

This is the class idea that JeanMarie Hepworth (Crown Diamond) uses. She says it is building teams fast, is simple and duplicable.

Sell the Premium Kit. Don't worry about the other kits especially the basic kit. The kit is to satisfy the FDA but it doesn't serve people at all. After the class if you have people whom didn't buy the Premium Kit, then follow up with them on another day and find out what they liked about the class they attended. Find out what they didn't like. Then you can handle objections privately with them. During the class and after the class you need to spend your time on the people who are excited about getting the kit. You can tell them that you will talk to them after the class or make an appointment to follow through. JeanMarie believes that they are a waste of time.

Have the Premium Kit open on a table. Diffuse lemon oil as it is a mood lifter and relaxes people. It will be the diffuser that will sell the kit. People will smell, watch it and see how it made them feel. Use the Think oils and the Premium Starter kit flyers in the file. (Print them on glossy paper so they look professional). Make sure you print them with the back on them. These also help sell the kit. It tells all there is in the kit. The table also shows what is in the kit. Have the people examine what is on your display table when they first come in.

The party should only be 90 minutes long. Choose only three or four oils about which to talk. (If you teach a church group, make sure you talk about Frankincense as one of the four oils.) It is a smart idea to choose the oils that are in the sample packs so they can go out and start telling people about the oils right away. Give cliffhangers. For example, Lemon lifts your mood and helps you feel better; it is also a great spot remover. Thieves is a wonderful mold cleaner. It may also help prevent colds. Peppermint can lift headaches and assist digestion. Purification removes odors from you house. Imagine if you burned your dinner! Purification will take that odor away. This is not a lot of information about each oil. The point is you want to leave them thirsty for more information. If they have questions, then refer them to the Think Oils flyer. Do not feel that you have to answer people's peoples question during the class. These are not objections at this point just curiosity. Answering questions makes you go on bunny trails and makes you less duplicable. Your people in the class may not feel that they can teach a class like that because they are not experts like you. Most questions can be handled like this: "I don't know about that. All I know is..." and then you tell your story about the oil in question or refer them the flyer. Or "I don't know, I will have to ask my trainer after class. Or "Can you write that question down and we will discuss it after class. " You could also say, "Thank you for your question, we will be discussing that in our Mentoring Class that I will tell you about in a few minutes." Don't tell people everything there is to know about the oils. Don't do all the oils. Leave them wanting to know more so they will want to come to the mentoring class.

Have people come up and handle the kit. Have the diffuser going. Make sure that everyone has the Premium Starter Kit flyer and the Think Oils flyer. Put the flyers on glossy paper and make sure that you have put a label on it for your name and contact number and your enroller ID# and sponsor ID #. You are giving people a visual desire for the kit. You are giving them a desire for more knowledge with the cliffhangers.

Formulate in the class member's mind for them to get the premium starter kit. Don't go into NingXia Red. The information is in the kit and will be taught in your mentoring class. If someone asks about

NingXia Red, then tell them you will teach it another day or you can give them a call about it. Tell them you are on a limited class time and can tell them later about it.

Close by saying: Everyone who buys a Premium Starter Kit tonight will be mentored by me personally for the next 12 weeks on every oil in this kit. We are going to start with lavender (or other oil your choice) on... (Tell them the day of your mentoring class.) I want you to use that oil from now until the class. The mentoring class can be a teleconference call, a Fuzebox meeting or a class that happens weekly in a designated place.

It is a good idea to ask your executive above you how to get kits without paying up front for them to sell at your class. This way the people can get started right away learning about their kit.

If you are going to Health Fairs to have a booth, then keep it simple, easy and duplicable. Taking everything you own to show at fairs is like vomiting on your people. It causes confusion and they get overwhelmed and leave. Just have out the Premium Starter Kit and a sign-up sheet to learn more about oils. Have about 10 fake names on it so it looks like people are interested in knowing more. That is all you need make sure that the diffuser is going. If you would like you can give away a prize or two and have a raffle for it if your state allows that. Make sure that you have the diffuser running. The most important thing at the fair isn't selling the kit, but gathering names to contact later. If you want you can have the EODR on the table and a few kits set aside to sell right then. Please ask your executive above you how to get kits to sell to others.

Where to put them when you enroll someone?

Notes from Phone Call with JeanMarie Hepworth

She says she thinks that this is the best Comp Plan that Young Living has ever had. It is volume driven and not rank driven. She had some hints for building. Because we do need two \$1000 dollar legs to become Executive, two \$4000 dollar legs to become Silver and three \$6000 to become gold watch your builders and help them.

Qualify the people you enroll. First decide if they will be business builders or not. Put them on your front line. If you know they want to be just customers or wholesale buyers only then put them on a leg that needs volume to build them to executive. That way they are still close to you and you can assist them.

Darren Hardy tells us how to qualify people to know if they are leaders or not. Young Living Convention. He said we need to write down the top 12 attributes of a great leader and look for those attributes in the people we want to work with in our business. He said you can't train people to have these attributes, they must already have them. Then we rank the members on our team and choose to work with the ones with the most number of leadership skills.

List of great attributes you want to have in a leader.

1. Trains other leaders
2. Models duplicable behavior
3. Encourages and uplifts others
4. Passionate
5. Commitment
6. Hardworking
7. No excuses, does it anyway
8. Brings new people to meetings
9. Gracious
10. Loving/kind
11. Humble
12. Connects to people on their team.

Darren said to attract that kind of leader for your team; you need to be that kind of leader. He also said, you should ask your potential leaders what they have to offer your team so you can decide if you want to spend time with them training them in your business. You may not find someone who has all 12 attributes. You start with what you find and work with that leader. See if they develop the other attributes.

Make sure that your people especially your front line do 100 PV Essential Rewards auto ship per month. What you do duplicates. Get your legs stronger than \$6000 a month then it is downhill from there.

Choose the ones on fire. Concentrate on where the volume is. Keep things Simple.

Work with those people who need hands on training with how to set up meetings and hold home classes. This is where you need to concentrate.

It is important to read the script. It makes you duplicable. People will feel that they can do that and that they don't have to be experts.

Premium Starter Kit Script

HOST/ESS --

O.K., we are going to go ahead and get started. I am so happy to see each of you here tonight, and want to thank you for coming! First lets have a little icebreaker to get to know one another better. I would like you to get up and introduce yourself to different people in the group by saying, "I am (then tell them your favorite cartoon character! Aka then your real name!) We are going to have some fun for the next hour as my trainer (if host is a distributor)/friend (if host is a friend), (NAME), a (RANK) with Young Living Essential Oils, shares something that has completely changed his/her life, and blessed the lives of thousands of others, including mine! _____ is not only a great friend of mine, and not only has s/he seen tremendous results with what s/he is going to share tonight, but much more importantly, s/he has also been able to help countless others as well! In the next hour, _____ will educate you on the products that have helped people like you and me find natural solutions to health concerns, look and feel better, and have a clean, chemical-free home and body. You are definitely going to want to take notes, so get out your pen and paper and draw a line down the center of your paper, and another line across the center to make four quadrants. In the upper left quadrant, write "Notes". In the upper right, "Things I need". In the bottom left quadrant, write "Questions", and in the bottom right, "Friends and Family". This will help you organize your thoughts and ideas on the information we are about to share.

(Give them time to create their paper or pass out the already made quadrant handout)

(For fun you may want to play an icebreaker game here like having people introduce themselves as a cartoon character. Then tell about who they really are and what they do.)

At this time, please give your undivided attention to _____.

PRESENTER -

Thank-you, HOST/ESS! My name is _____ (NAME) _____ and I'm a _____ (RANK) _____ with Young Living Essential Oils, and it's my pleasure to welcome you here to _____ (HOST/ESS) _____'s home to learn about some products that have helped me, and many friends and family members, to save money on household and personal care products, and have more energy and overall better health! Prior to getting started with Young Living, I . . . *(tell product story - build in lot's of "me-too's" by using phrases like, "I found myself spending a fortune on buying a different chemical product for every conceivable need, and my bathroom cabinets were overflowing with products I never or rarely used. Can anyone here relate to this?" Raise your hand. . - take out all the "so-what's", also you may tell your business story. In addition, you can customize this introduction based on who the guests are and what you know about them.*

Did you know that Americans now spend between 80-90% of their time inside, and that the average American home contains over 63 hazardous products? From Antiperspirant to perfumes, from toilet bowl cleaners to over-the-counter pain killers, from skin care products to "air fresheners", Americans have been unknowingly poisoning themselves and their families with hundreds of chemical compounds that the body is unequipped to deal with.

Today, one in three individuals get cancer, with scientists projecting that in the near future, it will be one in two or *higher!* In recent years, we have seen a dramatic rise in birth defects, infertility, asthma, ADD, Alzheimer's disease, and countless other illnesses and conditions. We breathe in chemical vapors from our household cleaners, we absorb chemicals into our skin as we shower and brush our teeth. We eat chemicals on our pesticide-laden foods or even eat hormonally altered GMO foods.

Unfortunately, most of the natural solutions out there simply don't work as well as the ones with chemicals.

But, if there was a way for you to get the kind of results you are used to getting with synthetic chemical products, and BETTER, while using substances that are SAFE, NATURAL, and HEALTH-PROMOTING, would you at least want to give it a *try (raise hand)?*

And what if you could save money using these natural substances? Does that appeal to anybody *(raise hand)?*

Young Living is a company that was founded on the principle that *nature* has powerful, natural substances from PLANTS to meet the needs of the 21st Century family! Young Living owns hundreds of acres of sustainable, organic farmland in Utah, Idaho, France, and Ecuador! Young Living is currently doing business in over 20 different countries, and has one of the highest client loyalty rates in the entire industry. Our company was founded by Gary Young, who, together with his wife

Mary Young, is continually blazing new and exciting trails all over the world to promote the ongoing success and development of Young Living.

The products we are focusing on tonight are pure, therapeutic-grade essential oils. Has anyone ever heard of essential oils before? (Raise hand) Great! So then, what is an essential oil? It is a complex chemical. It is not a fatty oil like the simple cooking oils. It is an oily liquid produced by plants for any of various reasons having to do with the world outside the plant. For one, it may protect the healthy plant against predator insects, bacteria or fungi, or against animals that would eat it. Essential oils of this type are produced in the roots, bark, flowers, leaves and seeds of the plant. They are found on the surface of these plant parts, or released to the soil or to the atmosphere. Examples would include spikenard, myrrh, peppermint and rosemary. This class of essential oil also is released by some plants to warn others of their species to increase their output of the same predator-repelling oils. Another kind of essential oil attracts bees or other pollinators. These are produced in the flowers and fruits. Example of this type of oil are rose, fennel and orange oils.

You can see that essential oils are made to be released from the plant to carry out their purpose. They evaporate at room temperature, and when they do, they have an odor or taste, called an essence. They are essential to its life.

Well, when you take that precious fluid that contains the plant's immune system, and hundreds of natural protective chemicals, and you super-concentrate it, what you end up with is an essential oil! Young Living is the largest worldwide distributor of therapeutic-grade essential oils, and has a reputation of providing some of the most pure and powerful essential oils available!

There are three grades of essential oils. Perfume grade, Food grade and Therapeutic grade. Perfume grade essential oils are processed purely for smell. They are used in detergents such as laundry or dish detergents or soaps. They are also used in candles and room fresheners. Because the only thing that that the manufacturer needs is the smell of the plant, these oils can be processed using high heat and fast times or even worse, chemically distilled. They have lost all of their therapeutic value and because of using chemicals in their distillation, they would be dangerous to put on your skin or taken internally.

Food grade essential oils are used as flavorings mostly in candy and toothpaste. The most used food grade oil is peppermint. Food grade oils can also be distilled under high temperatures and fast times. They have lost most of their therapeutic value also. Just like cooking vegetables under high heat and having their vitamins destroyed, processing essential oils under high heat will cause a lot of their therapeutic value to be destroyed. Just missing one little constituent or molecule from an essential oil changes everything that oil does. For example, the Canadian Cedar tree is used to produce two very different essential oils. From the leaves, we get Western Red Cedar oil. Moreover, from the bark we get Canadian Red Cedar oil. One is red and the other is clearer. They have almost the exact same constituents or molecules in the same amounts in these oils except

the Canadian Red Cedar Oil is missing one of the constituents that Western Red Cedar has. As a result, they do very different things! Canadian Red Cedar is an insecticide and anti-fungal. While Western Red Cedar is used for throat and lung or urinary tract infections!! And this one small molecule only makes up about 2% of the other oil! Such a small change in chemistry but what a big change in action! So you can see that it is very important how the oils are distilled that makes them therapeutic grade, Food grade or perfume grade. Young living has the highest quality Therapeutic grade oils there are! Therapeutic grade means that they can be used to assist the body in making chemical changes that will allow it to come to optimal health. Pure Therapeutic grade essential oils can be used on the skin, smelled or used internally with capsules to make huge chemical shifts in the body.

What can essential oils do for you and me? As you're about to see, they do a LOT more than just smell good!

I am going to go through the some of the Everyday oils found in the Premium Starter Kit. I will teach you about some of them and different ways to use them. This kit is called the Everyday oil kit because these oils are the ones that you will find yourself going back to time and time again.

Let us start with by far the most popular oil, **Lavender**.

Lavender is best known for burns. It cools a burn and soothes it and quickly heals it.

(Open lavender and put it on the back of your hand. Then pass it around to be smelled.) We use lavender NEAT which means straight, undiluted on the skin. You can just put it right on top of the burn. You can also use it for insect bites. Lavender is mild oil and is perfect for children. When children can't sleep or are restless or even tired and temper tantrum-y put them in a warm bath with a few drops of lavender oil in the bath.

Next, let's look at **Peppermint**

If you can only choose one essential oil then choose peppermint. It is very versatile.

It can get rid of problems like headaches and digestive issues. It can also cool the body done when it is too hot like in a fever. Moreover, it is great to use on your finger when you slam it in a door!

Now, I want to talk about **Lemon**.

I love Lemon oil. It has an uplifting aroma. It is so easy to just sniff it and have it lift your mood. We are diffusing this oil now. Come up and smell it. You can wear it as a perfume and people around you will think that you are so inspiring and wonderful because when they are around you, you make them feel so much better!

Thieves Blend is a great preventive. If used before you get sick it may assist you in not getting sick. Many people use one drop of Thieves oil in their warmed orange or apple juice during the winter. They have said that their children don't bring home the flus that other children have at school.

I want to briefly emphasize that the results you heard about tonight were with Young Living oils. Has anyone here ever tasted Velveeta cheese before (*raise hand*)? Or has anyone here ever eaten a *fine European* cheese (*raise hand*)? Is there a *difference*? I used to use the cheap essential oils from the health food store, but after switching to Young Living, I can attest that they are truly the "fine European cheese" of essential oils! The cheaper oils just do not work the same.

Now I have talked to you a little about how these oils can assist you physically, mentally, and emotionally. I haven't talked to you about how they can assist you financially. If you want to know more about that, come and see me after the class.

Okay, does everyone have a pen?

Now to close I would like to say that you should have picked up a flyer when you entered the room that talks about this Premium Starter Kit. On the back, you will see a form that you need to fill out and hand to me to get this Premium Starter Kit. I have a few with me tonight that you can get but you will have to be one of the first two to hand me your form and check to be able to take them home with you tonight. Please note that this kit comes with several sample packages of the oils we talked about tonight that you can share with your friends to tell them about these oils.

Let's go ahead and get to anyone who is interested in ordering. Fill out the form that is a part of the flyer you received. (Say this next part if you do...) We have a computer here and an iPad and get you set up today. As you remember, we did not cover all the essential oils here today! Anyone getting started today with our Premium starter kit today will be qualified to be in our 12 week mentoring program "Transform Your Life." It a free program valued at \$450.00. It is totally optional and you can jump in and out at any time. *It is held weekly here at this home every (you choose) night. (Or tell them how your class will be held, teleconference or webinar. Hint it is always best to teach more than one person at a time.)* We will go over the basics briefly each week because there is a lot to learn and to remember.

Also in this 12-week "Transform Your Life" course, we also will go over in more

detail how to use your Virtual office that each Young Living member receives. It makes ordering super easy. In addition, we will teach you how to access a wealth of information in your virtual office and then you can access to it as you have time and want to learn more! Moreover, of course we answer any questions and help you learn how to use these great oils you are investing in! We want you to have success and we value your investment!

Okay, that concludes our class today... thank you again everyone for being here! If you are ready to place your order, come up and see me now.

Everyone can get refreshments in the _____, and thank you _____ again for hosting us!

If you are able to assist them in signing up on the computer then when you get to the part about Essential rewards program, teach them about the program and the advantages of signing up for it that day. At the bottom of the sign-in process then they have the opportunity to purchase more oils to get the free product for the month. If you desire you can tell them about that and guide them in ordering more samples or other oils that might assist them in getting the free product for the month. Of course, you haven't taught them any of those products but you can take a few minutes and teach it then. Those who do not sign-up that night, follow-up with them the next day and find out what they liked about what they heard or if they had any questions you can answer. (if you don't know the answers direct them to the EODR.)

Please note that I need to put a paragraph near the end of how much money you save by paying the kit with the oils. I haven't done that yet.

What You Need for the Class

- (The box of) oils from the Start Living with Everyday Oils kit
- The Basic Starter Kit Box with all the info
- The Home diffuser
- Premium Starter Kit Flyer
- Think oils Flyer
- The quadrant sheet to pass out along with pencils or pens
- An extension cord to plug the diffuser in and diffuse an oil. Put it on the table.
-
- Extra Premium Start Living Kits to sell. Ask your Executive to get you some.
-
- Table for display with tablecloth - HOST
-

<p>Notes</p>	<p>Things I need</p>
--------------	----------------------

<p>Questions</p>	<p>Friends and Family</p>
------------------	---------------------------

12-week Mentoring Class.

The promise is that you will mentor them for twelve weeks about how to use the oils in the Everyday oil kit. You can feature one of the oils and teach how and what to use it. You can get that information from the EODR or from <http://oil-testimonials.com/>. Before each class make sure that you have asked them to use the oil you are going to highlight through out the week and come with their stories. Have them share their stories of that oil. You can also teach one of the old scripts. It doesn't have to have all the blurbs about buying as these people are already signed up with a premium oils kit. You can also teach some things about the products and the Golden Touch One Kit or NingXia red etc. in these classes. These classes are to be geared to not only teach them about the Every-Day Oil Collection but also the Young Living products and things they need to know about the company and building a business. The second part of the class, what I am calling the business part should be the same every week so that new people can just fall right into it without skipping a beat. People who have already heard the second part of

the class can leave if the desire. However, encourage everyone to go because it will serve him or her to hear it many times.

These things should be taught at the end of your mentoring class. Teach this every week in case you get new members enrolled each week, which would be ideal.

Things that ought to be taught first either in this meeting or on a one-to-one meeting with each person. You want your new enrollees to be able to start making money as soon as they can within 72 hours. It builds excitement. Some of the things below can be emailed out to your people and then you would have a follow-up call to see what they liked about what they learned and if they have any questions.

1. Pass out a resource list. Teach that this is their reminder of whom they know and with whom they can share the oils. Everyone knows at least 200 people. Also ask them to think of people they know who are in pain or have illnesses. Have them put down on the resource list about 10 people who they know that they would like to share about these oils. Talk to them about whom they know that they would like to invite to a class like the one they to which they just went. This is the first step in the three-way meeting plan which is a plan to get them making money within their first 72 hours of enrolling into the company. Tell them that you will teach them how to give the class. Part two of the three-way meeting plan is that you go to the home and give the class as they play the part of the host. Part Three is that they ask one of the people to host a party. You go to the party but the new enrollee is now the presenter and you are an observer to assist where needed. After that they can branch off on their own teaching the script and enrolling party. This is a great way to leverage your time and is a fast way to grow your business. If you give every party for everyone you will quickly get burned out.

Ask them to set up a class and a date that you can come to their home and teach their friends. The smaller the class the easier it is to sign people up. Ten is getting on the large size.

This is a script that they can use to talk to people about coming to their class if they would like.

(FORM= ask them about thier family, occupation, recreation, message. This is to assist in forming relationships with people.)

Hey "Prospects name", how's it going? (FORM) Listen I just made a career move and I am needing to get some practice and some experience and I am really wanting to impress the person who is training me. So I was wondering if I could get some experience by practicing on you? Great, I am having a meeting to learn how to do this at my home on ----name the date----

Or Test Market Script for someone with samples

Hey, "Prospects name", How's it going? (FORM your prospect.) I was wondering if you would be willing to help me out with something? We have been looking for a way to (get out of debt, pay off our car, stay home with kids, increase our income, etc). After carefully searching for a solution, we found something. But before we completely get ourselves in too deep, we are first doing a test market through a few friends we trust will give us an honest assessment. It's a kind of a "Look under the hood and test drive before we buy "kind of thing. I really trust you and want your opinion. So would you be willing to test something out for me?

Or You can tell them your story about what one of the oils has done for you and give them a sample to try and tell them you are going to have a meeting in your home to tell them about it.

When I say FORM your friends, what that means is that you sincerely find out from them how their family is. You don't want to make it look like you are coming on to them for greedy intentions. Talk awhile to them about how their job is going. Do they like it? What do they do? What do they like about what they do? What don't they like about what they do? What have they done lately for Recreation? Where would be their favorite place to go on a trip etc. Then you give your message about wanting to practice your party script with them or having them look at these oils and see what they think. Truly get their opinion.

2. Teach them about the bonuses. The start living bonus, etc. Teach them about Essential Rewards the whys, and the blessings and compensation plan. Here is a great video if you aren't sure how to teach this part.

<https://www.youtube.com/watch?v=MpXEzJFps7A> (30 minutes)

3. Teach them about the Essential Rewards Program

https://www.youtube.com/watch?v=TYq37Mht-_0 or <https://www.youtube.com/watch?v=LtQzOxIC8d0>

4. Teach them about their Virtual Office and how it is used. How to order, how to use the downline viewer, about the resources etc.

<https://www.youtube.com/watch?v=Jrjpl0xCsiY>

5. Teach them where to get resources and more information, EODR, Ultimate Balance, Gentle Babies, Facebook Groups.

<http://www.lifesciencepublishers.com/> and <http://www.abundanthealth4u.com/>

6. Have them listen to the Tax Class by Steven. You can give a link out for this.

https://www.fuzemeeting.com/replay_meeting/3f36bb43/5897187 password tax4business

Remember Facts tell Stories tell and I don't know all I know is to objections or questions.

1. Build Leadership- Leverage your time by creating teams that can go out on their own and build their own businesses. Be careful that your team doesn't become co-dependent on you to do the things that they can do.
2. Co-dependency is a very slow way to grow a business.

Developing Your Resource List

Social scientists say the average adult has met 2000 people by the age of 21. One of the biggest success keys is to develop your list of resources to at least 200 people minimum.

Do not prejudge people! The people you think will not be interested will be. The people you think will be interested won't be. You are looking for WHO THEY KNOW.

Here is some help to get you started:

WHO YOU SEE AT . . .	WHO DO YOU KNOW WHO . . .
<ul style="list-style-type: none"> - the fitness club - the spa - Network Marketer ~ Networker - teacher - engineer - salesperson - Alternative Health Practitioner 	<ul style="list-style-type: none"> - is organized - has a good telephone personality - has Desire and DRIVE - is a people person ~ Team Player - has character and integrity - is dependable

<ul style="list-style-type: none"> - nutritionist - chiropractor - veterinarian - dentist - physician - Personal Trainer - body-builder - the hair salon - the cleaners - the bank - the Day Care 	<ul style="list-style-type: none"> - is fun and friendly - is a fitness or sports enthusiast - has computer and internet skills - is self-motivated - loves a challenge - wants to make more money - isn't happy with their job
<p>WHO DO YOU KNOW WHO IS A . . .</p> <ul style="list-style-type: none"> - the golf club - the tennis club - hair stylist - esthetician - massage therapist - police officer - real estate agent - secretary ~ office manager - restaurateur - butcher - waitress ~ waiter - mechanic - bridal shop owner ~ manager - health store owner ~ manager 	<p>WHO DO YOU KNOW WHO IS A . . .</p> <ul style="list-style-type: none"> - is health-conscious - is concerned about their weight - needs deeper sleep ~ less stress - wants more energy - wants to make more money - is a champion ~ loves a challenge - is self-motivated - is enthusiastic - is entrepreneurial

Number	Name	Address	Phone Number	Called	Notes
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					
32					
33					
34					
35					
36					
37					
38					
39					
40					
41					

42					
43					
44					
45					
46					
47					
48					
49					
50					
51					
52					
53					
54					
55					

56					
57					
58					
59					
60					
61					
62					
63					
64					
65					
66					
67					
68					
69					

70					
71					
72					
73					
74					
75					
76					
77					
78					
79					
80					
81					
82					
83					

84					
85					
86					
87					
88					
89					
90					
91					
92					
93					
94					
95					
96					
97					

98					
99					
100					
101					
102					
103					
104					
105					
106					
107					
108					
109					
110					
111					

112					
113					
114					
115					
116					
117					
118					
119					
120					
121					
122					
123					
124					
125					

126					
127					
128					
129					
130					
131					
132					
133					
134					
135					
136					
137					
138					
139					

140					
141					
142					
143					
144					
145					
146					
147					
148					
149					
150					
151					
152					
153					

154					
155					
156					
157					
158					
159					
160					
161					
162					
163					
164					
165					
166					
167					

168					
169					
170					
171					
172					
173					
174					
175					
176					
177					
178					
179					
180					
181					

182					
183					
184					
185					
186					
187					
188					
189					
190					
191					
192					
193					
194					
195					

196					
197					
198					
199					
200					