



YOUNG EVITY®

Australia/New Zealand Newsletter 2018 Issue 1.

WHAT IS NEW TO AUSTRALIA & NEW ZEALAND

- **Essential Oil Roller Balls**
- **Diffuser blend Kits**
- **Wellness Teas**
- **Dots for Digestion in Capsules**
- **Mineral Makeup Brush Kit – Black / White**

Please see within News Letter for prices and SKU'S



OUR VERY FRIST NEWSLETTER JUST FOR AUSTRALIA & NEW ZEALAND

We are issuing a newsletter to inform you of the updates in our product range, celebrate our successes and keeping you informed of any other important information. If you would like to ask questions or add something to this newsletter please send an email to nzsupport@youngevity.com.

GST is coming into effect for Australia.

GST to be charge on imports of low value goods shipped to Australia, from 1 July 2018, the Australian Tax Office requires 10% GST to be collected on low value imports into Australia i.e., shipments from New Zealand that are AUD\$1,000 or less customs value. Accordingly, from 1 July 2018, all Youngevity product sales will include GST on the sales invoice

Massive Congratulations to these members of our team who have ranked up over the last month



ONE STAR EXECUTIVE



Danielle Bortignon, Melanie Hood, Janelle Croatto, Wendy O'Flaherty, Juana Paynter, Tara Hawken, and Robyn Olson



TWO STAR EXECUTIVE



Karla Hart



*Rob Greer Australia & New Zealand
Country Manager*

A Word from Rob

After nearly 16 years with Youngevity I am more excited than ever about the growth of the company and the opportunities that this growth brings for all our distributors.

Since we moved in into a bigger warehouse just 3 years ago we have added to our range of products, Essential Oils, Jewelry, Herbs & Spices and more recently our amazing Essential oil based range of home care products. With all of these new products together with our new Social Selling Program, come mega opportunities to grow your business to whatever level will help you achieve your dreams.

WHAT'S NEW IN: ESSENTIAL OIL



ROLLER BALLS

New Zealand: <https://www.buyygy.com/90forLifeStore/en/roller-bottles>

Australia: <https://www.buyygy.com/90forLifeStore/en/roller-bottles>

Please see Youngevity / Social selling website for our selection of Essential Oil Roller Balls for Australia & New Zealand. We have brought many different blends and flavors, too many to list so please see our websites to view our new selection.

Diffuser Kits

Diffuser Blend Kit 1 Energy



SKU	W/Sale	Retail	BV	QV
NZ67960	\$56.30	\$80.40	25	39
AU67960	\$53.90	\$77.00	25	39

Diffuser Blend Kit 2 Focus



SKU	W/Sale	Retail	BV	QV
NZ67961	\$56.30	\$80.40	25	39
AU67961	\$53.90	\$77.00	25	39

Diffuser Blend Kit 3 Calming



SKU	W/Sale	Retail	BV	QV
NZ67963	\$56.30	\$80.40	25	39
AU67963	\$53.90	\$77.00	25	39

Mineral Makeup Brush Kit



Black /	White	W/SALE	RETAIL	BV	QV
SKU AU163150/	AU163148	\$107.90	\$154.10	45	47
SKU NZ163140/	NZ163148	\$112.70	\$161.00	45	47

Wellness Tea's



New Zealand link: <https://www.buyygy.com/90forLifeStore/en/search?q=wellness+tea>

Australia link: <https://www.buyygy.com/90forLifeStore/en/search?q=Wellness+Tea>

Wellness Tin Tea Collection 11: NZLDo30510 W/S \$46.50 Retail \$66.40

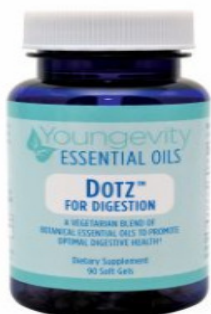
(Tin only)

AULDo30510 W/S \$44.50 Retail \$63.60



DOT'S FOR DIGESTION

SKU	W/SALE	RETAIL	BV	QV
NZYG100046	\$18.30	\$26.10	10	11
AUYG100046	\$17.50	\$25.00	10	11





*Colleen Walters Youngevity 2 Star
Executive*

Building Business Tips with Colleen Walters

**BUILDING A BUSINESS IS EXCITING, SCARY,
FRUSTRATING ALL AT ONCE AND MANY MANY MORE
EMOTIONS.**

One minute you can be soaring, the next minute on the verge of tears, and that's the very reason that many people stay in the game and why so many people leave. The lesson is stay in....no matter what.... stay in! You can't score a goal on the sideline, you've got to be in it to win it! We have all heard those quotes yet why do so many people quit before they even figured out what the game was even all about? What the rules were? How do you even keep score and win? Is it even about winning, or is it about the game itself? Or is it about the preparation to play the game that starts with a vision of achieving greatness or at least something you have never done before. Is it about the hours of physical and mental preparation, or who you become learning the game and discovering your strengths and where you need to hone your skills and abilities? The lesson is, stay in!

Being an unstoppable force means you will have success - whatever that looks like to you. We all have different measures of success and every one of those are valued! What I have noticed in my 20 + career in Direct Sales / Network Marketing is that you have to have or create tenacity in your belief systems. Stuff IS going to happen, people WILL let you down, that is a fact of life and as we all know, it's how you react to these "life moments" that determine your success.

I find that the most valuable tool to keep me consistent throughout my career has been organising! Now here is where many of you tune out.... yup - you know it all already or ...it can't be that simple. But it is! The number one reason why people fail? They give up! And the reason they give up is because they don't see the reward for the time invested ratio working out for them. They are spinning their wheels and getting nowhere. The fact is - they are putting LOTS of time in but it's on the wrong efforts, it's on "busy work" to feel good about "being in their business" on social media, going to the same events over and over, connecting and reconnecting with the same people but not moving their business forward. So, what makes one person's busy - create a multimillion dollar business and the other person's busy.... create a \$10,000 business? The answer is WHAT you are choosing to do at every given moment in your working hours.

If you were a CEO, would you have paid YOU for that latest effort or day? Tough question! Years ago, when I was originally in the field and in the midst of building a \$3 million-dollar business, I was extremely organised! I had my daily To Do Lists and my Weekly to Do Lists, and I had all my hand drawn charts on my office door. I had my Dream Team listed on one and expected vs actual week by week, month by month goals. But one of the most important things I did and did well, was keep my day timer completely full and up to date daily and I kept a notebook for all my notes, visions, dreams, ideas, inspirations.

I have kept every single one of those over the years, they are that valuable to me. But the ONE THING I did so well was REVIEW! Every Sunday night I would sneak to my desk when everyone was off to bed and review my week or month and rewrite anything I missed and then Plan my week ahead. This kept me on track, never missing an important event or strategy in my business. Where did I learn this skill? Well, Lists I learned from my father. Every single day we had a short list of chores to do before anything else. Reviewing my week on a Sunday? I learned in University along

with the daily - to the minute scheduling. Vision? Years of being a National Track Athlete and having a 4 year and 8-year goal. Combine these and I was an unstoppable force.

Fast forward to April 2018 and I have just stepped out of a 4-month course the culminated with a final Live Seminar Wrap Up in San Diego and the results have been incredible. A complete revisit to those systems coupled with incredible insights and review processes! Now? I am even more laser direct and focused on the activities that count in my business day in day out. A system that is so complete, nothing ever gets missed unless you never thought of it in the first place.

Was it easy? Heck no! I remember in the first two days of the course having actual real nightmares and thinking it was way over my head. And now, I literally cannot go to sleep until I have completed the day review and set up the next day. The cool thing about all of this is - you actually can do this on your own without investing in a patented system. Simply figure out where you want to take your business, what financial goals you have and WHY this is so important to you to achieve it. Next, write out all the projects you need to do over the next 90 days you need to do to achieve your goals. Figure out the processes and who will do those (could be all you).

Then break those down into 2-week sprints. What would be ideal to achieve in each project over two weeks. Then you need to break that down into 14 single days of activities and track them! One of the systems I find most useful with this is to theme your days so you remain laser-direct and focused on a specific part of your business.

An example is Marketing Mondays or Training Tuesdays... Your brain is constantly on the same page then, not switching back and forth on different tasks or subjects. You get WAY more done like this. Finally, score your efforts at the end of the day...where would you rank yourself on each project.... would you have paid yourself as a CEO that day? That's the ultimate question.

After your two weeks of intensely planning, doing...it's the time to review. DO NOT SKIP this step. It is hard to invest the hour to review on Sunday night, but is truly the best process! It allows you to pat yourself on the back for achieving everything you set out to do in the 14 days OR it allows you to figure out what did not go according to plan and figure out a different strategy for success in that project in the next 14 days.

You guessed it, the next step is simple wash, rinse, repeat.... for another 14 days. These 14 Day Sprint Cycles will keep you focused on money making tasks and step by step get you closer to that quarterly, half yearly and yearly goals. You never need to be motivated if it's all written do win in a list! You just DO IT because YOU WROTE THE LIST!