREE BUSINESS GOALS

TUESDAY • 4/23

TODAY'S TASKS

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AM

PM

THREE BUSINESS GOALS

WEDNESDAY • 4/24

TODAY'S TASKS

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THREE BUSINESS GOALS



Expand your circle.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 4/25

TODAY'S TASKS

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AM

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THREE BUSINESS GOALS

SUNDAY • 4/28

TODAY'S TASKS

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FRIDAY • 4/26

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 4/27

TODAY'S TASKS

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AM

PM

S	M	T	W	T	F	S
	1	2	3	4	5	6
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				



April 29 - May 5, 2024

MONDAY • 4/29

TODAY'S TASKS

☐☐☐☐☐☐

AM

PM

THREE BUSINESS GOALS

TUESDAY • 4/30

TODAY'S TASKS

☐☐☐☐☐☐

AM

PM

THREE BUSINESS GOALS

WEDNESDAY • 5/1

TODAY'S TASKS

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AM

PM

THREE BUSINESS GOALS



Work first with the people that will
listen to you

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 5/2

TODAY'S TASKS

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AM

PM

FRIDAY • 5/3

TODAY'S TASKS

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PM

SATURDAY • 5/4

TODAY'S TASKS

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PM

THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 5/5

TODAY'S TASKS

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S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				



May

To Do List

Completed

☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐



Unstuck

CHALLENGE #5:

HOW TO TALK TO HUMANS
& *GET THEM TO RESPOND TO YOU*

Mojo Method 2:

Make up 100 purple bags (instructions at oilabilityteam.com). Carry 5 with you daily. Make it a point to hand three bags out this week and collect people's contact information, then touch base.



This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



May 2024

Sunday

Monday

Tues

Wednesday

			1
5	6	7	8
12 Mother's Day	13	14	15
19	20	21	OGV
26	27 Memorial Day	28	29



Thursday	Friday	Saturday
2	3	4
9	10	11
16	17	18
23	24	25
30	31	1

OGV

promos

- 190
- 250
- 300

loyalty rewards order

my goals



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

current
down

goal

need

break it

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

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.



May Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
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	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
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May 6 - May 12, 2024

MONDAY • 5/6

TODAY'S TASKS

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- ☐ _____
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TUESDAY • 5/7

TODAY'S TASKS

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- ☐ _____
- ☐ _____
- ☐ _____
- ☐ _____
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WEDNESDAY • 5/8

TODAY'S TASKS

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- ☐ _____
- ☐ _____
- ☐ _____
- ☐ _____

AM

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*This is not a get-rich-quick
gimmick. It's a roll-up-your-
sleeves and do-the-hard-things-
to-get-out plan.*

-Sarah Harnisch, Adversity.

Notes
+
Ideas



THURSDAY • 5/9

TODAY'S TASKS

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AM

PM

THREE BUSINESS GOALS

FRIDAY • 5/10

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 5/11

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 5/12

TODAY'S TASKS

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5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	



May 13 - May 19, 2024

MONDAY • 5/13

TODAY'S TASKS

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TUESDAY • 5/14

TODAY'S TASKS

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WEDNESDAY • 5/15

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*Tell your oils story in one
minute.*

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 5/16

TODAY'S TASKS

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FRIDAY • 5/17

TODAY'S TASKS

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SATURDAY • 5/18

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 5/19

TODAY'S TASKS

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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	



May 20 - May 26, 2024

MONDAY • 5/20

TODAY'S TASKS

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TUESDAY • 5/21

TODAY'S TASKS

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WEDNESDAY • 5/22

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



In this business, if you focus on your losses, you do not grow. You stay stuck. Don't look at the next rank. Look at the next small thing in front of you and set tiny goals.

-Sarah Harnisch, Adversity

Notes

+

Ideas



THURSDAY • 5/23

TODAY'S TASKS

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FRIDAY • 5/24

TODAY'S TASKS

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SATURDAY • 5/25

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 5/26

TODAY'S TASKS

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19	20	21	22	23	24	25
26	27	28	29	30	31	



May 27 - June 2, 2024

MONDAY • 5/27

TODAY'S TASKS

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TUESDAY • 5/28

TODAY'S TASKS

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WEDNESDAY • 5/29

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



My words for this year are:
show up.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 5/30

TODAY'S TASKS

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FRIDAY • 5/31

TODAY'S TASKS

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SATURDAY • 6/1

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 6/2

TODAY'S TASKS

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5 6 7 8 9 10 11

12 13 14 15 16 17 18

19 20 21 22 23 24 25

26 27 28 29 30 31



June

To Do List

Completed

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Unstuck

CHALLENGE #6:

HOW TO TALK TO HUMANS
& GET THEM TO RESPOND TO YOU

Mojo Method 3:

Vendor Events. Sign up for just one this month and try it out. Make sure you have a flip kit on hand and don't put too much time into the design of your booth: keep it focused on the Starter Bundle. One kit sale can be enough to make you feel like a superstar!



This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS





June 2024

Sunday

Monday

Tuesday

Wednesday

2	3	4	5
9	10	11	12
16 Father's Day	17	18	19
23 OGV	24	25	26
30			



Thursday	Friday	Saturday	promos
		1	190 250 300
6	7	8	
13	14	15	
OGV			
20	21	22	loyalty rewards order
27	28	29	my goals



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



June Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
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	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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June 3 - June 9, 2024

MONDAY • 6/3

TODAY'S TASKS

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TUESDAY • 6/4

TODAY'S TASKS

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WEDNESDAY • 6/5

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



You need to build this business because you do not know what is ahead. You don't build after the storm. You build for the storm.

-Sarah Harnisch, Adversity.

Notes
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Ideas



THURSDAY • 6/6

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 6/7

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 6/8

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 6/9

TODAY'S TASKS

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June 10 - June 16, 2024

MONDAY • 6/10

TODAY'S TASKS

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TUESDAY • 6/11

TODAY'S TASKS

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WEDNESDAY • 6/12

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



There is a neat little miracle that happens when you give what you don't think you have. Somehow, your team picks up on it and they give what they don't have, too. Suddenly, it's the power of duplication.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 6/13

TODAY'S TASKS

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FRIDAY • 6/14

TODAY'S TASKS

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SATURDAY • 6/15

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 6/16

TODAY'S TASKS

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June 17 - June 23, 2024

MONDAY • 6/17

TODAY'S TASKS

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TUESDAY • 6/18

TODAY'S TASKS

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WEDNESDAY • 6/19

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Sometimes God will give us hard.
Find a way through the hard.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 6/20

FRIDAY • 6/21

SATURDAY • 6/22

TODAY'S TASKS

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TODAY'S TASKS

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TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 6/23

TODAY'S TASKS

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June 24 - June 30, 2024

MONDAY • 6/24

TODAY'S TASKS

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TUESDAY • 6/25

TODAY'S TASKS

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WEDNESDAY • 6/26

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



If you've lost volume, leaders, legs, inspiration, joy, or Loyalty Rewards customers, I'm here to tell you that it can be built again, even if you feel like you've already signed everyone you know. Starting from where you are now is so much closer than where you were when you got your Starter Bundle. You are not at zero. You have experience. You know what to do. And you know where it goes because you've felt the power of the check.

-Sarah Harnisch, Adversity.

Notes
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Ideas



THURSDAY • 6/27

TODAY'S TASKS

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FRIDAY • 6/28

TODAY'S TASKS

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SATURDAY • 6/29

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 6/30

TODAY'S TASKS

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July

To Do List

Completed

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Unstuck

CHALLENGE #7: HOW TO TALK TO HUMANS & GET THEM TO RESPOND TO YOU

Start teaching classes to friends of friends.

Maybe you have a team of five people. The average person knows 2000 people by the time they are 20—and have 300+ contacts in their cell phone! Start teaching classes to your friends of friends. Get those people under you fired up, and offer an incentive to sign your team's circles.



[illegible]

VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS





Sunday

Monday

Tuesday

Wednesday

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OGV

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31

OGV



Thursday		Friday	Saturday
4 Independence Day	5	6	
11	12	13	
18	19	20	
25	26	27	
1	2	3	

promos

- 190
- 250
- 300

my goals



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



July Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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Prospect
Member on LR
Member not on LR
Brand Partner

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Member not on LR
Brand Partner

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Prospect
Member on LR
Member not on LR
Brand Partner

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July 1 - July 7, 2024

MONDAY • 7/1

TODAY'S TASKS

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TUESDAY • 7/2

TODAY'S TASKS

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WEDNESDAY • 7/3

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



What do you do when you have no fight left? You've signed everyone you know.

The fire is gone. Your leaders have dropped off. You're holding an empty basket in your hands. When I am at zero, I pray. All I can do is look up. Give it to God and move your feet.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 7/4

TODAY'S TASKS

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FRIDAY • 7/5

TODAY'S TASKS

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SATURDAY • 7/6

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 7/7

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July 8 - July 14, 2024

MONDAY • 7/8

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TUESDAY • 7/9

TODAY'S TASKS

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WEDNESDAY • 7/10

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Show me what self-sufficiency looks like.

-Sarah Harnisch, Adversity

Notes

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Ideas



THURSDAY • 7/11

TODAY'S TASKS

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FRIDAY • 7/12

TODAY'S TASKS

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SATURDAY • 7/13

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 7/14

TODAY'S TASKS

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July 15 - July 21, 2024

MONDAY • 7/15

TODAY'S TASKS

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TUESDAY • 7/16

TODAY'S TASKS

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WEDNESDAY • 7/17

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



I believe when you're at your lowest,
that's when God really shows up!

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 7/18

TODAY'S TASKS

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FRIDAY • 7/19

TODAY'S TASKS

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SATURDAY • 7/20

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 7/21

TODAY'S TASKS

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July 22 - July 28, 2024

MONDAY • 7/22

TUESDAY • 7/23

WEDNESDAY • 7/24

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Stop centering your attention on your troubles. Stop tallying all your frustrations like strikes against your business. Stop counting all the ways you've been hurt. The longer you focus on the negatives, the farther you push your team away. They were initially drawn to you because you led with hope.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 7/25

TODAY'S TASKS

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FRIDAY • 7/26

TODAY'S TASKS

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SATURDAY • 7/27

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 7/28

TODAY'S TASKS

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S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			



July 29 - August 4, 2024

MONDAY • 7/29

TODAY'S TASKS

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TUESDAY • 7/31

TODAY'S TASKS

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WEDNESDAY • 7/31

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*It's not about your gifts and talents, it's
about God's miracles!*

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 8/1

TODAY'S TASKS

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FRIDAY • 8/2

TODAY'S TASKS

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SATURDAY • 8/3

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 8/4

TODAY'S TASKS

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S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			



August

To Do List

Completed

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Unstuck

CHALLENGE #8:

HOW TO TALK TO HUMANS
& *GET THEM TO RESPOND TO YOU*

Textable classes.

Textable classes. Have you sent one? These are amazing! There are now textable classes for the Core 5: 101 oils, 102 Thieves, 103 NingXia, 104 CBD, and 105 Kids that are totally FREE on my website at oilabilityteam.com. Go to the site, click on "share" then "classes", copy the link of the class you want and text it to a friend. It's as if they sat in a class, even though they may be a state away from you. Then have good follow up. The challenge this month: text that class to at least 10 people and do good follow up. Meet their needs. People have no reason to give you their time if you don't have a solution for them.



Warm + Cold Market List

[illegible]

VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



August 2024

Sunday

Monday

Tuesday

Wednesday

4

5

6

7

11

12

13

14

18

19

20

21

25

26

27

28



Thursday		Friday	Saturday	promos
1	2	3	190 250 300	
8	9	10		
15	16	17		
OGV			loyalty rewards order	
22	23	24		
29	30	31	my goals	
		OGV		



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



August Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
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☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
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☐ ☐ ☐ ☐			
	Address		
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	Address		
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☐ ☐ ☐ ☐			
	Address		
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Prospect
Member on LR
Member not on LR
Brand Partner

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	Address		
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	Address		
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	Address		
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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
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	Address		
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	Address		
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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
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	Address		
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☐ ☐ ☐ ☐			
	Address		
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☐ ☐ ☐ ☐			
	Address		
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☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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August 5 - August 11, 2024

MONDAY • 8/5

TODAY'S TASKS

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TUESDAY • 8/6

TODAY'S TASKS

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WEDNESDAY • 8/7

TODAY'S TASKS

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS

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THREE BUSINESS GOALS

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If you will trust God, if you will walk out what He's put in front of you with this business, you will see success greater than the success you had before.

-Sarah Harnisch, Adversity.

Notes

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Ideas



THURSDAY • 8/8

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 8/9

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 8/10

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 8/11

TODAY'S TASKS

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18 19 20 21 22 23 24

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August 12 - August 18, 2024

MONDAY • 8/12

TODAY'S TASKS

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TUESDAY • 8/13

TODAY'S TASKS

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WEDNESDAY • 8/14

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*I believe when you're at your
lowest, that's when God really
gets to show off.*

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 8/15

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 8/16

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 8/17

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 8/18

TODAY'S TASKS

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18	19	20	21	22	23	24
25	26	27	28	29	30	31



August 19 - August 25, 2024

MONDAY • 8/19

TODAY'S TASKS

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TUESDAY • 8/20

TODAY'S TASKS

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WEDNESDAY • 8/21

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Walk it out and serve, with your purpose burning in front of you, warrior.

-Sarah Harnisch, Adversity

Notes + Ideas



THURSDAY • 8/22

TODAY'S TASKS

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FRIDAY • 8/23

TODAY'S TASKS

☐☐☐☐☐☐

SATURDAY • 8/24

TODAY'S TASKS

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AM

AM

AM

PM

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PM

THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 8/25

TODAY'S TASKS

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S M T W T F S

1 2 3

4 5 6 7 8 9 10

11 12 13 14 15 16 17

18 19 20 21 22 23 24

25 26 27 28 29 30 31



August 26 - September 1, 2024

MONDAY • 8/26

TODAY'S TASKS

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TUESDAY • 8/27

TODAY'S TASKS

☐☐☐☐☐☐

WEDNESDAY • 8/28

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Commit to praying specifically over the needs of your business, then show up. Show up when it hurts. Show up when it's hard. Show up when you're alone. Show up when you're overwhelmed. Show up when you don't believe. That's when you get to see front row seat miracles.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 8/29

TODAY'S TASKS

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FRIDAY • 8/30

TODAY'S TASKS

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SATURDAY • 8/31

TODAY'S TASKS

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AM

AM

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PM

PM

PM

THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 9/1

TODAY'S TASKS

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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31



September

To Do List

Completed

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Unstuck

CHALLENGE #9:

HOW TO TALK TO HUMANS
& GET THEM TO RESPOND TO YOU

Host a 101 in your home.

When was the last time you hosted a 101 in your home, to even a small group of people? Do one this month—especially if you’ve been distracted and focusing on other things. Get back to the basics. This job is your livelihood! You need to fight for it. Invite some friends from work or your spouse’s work, meet their needs so they have a reason to come, grab your kit and script and go.



[illegible]

VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS





September 2024

Sunday

Monday

Tuesday

Wednesday

1

Labor Day

2

3

4

8

9

10

11

15

16

17

18

OGV

22

23

24

25

29

30

1

2

OGV



Thursday 5	Friday 6	Saturday 7
12	13	14
19	20	21
26	27	28
3	4	5

promos

190

250

300

loyalty rewards order

my goals



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



September Goals

Prayer & Gratitude Journal

THANKS	•	LEADERS	•	GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
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September 2 - September 8, 2024

MONDAY • 9/2

TODAY'S TASKS

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TUESDAY • 9/3

TODAY'S TASKS

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WEDNESDAY • 9/4

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Do it again when you're unsure. Do it again when your check drops. Do it again when you're discouraged. Do it again when you've lost some of what you've built or lost momentum. Do it again when you face hardship and are exhausted. Do it because you know what to do and it works.

-Sarah Harnisch, Adversity.

Notes
+
Ideas



THURSDAY • 9/5

TODAY'S TASKS

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FRIDAY • 9/6

TODAY'S TASKS

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SATURDAY • 9/7

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 9/8

TODAY'S TASKS

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29	30					



September 9 - September 15, 2024

MONDAY • 9/9

TODAY'S TASKS

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TUESDAY • 9/10

TODAY'S TASKS

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WEDNESDAY • 9/11

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Say to God: this is YOUR day. I give all my hardship and busyness to you. I surrender my fear, exhaustion, and defeat. I give you my time and my emotions. Give me strength for the battle.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 9/12

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 9/13

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 9/14

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 9/15

TODAY'S TASKS

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September 16 - September 22, 2024

MONDAY • 9/16

TODAY'S TASKS

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TUESDAY • 9/17

TODAY'S TASKS

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WEDNESDAY • 9/18

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



If you are feeling too defeated to move, pick one activity that leads to direct OGV growth and do it every single week. If it were me, I'd teach oils to one new person. Keep it simple. Script, kit, human, repeat.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 9/19

TODAY'S TASKS

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FRIDAY • 9/20

TODAY'S TASKS

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SATURDAY • 9/21

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 9/22

TODAY'S TASKS

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8 9 10 11 12 13 14

15 16 17 18 19 20 21

22 23 24 25 26 27 28

29 30



September 23 - September 29, 2024

MONDAY • 9/23

TODAY'S TASKS

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TUESDAY • 9/24

TODAY'S TASKS

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WEDNESDAY • 9/25

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Share oils strategically.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 9/26

TODAY'S TASKS

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FRIDAY • 9/27

TODAY'S TASKS

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SATURDAY • 9/28

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 9/29

TODAY'S TASKS

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15 16 17 18 19 20 21
22 23 24 25 26 27 28
29 30



September 30 - October 6, 2024

MONDAY • 9/30

TODAY'S TASKS

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TUESDAY • 10/1

TODAY'S TASKS

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WEDNESDAY • 10/2

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*Keep your eyes on needs, not
on your own problems. That's
how you share oils.*

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 10/3

TODAY'S TASKS

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FRIDAY • 10/4

TODAY'S TASKS

☐☐☐☐☐☐

SATURDAY • 10/5

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 10/6

TODAY'S TASKS

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13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		



October

To Do List

Completed

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Unstuck

CHALLENGE #10:

HOW TO TALK TO HUMANS
& GET THEM TO RESPOND TO YOU

Connect with you.

Rather than connecting with humans this month, as we have done for the last 9 months, connect with you. Do you remember why you're doing this business? Have you sat down and made a bucket list and a vision board lately? If you need encouragement or a reason to move, go check out this video: https://oilabilityteam.com/meet-sarah/#video_1



This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



October 2024

Sunday

Monday

Tuesday

Wednesday

1

2

6

7

Columbus Day

8

9

13

14

15

16

OGV

20

21

22

23

27

28

29

30

OGV



3	4	5
10	11	12
17	18	19
24	25	26
31	1	2

Thursday

Friday

Saturday

promos

190

250

300

oilabilityteam.com

loyalty rewards order

my goals



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



October Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
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	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		



*It's time to reorder
your Gameplanner!*



Pick up the 2025 edition at
oilabilityteam.com
(shop / Gameplanner)



October 7 - October 13, 2024

MONDAY • 10/7

TODAY'S TASKS

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TUESDAY • 10/8

TODAY'S TASKS

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WEDNESDAY • 10/9

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Is Young Living worth it? I want to be under this kind of leadership! I want this kind of community. I want these products. I want this innovation. I want to awake the sleeping dragon! I'm here for the long-haul. I am as madly in love now as I was more than half a decade ago. It's time to pick the bricks up off the ground and start building the next castle.

-Sarah Harnisch, Adversity.

Notes
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Ideas



THURSDAY • 10/10

TODAY'S TASKS

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FRIDAY • 10/11

TODAY'S TASKS

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SATURDAY • 10/12

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 10/13

TODAY'S TASKS

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October 14 - October 20, 2024

MONDAY • 10/14

TODAY'S TASKS

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THREE BUSINESS GOALS

TUESDAY • 10/15

TODAY'S TASKS

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THREE BUSINESS GOALS

WEDNESDAY • 10/16

TODAY'S TASKS

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THREE BUSINESS GOALS



Network marketing is a head game. Stop beating yourself up.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 10/17

TODAY'S TASKS

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FRIDAY • 10/18

TODAY'S TASKS

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SATURDAY • 10/19

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 10/20

TODAY'S TASKS

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October 21 - October 27, 2024

MONDAY • 10/21

TODAY'S TASKS

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THREE BUSINESS GOALS

TUESDAY • 10/22

TODAY'S TASKS

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THREE BUSINESS GOALS

WEDNESDAY • 10/23

TODAY'S TASKS

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THREE BUSINESS GOALS



Look back two ranks. Then do those actions.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 10/24

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 10/25

TODAY'S TASKS

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THREE BUSINESS GOALS

SATURDAY • 10/26

TODAY'S TASKS

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THREE BUSINESS GOALS

SUNDAY • 10/27

TODAY'S TASKS

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October 28 - November 3, 2024

MONDAY • 10/28

TODAY'S TASKS

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TUESDAY • 10/29

TODAY'S TASKS

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WEDNESDAY • 10/30

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Get in front of your team. Every single time, without fail, when I invest in a leader face to face, they show up.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 10/31

TODAY'S TASKS

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FRIDAY • 11/1

TODAY'S TASKS

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SATURDAY • 11/2

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 11/3

TODAY'S TASKS

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November

To Do List

Completed

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Unstuck

CHALLENGE #11:

HOW TO TALK TO HUMANS
& GET THEM TO RESPOND TO YOU

Open your door and talk to humans.

Take the “open your door and talk to humans” challenge. I literally want you to walk outside and take a survey. Are there people walking? Have you spoken with the neighbors in your subdivision? If you live in a rural area, drive a few miles and see what you can find. Have you talked to the people at your post office? Is there a regular gas station attendant that you see? Talk to the humans. Start building connections that will lead to a kit. Where do you volunteer? Keep a running list of the humans you see monthly in your cold market list in the back of the Game-planner. Then talk to the humans.



[illegible]

VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



November 2024

Sunday

Monday

Tuesday

Wednesday

3

4

5

6

10

11

Veterans Day

12

13

17

18

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24

25

26

27



Thursday	Friday	Saturday	promos
1	2	190	
		250	
7	8 Election Day	9 300	
14	15	16	
	OGV		
21	22	22	
28 Thanksgiving Day	29	30	
		OGV	

loyalty rewards order

my goals

oilabilityteam.com



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



November Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
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Prospect
Member on LR
Member not on LR
Brand Partner

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Prospect
Member on LR
Member not on LR
Brand Partner

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Prospect
Member on LR
Member not on LR
Brand Partner

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November 4 - November 10, 2024

MONDAY • 11/4

TODAY'S TASKS

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TUESDAY • 11/5

TODAY'S TASKS

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WEDNESDAY • 11/6

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Walk in with no expectations.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 11/7

TODAY'S TASKS

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FRIDAY • 11/8

TODAY'S TASKS

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SATURDAY • 11/9

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 11/10

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November 11 - November 17, 2024

MONDAY • 11/11

TODAY'S TASKS

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TUESDAY • 11/12

TODAY'S TASKS

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WEDNESDAY • 11/13

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Don't ever, ever give up on your leaders.

-Sarah Harnisch, Adversity

Notes
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Ideas



THURSDAY • 11/14

TODAY'S TASKS

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FRIDAY • 11/15

TODAY'S TASKS

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SATURDAY • 11/16

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 11/17

TODAY'S TASKS

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November 18 - November 24, 2024

MONDAY • 11/18

TODAY'S TASKS

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TUESDAY • 11/19

TODAY'S TASKS

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WEDNESDAY • 11/20

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*Make every person on your team
feel like they are the center of your
world. Your business is not as
precious as your relationship with
them.*

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 11/21

TODAY'S TASKS

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FRIDAY • 11/22

TODAY'S TASKS

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SATURDAY • 11/23

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 11/24

TODAY'S TASKS

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November 25 - December 1, 2024

MONDAY • 11/25

TODAY'S TASKS

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TUESDAY • 11/26

TODAY'S TASKS

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WEDNESDAY • 11/27

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*There's one truly important thing
that happens when you teach: you
grow!*

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 11/28

TODAY'S TASKS

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FRIDAY • 11/29

TODAY'S TASKS

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SATURDAY • 11/30

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 12/1

TODAY'S TASKS

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December

To Do List

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Unstuck

CHALLENGE #12:

HOW TO TALK TO HUMANS
& GET THEM TO RESPOND TO YOU

Take your business online.

You've done all the challenges. Did you do them all year? Go back to month one and compare your OGV. If it's higher, you did something right this year. If it's the same, you need to work on bringing more people in. We're going to try something a bit different this last month: taking your business online. If you haven't done an online class yet—this is your month! Get on Facebook and try a Facebook live in an event. Pick friends that live in another state—that you can't get to your current classes. Maybe there are only one or two people in the event, but it's still worth it (remember the size of their friend circle?) Meet their needs. Love people. Be like Gary—they are the only person in the room. If your business is always about them, your business will grow.

The message is always about meeting the need.

It's time to get Unstuck!



[illegible]

VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



December 2024

Sunday

Monday

Tuesday

Wednesday

1

2

3

4

8

9

10

11

15

16

17

18

OGV

22

23

24

Christmas Eve

25

Christmas Day

29

30

31

New Year's Eve

1

OGV



Thursday 5	Friday 6	Saturday 7
12	13	14
19	20	21
26	27	28
2	3	4

promos

190

250

300

loyalty rewards order

my goals



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

*current
down*

goal

need

break it

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

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.



December Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
☐ ☐ ☐ ☐			
	Address		
	Core 5 training: ☐ 101 Oils ☐ 102 Thieves ☐ 103 NingXia ☐ 104 CBD ☐ 105 The Kids Class ☐ Gift the Scriptbook Mini ☐ Complete Fearless & Fearless Calendar ☐ Gift the Gameplan Scriptbook		
☐ ☐ ☐ ☐			
	Address		
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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
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	Address		
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☐ ☐ ☐ ☐			
	Address		
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☐ ☐ ☐ ☐			
	Address		
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	Address		
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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

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Prospect
Member on LR
Member not on LR
Brand Partner

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	Address		
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December 2, - December 8, 2024

MONDAY • 12/2

TODAY'S TASKS

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TUESDAY • 12/3

TODAY'S TASKS

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WEDNESDAY • 12/4

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Make it a goal to grow your OGV
by 1000 every month.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 12/5

TODAY'S TASKS

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FRIDAY • 12/6

TODAY'S TASKS

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SATURDAY • 12/7

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 12/8

TODAY'S TASKS

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8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				



December 9 - December 15, 2024

MONDAY • 12/9

TODAY'S TASKS

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- ☐ _____
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AM

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THREE BUSINESS GOALS

TUESDAY • 12/10

TODAY'S TASKS

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THREE BUSINESS GOALS

WEDNESDAY • 12/11

TODAY'S TASKS

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AM

PM

THREE BUSINESS GOALS



It's good to be broken. Perfection is not duplicatable.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 12/12

TODAY'S TASKS

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THREE BUSINESS GOALS

FRIDAY • 12/13

TODAY'S TASKS

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AM

PM

THREE BUSINESS GOALS

SATURDAY • 12/14

TODAY'S TASKS

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AM

PM

THREE BUSINESS GOALS

SUNDAY • 12/15

TODAY'S TASKS

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S M T W T F S

1 2 3 4 5 6 7

8 9 10 11 12 13 14

15 16 17 18 19 20 21

22 23 24 25 26 27 28

29 30 31



December 16 - December 22, 2024

MONDAY • 12/16

TODAY'S TASKS

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TUESDAY • 12/17

TODAY'S TASKS

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WEDNESDAY • 12/18

TODAY'S TASKS

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AM

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PM

PM

THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



*Sometimes it feels like you have
nothing to give, but you have so much
more than the person beside you who
needs hope.*

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 12/19

TODAY'S TASKS

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FRIDAY • 12/20

TODAY'S TASKS

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SATURDAY • 12/21

TODAY'S TASKS

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AM

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 12/22

TODAY'S TASKS

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S	M	T	W	T	F	S
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15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				



December 23 - December 29, 2024

MONDAY • 12/23

TODAY'S TASKS

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TUESDAY • 12/24

TODAY'S TASKS

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WEDNESDAY • 12/25

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Find your need and be in their space, in your brokenness, in your aloneness, in your forgottenness, in your 'I'm not good enough to build this business-ness.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 12/26

TODAY'S TASKS

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FRIDAY • 12/27

TODAY'S TASKS

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SATURDAY • 12/28

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 12/29

TODAY'S TASKS

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S M T W T F S

1 2 3 4 5 6 7

8 9 10 11 12 13 14

15 16 17 18 19 20 21

22 23 24 25 26 27 28

29 30 31



December 30 - January 5, 2025

MONDAY • 12/30

TODAY'S TASKS

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TUESDAY • 12/31

TODAY'S TASKS

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WEDNESDAY • 1/1

TODAY'S TASKS

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AM

AM

AM

PM

PM

PM

THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



The distance of time since your last class means nothing today.

The rank you once had, but can't seem to re-attain, is not branded on your arm. It's time to pick up your mat and walk.

-Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/2

TODAY'S TASKS

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FRIDAY • 1/3

TODAY'S TASKS

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SATURDAY • 1/4

TODAY'S TASKS

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AM

AM

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PM

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PM

THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/5

TODAY'S TASKS

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S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				



January

To Do List

Completed

☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐



Unstuck

CHALLENGE #1: HOW TO TALK TO HUMANS & GET THEM TO RESPOND TO YOU

Go through your cell phone contacts list and add names to your warm market.

Start to make contact with them and build relationships, without oils first.

Now, I'm going to give you a good kick in the face, right from the get-go when you have this planner and are fired up. Let's pair this month's challenge with my tiny Gameplan book for new builders, Ignite. This small book is designed for Stars or Senior Stars just getting started, without overwhelming them.

Can you do all three IPA's—Income Producing Activities—for 52 straight weeks? Can you teach a class a week (4-6 classes a month), train your leaders on ER using the Core 5 classes and Fearless and the Fearless calendar, and train your leaders using Ignite and Gameplan—at least twice a year?

There are 52 checkboxes on the back of this page. Let's see if you can do the whole thing.

I want you to write your beginning OGV down right here: _____

and your ending OGV right here after a year: _____

and look at the power of focus.

If you complete all 52 weeks, email me at oilabilitywithsarah@gmail.com, and I'll send you something special in the mail as a congratulations for your massive achievement!





Unstuck

CHALLENGE #1: HOW TO TALK TO HUMANS & GET THEM TO RESPOND TO YOU

I Accept the Unstuck Challenge!

- | | | | | | |
|---------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| ☐ Week 1 | ☐ Week 10 | ☐ Week 19 | ☐ Week 28 | ☐ Week 37 | ☐ Week 46 |
| ☐ Week 2 | ☐ Week 11 | ☐ Week 20 | ☐ Week 29 | ☐ Week 38 | ☐ Week 47 |
| ☐ Week 3 | ☐ Week 12 | ☐ Week 21 | ☐ Week 30 | ☐ Week 39 | ☐ Week 48 |
| ☐ Week 4 | ☐ Week 13 | ☐ Week 22 | ☐ Week 31 | ☐ Week 40 | ☐ Week 49 |
| ☐ Week 5 | ☐ Week 14 | ☐ Week 23 | ☐ Week 32 | ☐ Week 41 | ☐ Week 50 |
| ☐ Week 6 | ☐ Week 15 | ☐ Week 24 | ☐ Week 33 | ☐ Week 42 | ☐ Week 51 |
| ☐ Week 7 | ☐ Week 16 | ☐ Week 25 | ☐ Week 34 | ☐ Week 43 | ☐ Week 52 |
| ☐ Week 8 | ☐ Week 17 | ☐ Week 26 | ☐ Week 35 | ☐ Week 44 | |
| ☐ Week 9 | ☐ Week 18 | ☐ Week 27 | ☐ Week 36 | ☐ Week 45 | |



VISION FOR THE Month

Strategy

Last Month's Ending OGV: _____

This Month's Ending OGV: _____

This Month's Goal: _____

Last Month's Ending LR %: _____

This Month's Ending LR %: _____

This Month's Goal: _____

Number of New Members This Month: _____

My Personally Enrolled:

Last Month's Ending OGV *This Month's Ending OGV*

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

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

Last Month's Income *This Month's Income*

Last Month's Rank

This Month's Rank

END OF
THE
Month
STATS



Gameplan Rank-Mapping

Set your business hours.

My goal this week is _____ hours a day.

M _____ T _____ W _____ TH _____ F _____ S _____

Set OGV goals.

Current OGV _____ OGV Goal _____ OGV Needed _____

current
down

goal

need

break it

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

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.



January Goals

Prayer & Gratitude Journal

THANKS

LEADERS

GOALS

Idea box!

IPAs, SOCIAL MEDIA, OUTREACH

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Training

PRODUCT OF THE WEEK

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Tracker

WEEKLY CONTESTS, ETC.

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Wellness

WHAT NEW YOUNG LIVING PRODUCT HAVE YOU TRIED THIS WEEK?

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____

Recap

WEEKLY BUSINESS

- Week 1 _____
- Week 2 _____
- Week 3 _____
- Week 4 _____



January 2025

Sunday

Monday

Tuesday

Wednesday

1

New Year's Day

5

6

7

8

12

13

14

15

OGV

19

20

Martin Luther King Jr. Day

21

22

26

27

28

29



Thursday		Friday	Saturday	promos
2	3	4	190 250 300	
9	10	11		
16	17	18		
23	24	25		
30	31	1		

OGV

loyalty rewards order

my goals



Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

	Date	Name	Items Mailed
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	Address		
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Prospect
Member on LR
Member not on LR
Brand Partner

Follow Up

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January 6, - January 12, 2025

MONDAY • 1/6

TODAY'S TASKS

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TUESDAY • 1/7

TODAY'S TASKS

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WEDNESDAY • 1/8

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Get the OGV for your work. If the class or event leads to no OGV, what was the purpose?

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/9

TODAY'S TASKS

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FRIDAY • 1/10

TODAY'S TASKS

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SATURDAY • 1/11

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/12

TODAY'S TASKS

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January 13 - January 19, 2025

MONDAY • 1/13

TODAY'S TASKS

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TUESDAY • 1/14

TODAY'S TASKS

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WEDNESDAY • 1/15

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Throughout the pandemic, we lost one of our greatest tools in this business: the gift of togetherness. Now, people will do anything to have community. Use that to your advantage.

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/16

TODAY'S TASKS

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FRIDAY • 1/17

TODAY'S TASKS

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SATURDAY • 1/18

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/19

TODAY'S TASKS

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January 20 - January 26, 2025

MONDAY • 1/20

TODAY'S TASKS

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TUESDAY • 1/21

TODAY'S TASKS

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WEDNESDAY • 1/22

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



People in a room = fire!

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/23

TODAY'S TASKS

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FRIDAY • 1/24

TODAY'S TASKS

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SATURDAY • 1/25

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 1/26

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January 27 - February 2, 2025

MONDAY • 1/27

TUESDAY • 1/28

WEDNESDAY • 1/29

TODAY'S TASKS

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TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS



Be around your runners. They will give you mojo. If you have no leaders, be around the people spending money in your organization, because there is something they love. Love will get you excited.

- Sarah Harnisch, Adversity

Notes
+
Ideas



THURSDAY • 1/30

TODAY'S TASKS

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FRIDAY • 1/31

TODAY'S TASKS

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SATURDAY • 2/1

TODAY'S TASKS

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THREE BUSINESS GOALS

THREE BUSINESS GOALS

THREE BUSINESS GOALS

SUNDAY • 2/2

TODAY'S TASKS

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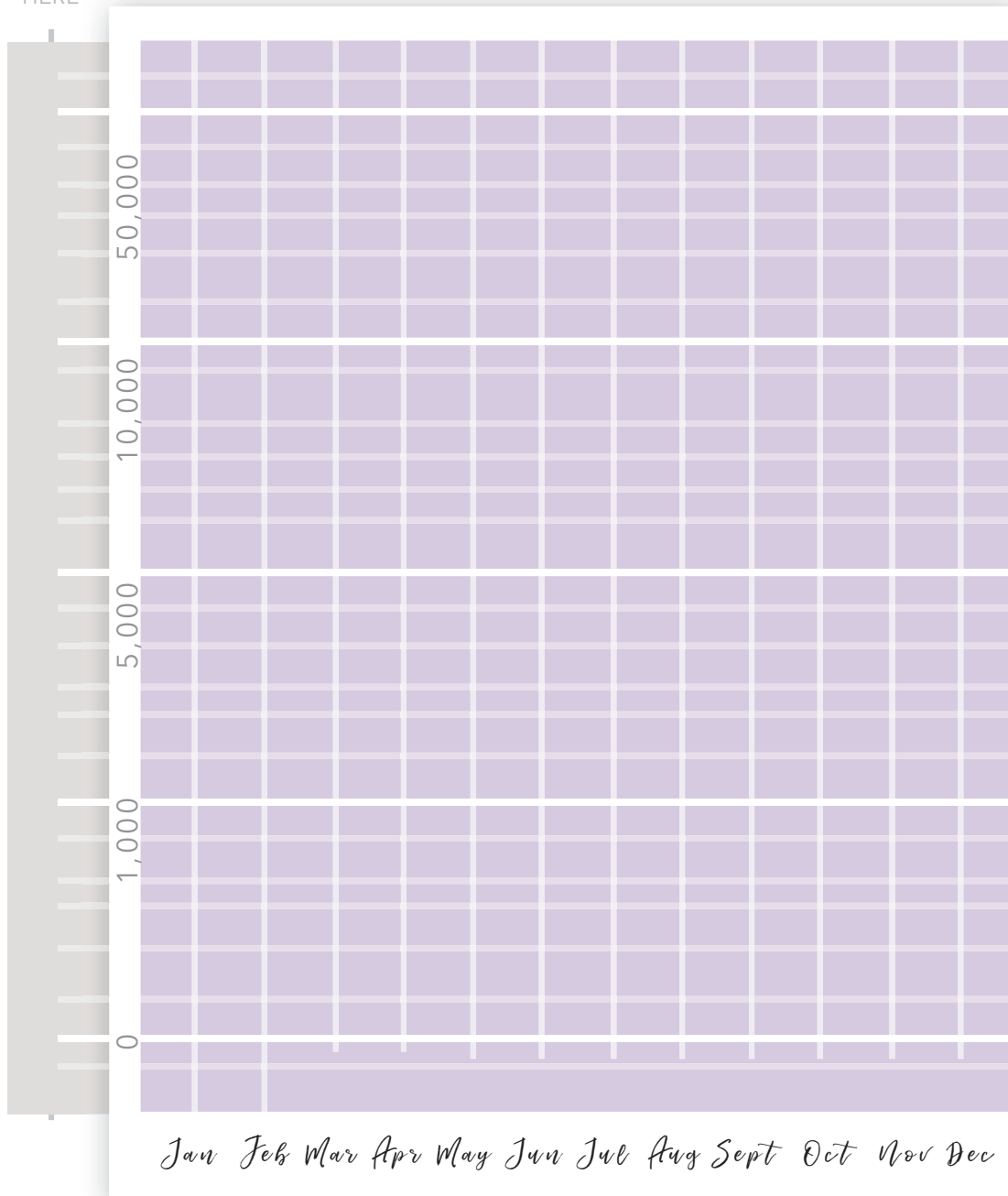
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Track Your OGV

Sketch
your
own
benchmark
OGV
HERE

*Plot your ending month OGV on the graph so you
can rate your progress month to month.*



JANUARY 2024						
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JULY 2024						
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NOVEMBER 2024						
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DECEMBER 2024						
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TRAIN 2 to TRAIN 2
RINSE + REPEAT.
SARAH HARNISCH, GAMEPLAN





Notes





Notes





A series of horizontal blue lines spanning the width of the page, providing a structured area for writing notes.





CORE 5 CLASSES

Want to grow your OGV?

Teach! Product education is the key.

There are 3 ways to do this effectively.

- 1 Teach the scripts in the front of this planner.
- 2 Go to oilabilityteam.com and snag the Core 5 content;



101 OILS



102 THIEVES



103 NINGXIA



104 CBD



- 3 Hand out the BRAND NEW Gameplan Oils Scriptbook for continuing education for your team!

For each button (under oilabilityteam.com and "share", you'll find a full professionally-designed powerful Powerpoint, bonus slides to customize the content for your team, a textable class, graphics for marketing, Scavenger Hunt calendars, demos of the classes, the complete script in downloadable form, and more. It's never been easier to point, click, and teach.

And it's all FREE.





Gameplan Business Tools

Gameplan Scriptbook for Oilers by
Sarah Harnisch
Gameplan Scriptbook for Business
Builders by *Sarah Harnisch*
Gameplan Scriptbook Workbook by
Sarah Harnisch
Diamond Rising Deck
Gameplan by *Sarah Harnisch*
Gameplan Workbook by *Sarah Harnisch*
Your Gameplan (Mini) by *Sarah Harnisch*
Ignite by *Sarah Harnisch*
Unstuck by *Sarah Harnisch*
Unstuck Workbook by *Sarah Harnisch*
Fearless (Mini) by *Sarah Harnisch*
Essential Oils 101 Audio CD
Toxin Free Life Audio CD

oilabilityteam.com

Business Websites/Resources

Oilabilityteam.com
discoverlsp.com
taxbot.com

Facebook Groups

Oil Ability with Sarah Harnisch
Essential Oil Club (E.O.C.) *Jim Bob Haggerton*

Oily Books & Personal Development

D Gary Young: The World Leader in
Essential Oils

Gameplan by *Sarah Harnisch*

Journey to Health & Wealth by *Steve &
Nancy Sheridan*

Conquering Toxic Emotions by *Rhonda Favano*

There's an Oil for That by *Lucy Lubido*

Go Pro, 7 Steps to Becoming a Net-
work Marketing Professional by *Eric Worre*

The 7 Habits of Highly Effective
Network Marketing Professionals by
Stephen R. Covey



GAMEPLAN RESOURCES THAT WILL EXPLODE YOUR BUSINESS

To rank, stay focused on the only three things that directly grow your business:

- Hold classes
- Follow up *and get people on Subscribe to Save*
- Train your leaders using Gameplan

Hold Class

Essential Oils 101 Audio CD

This is a 45 minute class on audio cd, recorded in a professional studio. The who, where, when, what, why of oils. Sarah uses these in her purple bags as a “class in a bag” to hand to complete strangers... and friends.



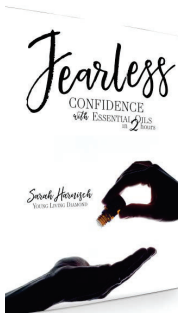
Toxin Free Life Audio CD

This is a 30 minute class on the Thieves line on audio cd, recorded in a professional studio. This targets cleaning supplies and toxins in the home. It's designed for those who aren't ready to jump in with oils yet, but really like the concept of a toxin free life.

FREE RESOURCES

The textable 101 audio class and Toxin Free life classes, the online Beauty School, and the 101 powerpoint at oilabilityteam.com! Look under “Share”.

Follow Up

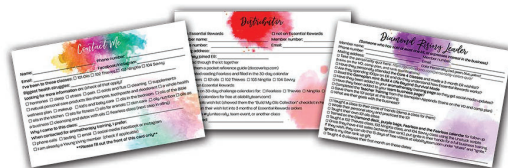


Fearless

This little book is a powerhouse, and the first of its kind in all of Young Living. For the majority of the people you share oils with, this is their first exposure to natural health. They are overwhelmed. This book is a systematic step-by-step oils explosion to get your new oiler emptying their bottles with courage. It trains the toxin-free lifestyle. It's the first book that should go out to every new kit holder. (also use the audio CDs mentioned above and the “Your Gameplan” business mini)

Diamond Rising Decks

are a full-on follow up system. You've had tools for your new oiler—this tool is for YOU. It takes the FEAR out of follow up for the very first time. The average person needs to be approached 7 to 15 times before they will commit to the lifestyle. This gives you specific steps, tools, and concise training so you know exactly what comes next in each of those conversations, and it's never awkward for you. You simply stick to the system. Contact Me cards are for prospects. You'll learn their biggest health struggles, what areas of aromatherapy they want to learn more about, if they're already in Young Living, and how to best contact them. The Distributor cards are for people who have joined your team—and they're run through a powerful aromatherapy funnel that will drive them to research, label read, and take control of their own health. The Diamond Rising Leader cards take your budding leaders through an entire business funnel, step by step, from the starter kit all the way to Royal Crown Diamond. You track their entire Young Living journey on a series of three 4x6 cards, with simple checkmarks and minutes a day. It's a powerful and duplicatable system that works.



Train Your Leaders



Gameplan Book

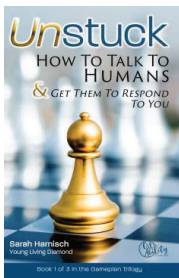
The first duplicatable affordable training system in all of Young Living in the form of a book. This series went to number 1 on Amazon's entrepreneur category and sold over 700-thousand copies. How do you train your leaders? Use the book, workbook, and the free bootcamp at oilabilityteam.com. 25 chapters in the book, 25 worksheets, 12 free videos averaging 30 minutes each. Take it at your pace, pull two leaders through it, and rinse and repeat your way to Diamond. The system has worked for thousands upon thousands of Young Living distributors.

Gameplan Workbook

This is a critical part of the training system. It customizes the Gameplan book for you. This puts action to the things you read in the book and gets you to move.

Your Gameplan (the mini)

This is the first digestible prospecting book in all of Young Living. This book does the talking on the business for you. It covers the eight perks to a Young Living business, the Income Disclosure guide, and gets your prospect stacking up their job against a Young Living home based business.

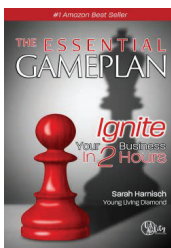


Unstuck

is the 2ND BOOK IN THE GAMEPLAN TRILOGY! Sarah collected thousands of responses and categorized them into 15 types of classes that have results. She lists four tried-and-true mojo methods to pull you out of a rut. There's 100 pages of Young Living specific mindset training, coaching to craft your personal story, how to lead with Subscribe to Save in a compelling way that trains the lifestyle, training to set up an aromatherapy and business funnel that makes it comfortable to have multiple conversations to get your new oiler on ER. There are four scripts for the four starter kits—including a powerful NingXia script and a new Savvy Makeup script. She's collected dozens of leading sentences, tips for opening conversations with cold and warm market leads, and suggestions for following up. If your struggle is finding and connecting with humans, this will be the catapult your business has been waiting for.

Unstuck Workbook

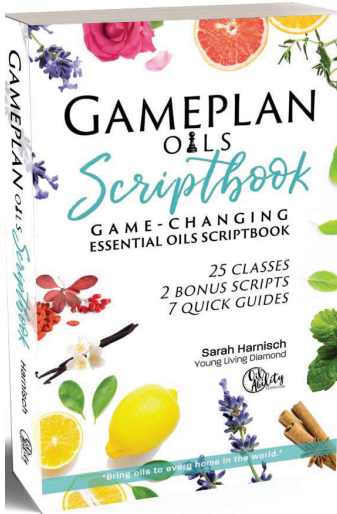
pairs perfectly with the Unstuck book. Unstuck gives you the knowledge and tools. The workbook tailors that knowledge directly to your needs and custom fits your experiences to the book to make it come alive for you. You'll find practical, tangible homework assignments inside that drive your business forward and pull you from a place of fear. It's not to be skipped! This is your personal Unstuck accountability system!



Ignite

is a cliff-notes version of the full Gameplan book. This concise book is designed for your leaders that are not "all in" yet—those that are whetting their appetites with Young Living or are overwhelmed by a large book. Beta tested on dozens of blue personalities, the average read time for this book is 42 minutes. Yet it hits all the important topics that a new builder needs to know from the get-go: Loyalty Rewards, the Virtual Office, the compensation plan, simple strategy, how you are paid, and the power and importance of consistently teaching. It ends with two scripts and a challenge to teach their first class to a family member or friend that night. If your leaders have clocked out or have stopped doing the things that got them to their rank in the first place—or if they're new and you have a blank slate, Ignite is the perfect tool.



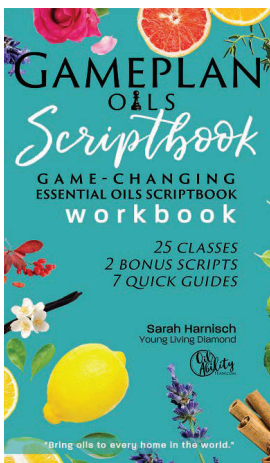
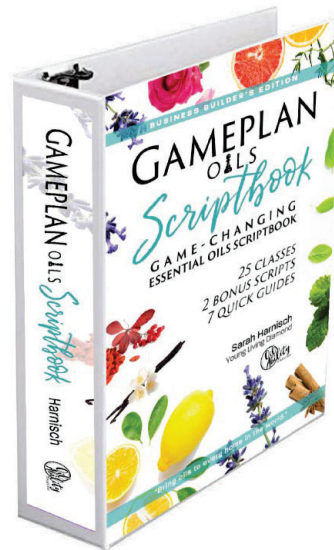


Gameplan Oils Scriptbook (Oiler's Edition)

The first duplicatable affordable training system in all of Young Living in the form of a book. This series went to number 1 on Amazon's entrepreneur category and sold over 700-thousand copies. How do you train your leaders? Use the book, workbook, and the free boot-camp at oilabilityteam.com. 25 chapters in the book, 25 worksheets, 25 free videos. Take it at your pace, pull two leaders through it, and rinse and repeat to Diamond!

Gameplan Oils Scriptbook for Business Builders (Teacher's Edition)

Contains the same content as the Oiler's Edition, but set up with tabs, larger print, and in a binder format for easy teaching.

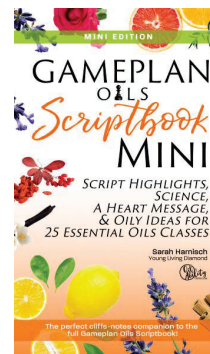


Gameplan Oils Scriptbook Workbook

Customize all the training in the Gameplan Scriptbook to you! Contains action steps, tailored training sheets, oils at 190, 250 and 300pv for each script, additional ER ideas, and places to journal and take notes on your journey!

Gameplan Oils Scriptbook Mini

That is right! We have taken the full 640-page Gameplan Scriptbook and condensed it to 65 pages in mini form! It is the size of Fearless! I am SO EXCITED TO INTRODUCE THE SCRIPTBOOK MINI TO YOU!



oilabilityteam.com



Now Available

GAMEPLAN OILS Scriptbook

GAME-CHANGING
ESSENTIAL OILS SCRIPTBOOK



This is a powerful gift
for Oiler's and Business Builders!

Aromatherapy training in one place!

- 👤 25 well-organized oils scripts that read like a novel
- 👤 2 bonus scripts, including natural remedies for colds and flus
- 👤 7 quick protocols with digital download calendars

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OVERCOMING ADVERSITY

15 THINGS TO DO TO PULL YOURSELF OUT OF A RUT

The Mental Game

Adversity Tip 1: Stop Beating Yourself Up

Adversity Tip 2: Look Back Two Ranks

Adversity Tip 3: Get in Front of Your Team

Grow Your OGV by 1000 a Month

Adversity Tip 4: Teach

Adversity Tip 5: Get to Events

Adversity Tip 6: Map Your Rank

Gaining Momentum: Tips to Build Your Own Mojo

Adversity Tip 7: Marketing

Adversity Tip 8: Be Around Your Runners

Adversity Tip 9: Low-Hanging Fruit

Gameplan All Over Again

Adversity Tip 10: Back to the Basics

Adversity Tip 11: Don't Pay Attention to the Noise

Adversity Tip 12: Speak Life

Be Present, Warrior!

Adversity Tip 13: Expand Your Circle

Adversity Tip 14: Show Up

Adversity Tip 15: Remember Your Why

COMING SOON!
ADVERSITY BOOK,
WORKBOOK & MINI



My Stats at a Glance

2024

Pull data from the YL Insights app
available in the app store

January

February

March

April

Team Size: _____	Team Size: _____	Team Size: _____	Team Size: _____
Customers: _____	Customers: _____	Customers: _____	Customers: _____
Brand Partners: _____	Brand Partners: _____	Brand Partners: _____	Brand Partners: _____
Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____
PV: _____	PV: _____	PV: _____	PV: _____
Loyalty Rewards PV: _____	Loyalty RewardsPV: _____	Loyalty RewardsPV: _____	Loyalty Rewards PV: _____
OGV: _____	OGV: _____	OGV: _____	OGV: _____
Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____
PGV: _____	PGV: _____	PGV: _____	PGV: _____
Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____
Pace OGV: _____	Pace OGV: _____	Pace OGV: _____	Pace OGV: _____
Projected OGV: _____	Projected OGV: _____	Projected OGV: _____	Projected OGV: _____
New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____
Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____
Team Growth: _____	Team Growth: _____	Team Growth: _____	Team Growth: _____
New Rankers: _____	New Rankers: _____	New Rankers: _____	New Rankers: _____
Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____
Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____
Proj. LR This Month: _____	Proj. LR This Month: _____	Proj. LRThis Month: _____	Proj. LR This Month: _____
Remaining STS: _____	Remaining STS: _____	Remaining STS: _____	Remaining STS: _____
Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____
Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____
Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____
Enrollers: _____	Enrollers: _____	Enrollers: _____	Enrollers: _____
% Enrolling: _____	% Enrolling: _____	% Enrolling: _____	% Enrolling: _____
Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____
2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____
Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____
Stars: _____	Stars: _____	Stars: _____	Stars: _____
Executives: _____	Executives: _____	Executives: _____	Executives: _____
Silvers: _____	Silvers: _____	Silvers: _____	Silvers: _____
Golds: _____	Golds: _____	Golds: _____	Golds: _____
Platinums: _____	Platinums: _____	Platinums: _____	Platinums: _____
Diamonds: _____	Diamonds: _____	Diamonds: _____	Diamonds: _____
Paycheck: _____	Paycheck: _____	Paycheck: _____	Paycheck: _____



My Stats at a Glance

2024

Pull data from the YL Insights app
available in the app store

May

June

July

August

Team Size: _____	Team Size: _____	Team Size: _____	Team Size: _____
Customers: _____	Customers: _____	Customers: _____	Customers: _____
Brand Partners: _____	Brand Partners: _____	Brand Partners: _____	Brand Partners: _____
Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____
PV: _____	PV: _____	PV: _____	PV: _____
Loyalty Rewards PV: _____	Loyalty RewardsPV: _____	Loyalty RewardsPV: _____	Loyalty Rewards PV: _____
OGV: _____	OGV: _____	OGV: _____	OGV: _____
Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____
PGV: _____	PGV: _____	PGV: _____	PGV: _____
Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____
Pace OGV: _____	Pace OGV: _____	Pace OGV: _____	Pace OGV: _____
Projected OGV: _____	Projected OGV: _____	Projected OGV: _____	Projected OGV: _____
New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____
Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____
Team Growth: _____	Team Growth: _____	Team Growth: _____	Team Growth: _____
New Rankers: _____	New Rankers: _____	New Rankers: _____	New Rankers: _____
Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____
Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____
Proj. LR This Month: _____	Proj. LR This Month: _____	Proj. LRThis Month: _____	Proj. LR This Month: _____
Remaining STS: _____	Remaining STS: _____	Remaining STS: _____	Remaining STS: _____
Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____
Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____
Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____
Enrollers: _____	Enrollers: _____	Enrollers: _____	Enrollers: _____
% Enrolling: _____	% Enrolling: _____	% Enrolling: _____	% Enrolling: _____
Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____
2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____
Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____
Stars: _____	Stars: _____	Stars: _____	Stars: _____
Executives: _____	Executives: _____	Executives: _____	Executives: _____
Silvers: _____	Silvers: _____	Silvers: _____	Silvers: _____
Golds: _____	Golds: _____	Golds: _____	Golds: _____
Platinums: _____	Platinums: _____	Platinums: _____	Platinums: _____
Diamonds: _____	Diamonds: _____	Diamonds: _____	Diamonds: _____
Paycheck: _____	Paycheck: _____	Paycheck: _____	Paycheck: _____



My Stats at a Glance

2024

Pull data from the YL Insights app
available in the app store

September

October

November

December

Team Size: _____	Team Size: _____	Team Size: _____	Team Size: _____
Customers: _____	Customers: _____	Customers: _____	Customers: _____
Brand Partners: _____	Brand Partners: _____	Brand Partners: _____	Brand Partners: _____
Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____
PV: _____	PV: _____	PV: _____	PV: _____
Loyalty Rewards PV: _____	Loyalty RewardsPV: _____	Loyalty RewardsPV: _____	Loyalty Rewards PV: _____
OGV: _____	OGV: _____	OGV: _____	OGV: _____
Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____
PGV: _____	PGV: _____	PGV: _____	PGV: _____
Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____
Pace OGV: _____	Pace OGV: _____	Pace OGV: _____	Pace OGV: _____
Projected OGV: _____	Projected OGV: _____	Projected OGV: _____	Projected OGV: _____
New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____
Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____
Team Growth: _____	Team Growth: _____	Team Growth: _____	Team Growth: _____
New Rankers: _____	New Rankers: _____	New Rankers: _____	New Rankers: _____
Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____
Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____
Proj. LR This Month: _____	Proj. LR This Month: _____	Proj. LR This Month: _____	Proj. LR This Month: _____
Remaining STS: _____	Remaining STS: _____	Remaining STS: _____	Remaining STS: _____
Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____
Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____
Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____
Enrollers: _____	Enrollers: _____	Enrollers: _____	Enrollers: _____
% Enrolling: _____	% Enrolling: _____	% Enrolling: _____	% Enrolling: _____
Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____
2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____
Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____
Stars: _____	Stars: _____	Stars: _____	Stars: _____
Executives: _____	Executives: _____	Executives: _____	Executives: _____
Silvers: _____	Silvers: _____	Silvers: _____	Silvers: _____
Golds: _____	Golds: _____	Golds: _____	Golds: _____
Platinums: _____	Platinums: _____	Platinums: _____	Platinums: _____
Diamonds: _____	Diamonds: _____	Diamonds: _____	Diamonds: _____
Paycheck: _____	Paycheck: _____	Paycheck: _____	Paycheck: _____



My Stats at a Glance 2025

Pull data from the YL Insights app
available in the app store

January

February

March

April

Team Size: _____	Team Size: _____	Team Size: _____	Team Size: _____
Customers: _____	Customers: _____	Customers: _____	Customers: _____
Brand Partners: _____	Brand Partners: _____	Brand Partners: _____	Brand Partners: _____
Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____	Members w/ PV: _____
PV: _____	PV: _____	PV: _____	PV: _____
Loyalty Rewards PV: _____	Loyalty RewardsPV: _____	Loyalty RewardsPV: _____	Loyalty Rewards PV: _____
OGV: _____	OGV: _____	OGV: _____	OGV: _____
Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____	Av. PV Per Member: _____
PGV: _____	PGV: _____	PGV: _____	PGV: _____
Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____	Unilevel OGV: _____
Pace OGV: _____	Pace OGV: _____	Pace OGV: _____	Pace OGV: _____
Projected OGV: _____	Projected OGV: _____	Projected OGV: _____	Projected OGV: _____
New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____	New Team Mem.: _____
Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____	Super Recruiters: _____
Team Growth: _____	Team Growth: _____	Team Growth: _____	Team Growth: _____
New Rankers: _____	New Rankers: _____	New Rankers: _____	New Rankers: _____
Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____	Av. PV Per Mem.: _____
Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____	Total Loyalty Rewards: _____
Proj. LR This Month: _____	Proj. LR This Month: _____	Proj. LRThis Month: _____	Proj. LR This Month: _____
Remaining STS: _____	Remaining STS: _____	Remaining STS: _____	Remaining STS: _____
Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____	Team Mem. % STS: _____
Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____	Av. LR Order: _____
Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____	Av. LR Day: _____
Enrollers: _____	Enrollers: _____	Enrollers: _____	Enrollers: _____
% Enrolling: _____	% Enrolling: _____	% Enrolling: _____	% Enrolling: _____
Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____	Your Enroll.: _____
2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____	2nd Level Enroll.: _____
Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____	Total Enroll.: _____
Stars: _____	Stars: _____	Stars: _____	Stars: _____
Executives: _____	Executives: _____	Executives: _____	Executives: _____
Silvers: _____	Silvers: _____	Silvers: _____	Silvers: _____
Golds: _____	Golds: _____	Golds: _____	Golds: _____
Platinums: _____	Platinums: _____	Platinums: _____	Platinums: _____
Diamonds: _____	Diamonds: _____	Diamonds: _____	Diamonds: _____
Paycheck: _____	Paycheck: _____	Paycheck: _____	Paycheck: _____

