

HOW TO TRAIN A LEADER: 101

BY DIAMOND SARAH HARNISCH

LEADER NAME: _____ MEMBER NUMBER: _____

① At-A-Glance Business Training Funnel:

Distributor: *Gameplan mini*, **Teacher Training 1 and 2**; Core 5 classes + calendars and textable classes

Star: *Ignite* bootcamp, Fearless, Diamond Rising Deck follow up cards, Silver Bound training

Senior Star: *Gameplan* bootcamp, advanced coaching sheets

Executive: *Unstuck* bootcamp, advanced coaching sheets

Silver: Make sure the business funnel is being duplicated through their team, re-read *Ignite*, *Gameplan* or *Unstuck*, Bridge to Gold rank map

Keep this 1-page doc for each leader and check the boxes off to remember where you left off. Or simply complete the next part each time they hit a new rank.

② Distributor Training:

Step 1: Give them the ***Gameplan mini: Build A Life Beyond Survival Mode*** book and set up a time for teacher training (within 48 hours if possible).

Step 2: COACHING 1: Teacher Training 1 (run through the doc, give a virtual office tour and explain ER, assign the Getting Started videos, show them the 101 Powerpoint at oilabilityteam.com). Train on Silver Bound; Star rank only.

Step 3: COACHING 2: Teaching Training 2: Go over follow up, Diamond Rising Deck Contact Me and Distributor Cards, Fearless and the Fearless Calendar. Fill out their own Diamond Rising Contact Me and Distributor card and make a 3-month oils wish list with your builder.

Step 4: Teach a 101 class with them (then do one where you both teach it, then they teach it). Tell them to complete their own Fearless calendar and offer an incentive when they do it. (I give \$25 off their first ER order). They need to photograph it and text it to you. Have them make a list of their top 20 people in their circles and start inviting them to class. Plot out their first class and where they will place people strategically.

Quick start guide for those that are ready to launch: *Have them place a 100pv order on ER. Train for Star rank only on Silver bound. Download the 101 Powerpoint and set up a class within 24 hours. (Do the steps above after the first class)*

③ Star Training:

Step 1: If they have not run through the Teacher Training 1 and 2 docs, do the steps above.

Step 2: **Put *Ignite* in their hands** and point them to the 12-day *Ignite* bootcamp; offer incentives to finish (whether it's videos and the book or just simply reading the book. There is no wrong way to do bootcamp.)

Step 3: **COACHING:** Train them in the Core 5 classes: Oils, Thieves, NingXia, CBD and The Kids Class. Go through **Silver Bound** requirements for Star, Senior Star, Executive, and Silver. Offer them \$25 for each of the scavenger hunt calendars they finish: 101 oils, 102 Thieves, 103 NingXia, 104 CBD and 105 The Kids Class. Then train them to use the calendars, Powerpoints, and textable classes with their growing team. Train on friends of friends to tap into new friend circles.

Step 4: Challenge them to teach at least 2 classes per week and fill out Diamond Rising Deck cards for their team to run them through an aromatherapy funnel.

④ Senior Star Training:

Step 1: If they have not had a teacher training, do the steps above for Star and Senior Star in order first.

Step 2: COACHING: Check in on their Diamond Rising Deck Diamond Rising card (and train them to start their own cards with their budding leaders), the scavenger hunt calendars, Ignite bootcamp, and see how they are doing at 2 classes a week. Are they stuck? Now it's time to use the advanced coaching sheets and rank map and plot out Silver Bound for the rank of Executive to get the Silver Bound bonuses. Train on Friends of Friends. Check in once a month. Continue teaching 1-2 classes a week from the Core 5.

Step 3: Run a *Gameplan* bootcamp. This gives them an overview of a Young Living business. Videos are free at oilabilityteam.com. They can complete the book and workbook and videos, or just read the book. They can complete it with you or as a self-study.

⑤ Executive Training:

Step 1: If they have not had Teacher Training, do the steps above for reach rank first.

Step 2: COACHING: Check in on their Diamond Rising Deck cards, Scavenger Hunt calendars, and ***Gameplan* bootcamp**. Rank map for Silver bound. Talk weaknesses and strengths and plot out strategy to get to Silver rank. See if they are running their leaders through the business funnel. Continue teaching 1-2 classes a week from the Core 5.

Step 3: Run an ***Unstuck* bootcamp**. This gives them skills training to advance their business. (Usually by this rank, leaders feel they have tapped out their warm market and need fresh ideas). Use the book, workbook and free videos, or simply read the book. They can self-study or you can do it as a team or in a small group with your new leaders.

⑥ Let's talk about how to sign someone up. Go to youngliving.com. Click on "become a member". Select your starter kit, say yes to Essential Rewards (you will lose the 10 free points from your kit if you check out without it!) and you are off and running with your new oiler!

⑦ Silver Training:

Step 1: If they have not had Teacher Training, do the steps above first.

Step 2: COACHING: Use an advanced coaching sheet and rank map for Bridge to Gold. If they have plateaued, ask them to re-read *Ignite*, *Gameplan* or *Unstuck*, or have them run their own bootcamps. Make sure they know how to ensure their leaders also get the Silver Bound bonuses and are coaching their own leaders through this funnel. Train on Bridge to Gold. Continue teaching 1-2 classes a week. When my leaders stall out, face time is important—either personalized coaching, or going where they are.