



5 to 9

5 Strategi & 9 Modalitas dalam Berbisnis Young Living

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DISCLAIMER

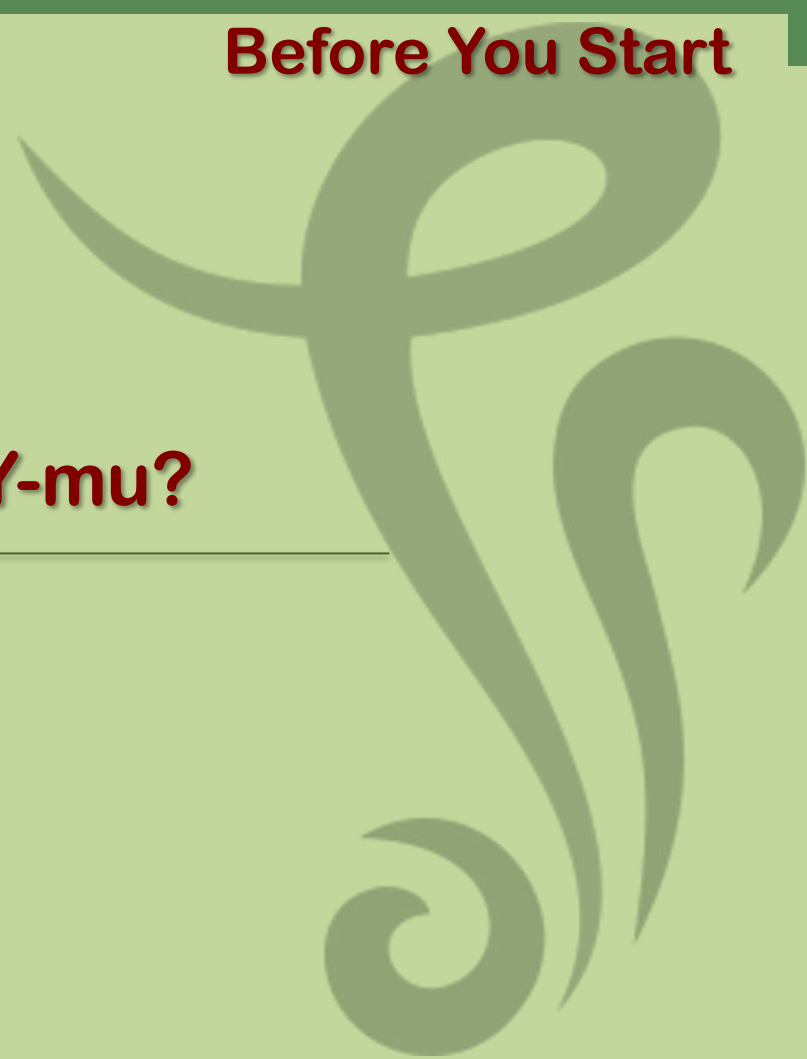
Tidak Dirancang Untuk yang Baperan

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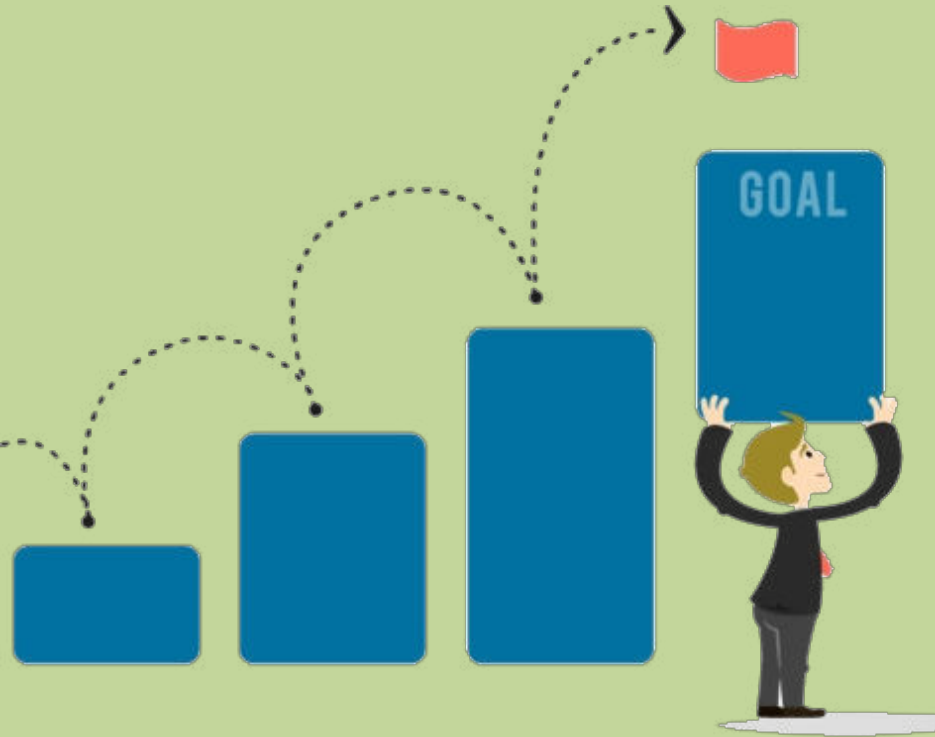


Sudahkah menemukan WHY-mu?

Yakin??



Before You Start



1. Why Start
2. Why Maintain
3. What to Achieve

Set Your Goal in Young Living



1. Visi & Misi Young Living
2. Respected Organisation :
 - Excellence Service
 - Trustworthy
 - Integrity
3. Be Competent :
 - Knowledge
 - Skill
 - Experience

5 STRATEGI

Saya, Dia, Mereka, Potensi, Pola Pikir

I, Him/Her, They, Potential, Mindset

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1



Start with “Saya” *9 Modalitas (Produk & Bisnis)*

1. Essential Oil & Support Products
 - V6
 - Diffuser
 - Asesoris, DIY, dsb
2. Pakai
3. ER 100pv
4. Lengkapi
5. Lifestyle
6. Knowledge & Value
 - Pengalaman
 - Komunitas
 - Autodidak

1



Start with “Saya”

9 Modalitas (Produk & Bisnis)

7. Sistem dasar
 - VO, ER Points, ER loyalty Gift
 - Mekanisme order
 - Tracking
 - Jalur Komunikasi
 - Kode Etik
8. Bisnis dasar
9. Istilah
 - Membership
 - Bonus dasar
 - Silverbound
9. Behind the scenes (*insiders*)
 - The good, the bad, the ugly

2



Melihat si-“Dia” *(target market)*

1. Identify
2. Share
3. Host
4. Source
5. Trust
6. Make time
7. Commitment

Karakteristik Faktor “Mereka”

Love YL

3

- ER 100pv above
- SO banyak
- Don't know/care (rules, bonus, bisnis)
- 99% diurusin upline
- Sharing internal

4

- ER 100pv above
- Comply
- Rank Up (in time)
- Share & Educate
- Purpose oriented
- Emotionally mature
- Lead

Challenge :
Masuk Kuadran 4

Business

2

No Business

- Reseller
- SO/ER 50-100pv
- SBB fighter
- Rank up
- A little comply
- Sharing sesukanya
- Emotionally immature
- Marketplace

DANGER ZONE

1

- One time buyer
- Kepo
- Trend
- Eksis
- Not comply

DON'T Love YL

5

- ER 100pv above
- NOT COMPLY
- Fast Rank Up
- Marketplace
- Money oriented
- Emotionally immature
- Boss



1. Males mikir, nanya terus
2. Males nanya, mikir sendiri
3. Kadang nanya, kadang mikir
4. Punya komunitas
5. Seneng jualan, sebel MLM
6. No MLM, seneng sharing
7. Whatever it is : Inisiatif
8. Can't see it? Create!

Potential *(tanda2)*



1. Ngoprek
2. Basic knowledge :
 - Takaran dilute
 - Oil2 fotosensitif
 - Oil2 mudah menguap
 - Oil2 panas
 - RDT
3. I can do it myself thru VO
4. I can help answer
5. Self Enrichment (books, literatures, journals etc)
6. Never miss classes
7. dsb.....

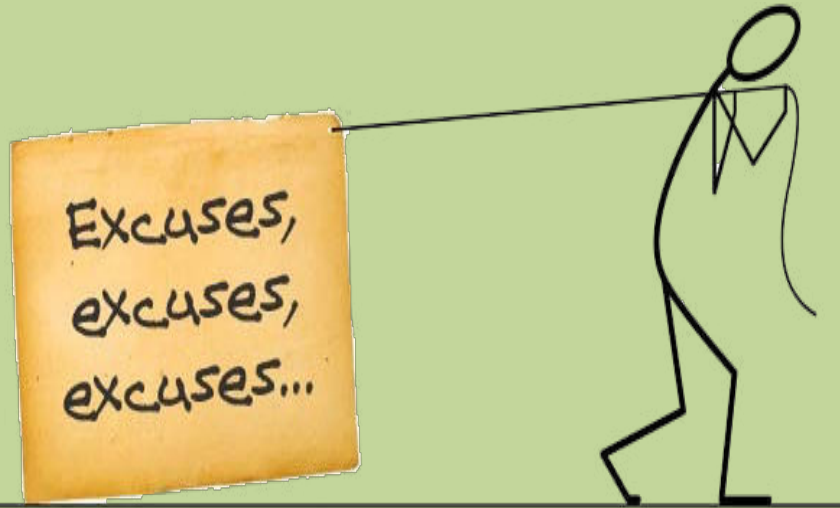
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Pola Pikir

1. INDEPENDENT member
2. Business Owner
3. y**OUR** success
4. Are you proud?
5. Law of the Lid
6. Integrity

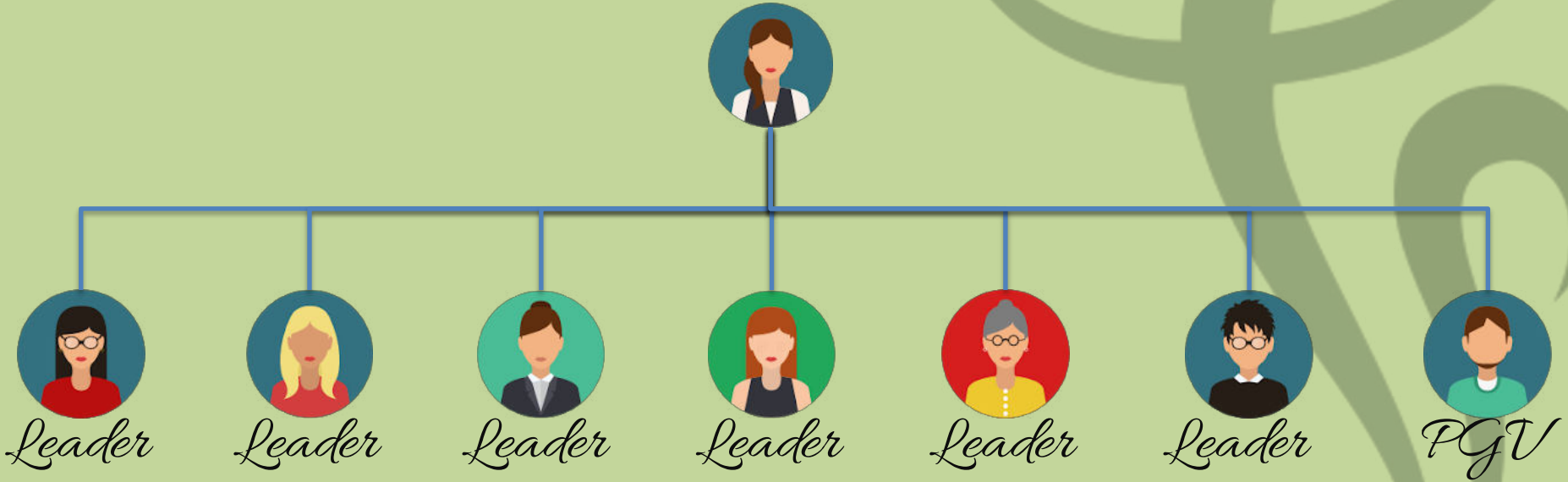
Excuses



1. Memberku kebanyakan “Pake aja”
2. Nggak ada waktu
3. Nggak ada duit
4. Grup saya nggak mau kerja
5. Pengetahuan kurang
6. Upline saya nggak support
7. Nggak pede
8. Blablablablaba....

Strategi : Struktur Organisasi

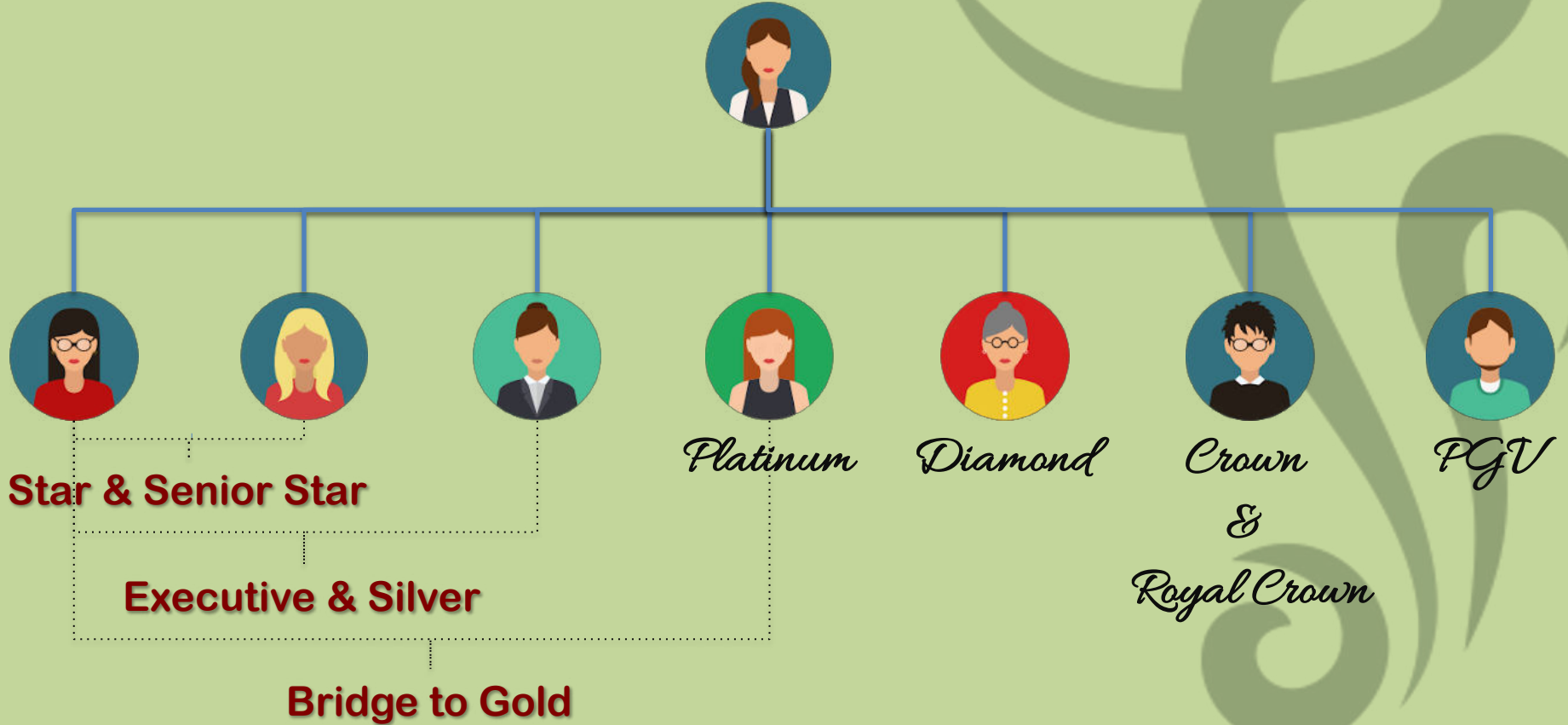
Royal Crown Diamond



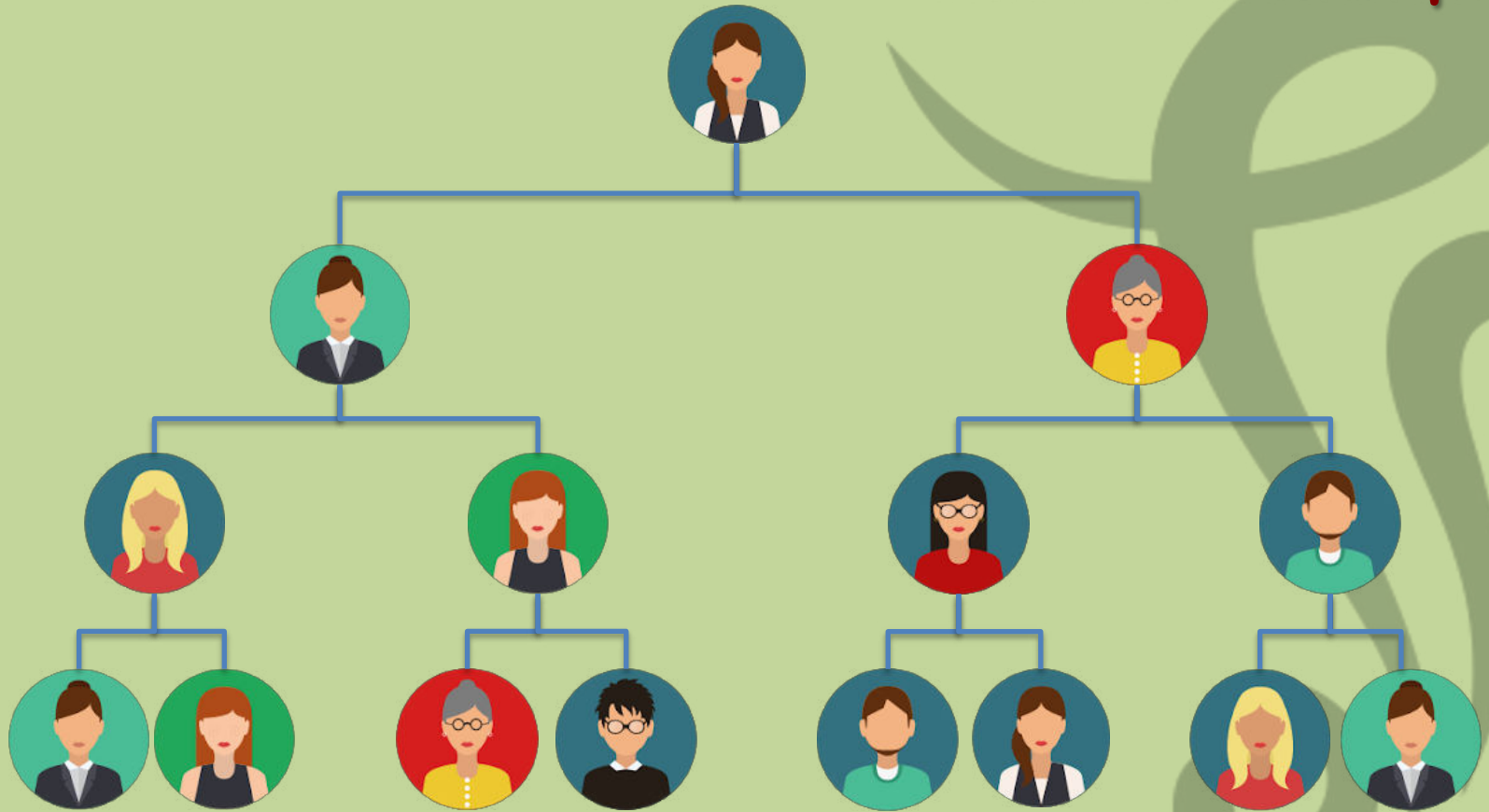
..... and Repeat

Settle from 2

Silver Bound & Bridge to Gold Scenario



Settle from 2 : Harapan



Target & Duplicate



1. Less is more
2. FORM Technique
3. Target : 2 in 2 *or* 2 in 4
4. Their way
5. Teach 'How to Teach' (Q with Q)

Target & Duplicate

Week 1

Sponsors & product knowledge
Virtual Office & ATS helpdesk

Week 2

Basic Business

Week 3

Teach & Lead
Advanced Business

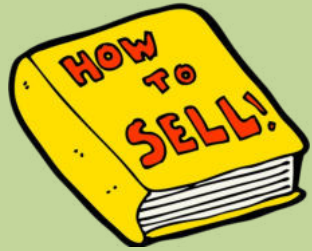


Week B

Week D

Week 1





Salesperson vs Educators

Sell Sell Sell

Question = Answer

Business is optional

Fast money

Instant uprank

Marathon (tambal sulam)

Run out of buyers

Self educate

Questions = Enable

Sponsor & knowledge

Long term

Grow Fortune

Teach, Lead & Manage

Everlasting



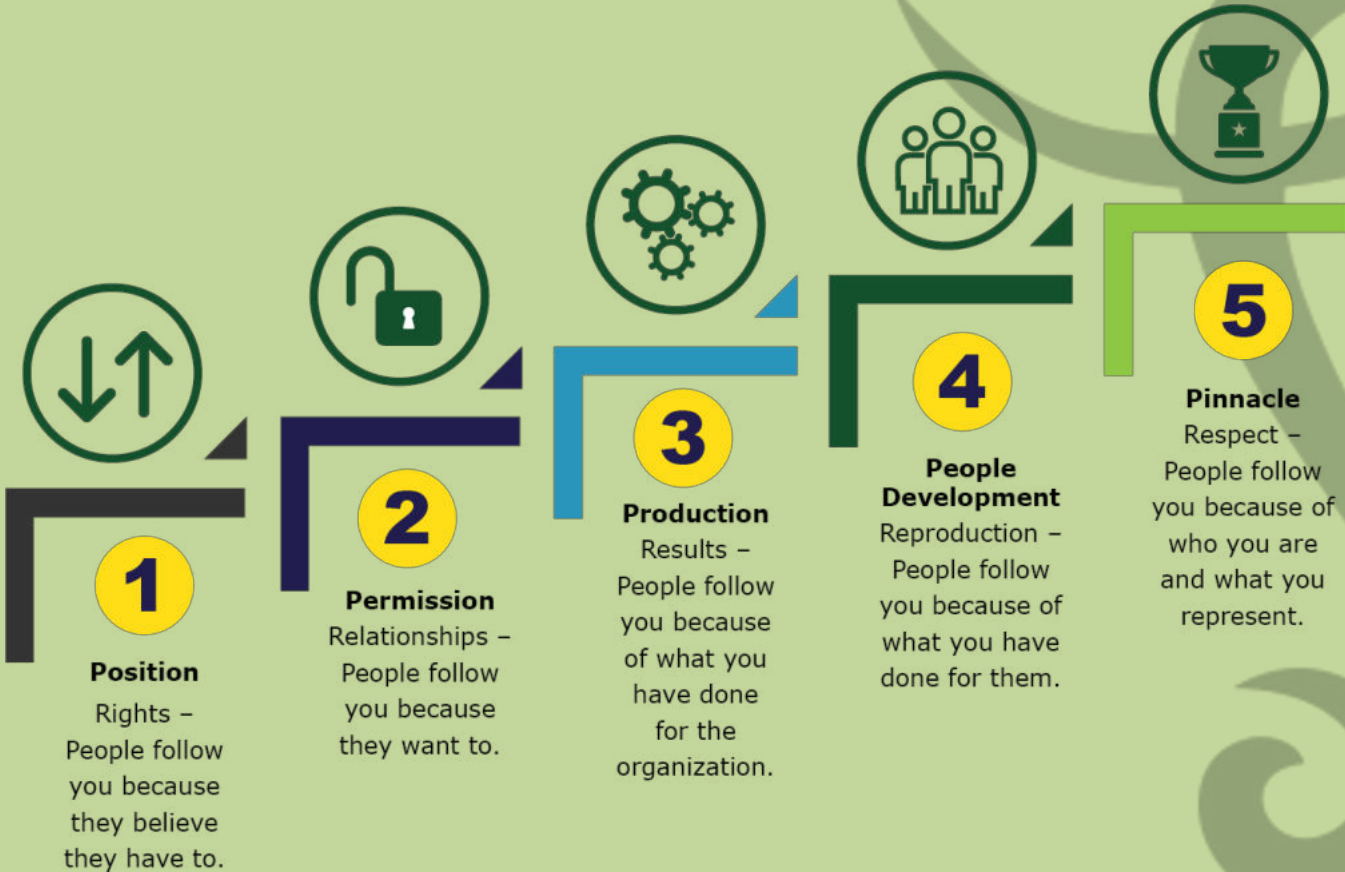
We are growing.....



And Then What ??

- Teori itu gampang, Kaka!
- Deadline
- Daily Plan & Time Frame
- Be Scared and Do it Anyway!

5 Levels of Leadership : *John Maxwell*



With Great Power, Comes Great Responsibilities (Spiderman)



Distributor, Star, Senior Star, Executives

- Sell & Enroll
- Team & Self Centric
- Most Rules don't apply



Platinum

- Team & YLID Centric
- Leadership & Management, Problem Solving skills
- Active involvement
- 100% Rules Apply
- Access to YLID management
- Your opinion matters



Silver, Gold

- Sell & Enroll
- Leadership Skills
- Team & YL Centric
- Most Rules Apply
- Some Access to management



Diamonds

- Team, YLID, YL Global/APAC Centric
 - Leadership & Management, Problem Solving skills
 - Active Involvement (Global level)
 - 500% Rules Apply
- Access to management (YLID, APAC, Global)
 - Your opinion matters very much

To grow, you need to evolve

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Never Settle, Do better

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