

How to Build a Business with Berry Young Juice: The Berry Young Juice Success Kit



Welcome to Young Living Essential Oils, the exclusive supplier of “The World’s Most Powerful Antioxidant Juice”—Berry Young Juice! We are pleased to share with you opportunities for health and prosperity, and the tools & products necessary to attain them. Many of these tools are contained in this Berry Young Juice success kit.

The majority of new distributors come to Young Living looking for a healthier lifestyle, a healthier tomorrow. Many realize they’ve discovered a company whose focus and passion is helping people obtain their health and wellness goals. From our beginnings in 1994 to present day, Young Living’s products, education, and business opportunities have enhanced the lives of thousands of everyday people. Now with Berry Young Juice, and one of the finest compensation plans in the industry, we believe the quest for physical and financial health has never been more easily attained!

Building a Successful Business with Berry Young Juice by Becoming a Product of the Product

It is difficult to be enthusiastic about Berry Young Juice unless you have personally experienced its benefits. For that reason, you need to purchase Berry Young Juice and enjoy it daily. Signing up for a monthly Autoship order (a pre-selected order that automatically ships to your house every month) will help ensure you won’t miss a day. The benefits you will notice should ignite your passion and make it easy to share Berry Young Juice with those who need it—everyone who wants better health and more energy to live life!

Plan for Success

We have all heard the adage, “If you fail to plan, you plan to fail.” Plan for success by creating a business plan. As you do so, ponder the following:

- What are your reasons for starting a Berry Young Juice business?
- Are you willing to make your business a success?
- What goals do you wish to achieve?
- Specifically, how will you achieve your goals?

As an independent Young Living Distributor, you have the opportunity to share Berry Young Juice with others and earn a residual income. Most feel that to be successful they have to sign up thousands of people. The truth is that you only need to enroll a few each month and teach them to do the same. Follow these simple steps to launch your business:

1. **SHARE** -Introduce people to Berry Young Juice. Tell them how Berry Young Juice benefits you on a daily basis. As the CEO of your own company, you decide how you want to let the world know about Berry Young Juice. You can share the sample pack (#3273) with people you know, wear the “What the Hey is BYJ?” lapel button, run advertisements, have a party with recipes featuring Berry Young Juice, get a web site and tell everyone about it, or just talk and share over your kitchen table – there are countless methods of sharing.
2. **ORDER** - Teach those who respond to your sharing of Berry Young Juice how to place a Berry Young Juice order and how to sign up for Autoship. Offer to help them place their first order or sign up for Autoship. Show them how simple and easy it is.

3. **COMMUNICATE** - The importance of communication is paramount in the success of any business. Maintain contact with those you introduce to Young Living and Berry Young Juice, especially while they are new. Develop a relationship of trust and respect. Provide the needed guidance and support in their quest for better health and financial stability. You can maintain contact with your sales organization through e-mail, newsletters, mail, or by phone.
4. **TEACH** – Show them how to share Berry Young Juice with their contacts. Help them to expand their product knowledge. There is a variety of educational information available directly from the company, as well as other reputable sources. Educate them on the uses of Berry Young Juice’s sales aids and business accessories. Learn all that you can and participate in Young Living’s events and educational opportunities so you can be a more effective teacher.
5. **LEADERSHIP** – Identify, develop, and support leadership in your sales organization. How do you do this? One of the most successful couples in network marketing says:

“Generally, leaders must be found, they cannot be created. . . . In order to find those leaders, you must keep prospecting and recruiting, realizing that new blood is the lifeblood of any network marketing organization. . . . Be there to render moral support, coaching assistance, help in closing prospects—but don’t do for them what they must do for themselves. They must prospect, recruit, and train their own frontline associates” (Your First Year in Network Marketing. Yarnell, Mark and Rene; pp. 38, 48).

Compensation

The top three complaints in life are a lack of love, a lack of health, and a lack of money. While we may not be able to help with the first, we can definitely help with the other two.

First of all, Berry Young Juice can help boost health, energy, and life. Second, the potential earnings are enormous as you enroll people as Young Living Distributors or sign them up on Berry Young Juice Autoship.

The following model demonstrates how enrolling three new distributors for the Berry Young Juice 4-pack Autoship can increase your business. If each new distributor enrolls just three new people who each sign up for Berry Young Juice 4-pack Autoship, you can see the potential earnings are amazing!

Month	# Members	Organization Sales	\$\$\$
1	3	600	\$174
2	9	1,950	\$554
3	27	5,550	\$884
4	81	18,150	\$1,699
5	243	54,600	\$6,311

This model is based on the monthly purchase of a Berry Young Juice 4-pack at \$150 wholesale. This is a theoretical example for illustration purposes only and may or may not represent an actual distributor.

Young Living's compensation plan is designed to ensure that if you work hard, you can earn money in your very first month as a distributor!

For more information, please visit www.youngliving.com or request a copy of "The Young Living Compensation Plan – an explanation" from Distributor Network Services at 800-371-3515.

Business Aids and Sales Tools in the Berry Young Juice Success Kit

Young Living offers a variety of business aids to assist in the development of your Berry Young Juice business. Following is a list of the items in the Berry Young Juice Success Kit (# 3156):

- **"The True Story of Berry Young Juice and the Ningxia Wolfberry" – 10 pack (#4109) and 25 pack (# 4111).** This 16-page booklet gives an insightful and informative look at Berry Young Juice and how it provides health, energy, and life. This inexpensive booklet is perfect for use as a one-on-one sharing tool.
- **Berry Young Juice Sample Pack (#3273) – 25 pack.** Each sample pack contains a Berry Young Juice brochure, a 1-ounce trial size of Berry Young Juice, and an audio-tape recording of the exciting presentation given by Gary Young at Berry Young Juice's debut. This sample pack is perfect as a leave-behind for those who want to know more.
- **"The Ningxia Wolfberry, Ancient Treasure, Modern Miracle" DVD (#3999).** A 20-minute documentary on the origins of the wolfberry, how Gary Young discovered it, and the amazing benefits of this tasty fruit. This DVD is perfect for serious prospects who want to know more after assimilating the sample pack and Berry Young Juice booklet.
- **"What the Hey is BYJ?" – Button (3 pack #4041; 20 pack #4033).** A creative button worn to elicit the question, "What is BYJ?" This is a great way to break the ice and begin sharing Berry Young Juice.
- **Young Living Stationery/Business Card Ordering.** An informative flyer showing the different styles of stationery and business cards available and how to order them.
- **Product Guide.** A complete product catalog listing every Young Living product, a brief description of the product, educational tidbits, and detailed ordering information.
- **Price List.** A complete list of prices for every Young Living product. Includes a product order form and Distributor Application that can be freely copied.
- **Policies and Procedures Manual.** Policies and Procedures governing your Young Living distributorship.

Young Living Virtual Office

Young Living's Virtual Office is an amazing internet-based tool provided to our distributors to assist them in building, organizing, and tracking their business. Within Virtual Office you are able to place any, and as many, orders as you like. You can maintain or create your Autoship, view and track your recent orders, and update your on-file information. More importantly, Young Living has given you the ability to check your REAL TIME volumes at your convenience! By clicking on the "View my Downline Volume" icon within Virtual Office (found at www.youngliving.com), not only are you able to see all of your current organization numbers, but also your previous months' as well. The "Commission Details" icon allows you to view an itemized commission report for any month you specify. All this is provided to you free of charge as a means to help support you in your business. Upgrades to Virtual Office are available, at a nominal monthly fee, that give you your very own personal web site, offer you more detailed downline reports, your very own Young Living e-mail address, and more!

DNS

Distributor Network Services (DNS) is a one-stop shop for all your distributor needs. With our focus on excellent customer service, DNS will aid you in placing your order, answering your compensation plan questions or product questions, tracking your order, and so much more!

Once you reach leadership level, DNS provides you with your very own account representative. Our Leadership Services Department is there to give you one-on-one service to make sure your needs are met with the professionalism and efficiency you deserve. You are welcome to contact them directly with any concern, question, or comment you may have.

Upline/Sponsor

If you really want to succeed in your new Berry Young Juice business, you'll have to overcome some challenges. Seek out someone in your upline (most likely your sponsor) with whom you can develop a trusting relationship and whom you think can help you get to where you want to be. As your relationship develops with this person, treat them as you would any mentor. Be respectful of their time. Don't call them to get answers to questions you can find on your own. When you really need their support and have done all you can on your own, they will be willing to assist you if you will commit to following their advice.

Have Fun

Above all, have fun. If you're not, you may not be in the right business. Realize this requires hard work to succeed, just like any other business venture. However, take time to have fun and develop relationships along the way. Young Living has some of the most fun, kind, and personable people in the network marketing industry! Enjoy being with them. Realize that not all the benefits of your new Berry Young Juice business are financial, but that personal growth and the relationships you develop will, in the end, be more important than any financial remuneration you gain.