

## ESSENTIAL OILS 101 OUTLINE

The outline given here is simply a few ideas of how you can make the class your own. Please do not plan to read these word for word as your class will NOT make sense. You'll want to add in your own experiences and favorites!

\* = optional suggestions

### SLIDE 1:

Hello!

Learning about oils does not have to be complicated; so let's guide you through it - one drop at a time!

Grab a drink, cozy up on the couch, and we'll show you how to use 12 of the most popular essential oils on the planet—with confidence! We'll share with you a few of our favorite products and tips for optimizing your health and wellness.

(If doing an in-home class, you have the option to pass around each oil.)

\*I will be passing around each oil as we go through them, so you're able to experience each scent for yourself!

### SLIDE 2:

\*Introduce yourself. (Don't forget to smile!) Share your story! When you first started with Young Living and what you love about the products/company.

\*Liven up the mood with some fun ice breaker questions! After introducing yourself, go around the room and ask everyone to share their name plus answer 1-2 questions to help get to know each other a little better.

Examples—

Food:

How do you like your eggs? What's the weirdest food you've ever eaten? If you had to eat one meal every day for the rest of your life, what would it be?

Travel:

If you had a 2 weeks paid vacation to go anywhere in the world, where would you go and why? What's your favorite place you've ever visited? If you could live anywhere, and your family & friends could come too, where would you live?

Entertainment:

You have to sing karaoke, what song do you pick? If you could see one movie again for the first time, what would it be?

If you could trade places with anyone in the world, who would it be and why? If you were famous, what would you be famous for?

Miscellaneous:

What is one thing that makes you laugh? What gets you really excited? What is your biggest pet peeve? What's one thing you're really good at?

### SLIDE 3:

Essential oils have stood the test of time and have a rich history. Did you know that Ancient Egyptian hieroglyphics and Chinese manuscripts have been translated describing the blending of and recipes using essential oils for thousands of years before the time of Christ? Also, in 1817 a medical scroll called the Ebers Papyrus (Ee-birs Pap-pie-rus) was discovered that was over 870 feet long! Dating back to 1500 B.C., the scroll mentioned over 800 recipes and prescriptions for herbs and oils.

### SLIDE 4:

Young Living is the world leader in essential oils. From the time the seed is sourced until the oil is sealed in the bottle, Young Living applies quality control to ensure that you are receiving essential oils exactly the way nature intended. The Seed To Seal Guarantee - no other company has that!

It's 3 pillars are:

#### 1. Sourcing

Not all essential oils are created equally. Young Living will never knowingly compromise by adding synthetics, contaminants, or cheap fillers, or by using unethical production practices.

#### 2. Science

Science is the cornerstone of what Young Living does. Their trained scientific staff employs cutting-edge methods to develop new products, as well as to help ensure the quality of all their products.

#### 3. Standards

Part of their stewardship is to do business responsibly—from sustainably sourcing plants, to uplifting local communities,

and to complying with environmental and other laws. Young Living offers pure product that you can feel confident is contributing to the greater good.

\*Have them bring up [www.seedtoseal.com](http://www.seedtoseal.com) on their phones and save to read through later

Gary Young said he never made a product for a profit, he made products for a purpose; and his dream was to have Young Living in every home around the world.

#### SLIDE 5:

So what are essential oils? Essential oils are the concentrated aromatic liquid extracted from shrubs, flowers, trees, roots, bushes, rinds of fruit, and seeds. They are often referred to as the "life force" or "blood of the plant". Essential oils can support our body on a cellular level. They help keep us well! Oils can help with balance, sleep, focus, immunity, stress, happy bellies, healthy breathing, aches, and the list goes on.

Fun fact: Oils have the potential to support every system in the body. Check out this handout on the body systems! (pass out handout)

What do you want less of in life? Less stress? Less mood swings? Less crazy? How are you going to get that?

What do you want more of? More restful sleep? More energy? How are you going to get that? What have you been using or trying? And how is that working for you?

Take a few minutes and fill out this wellness consult. (pass around consult) When everyone wraps up, we'll go around and share one thing you'd like to learn about today. Then, we'll dive into how to use the oils and when to use them.

#### SLIDE 6:

There are 3 ways to use oils: 1) Aromatically 2) Topically 3) Internally

The aromatic use of essential oils may be the most familiar. Have you ever walked into a salon and enjoyed the refreshing scent of Tea Tree and Eucalyptus? Or maybe you've noticed your best friend diffusing those happy citrus oils every time she has a girl's night.

Some ways that you can use oils aromatically are to:

- \* Inhale directly from the bottle
- \* Rub 2-3 drops of essential oil between your palms and inhale deeply.
- \* Place a few drops on a clothespin or cotton ball and place in car vents, garbage cans, or in your dresser drawers to keep things fresh.
- \* Add your favorite essential oils to a diffuser and place in your living room, kitchen, bathroom, or bedroom.

#### SLIDE 7: Topically. Here are 5 tips for topical application:

On the crown: Essential oils can be applied to the crown of your head, behind the ears, to your neck, and to your temples.

Apply on skin: Some say if you're unsure of where to put an oil, simply put it where your body needs it! If your stomach is giving you grief, put DiGize directly on your belly. If your knees are sore after a workout, put PanAway or Peppermint directly on your knees. Start with a couple drops and go from there.

Dilute if needed: If the scent of an essential oil is too strong or if you have sensitive skin, dilute it with a carrier oil. Applying almond, coconut, or Young Living's V-6 Vegetable Oil Complex over the top of the essential oil will let you adjust the strength of the oil according to your preference.

MASSAGE: For a calming massage, add several drops of Lavender and Cedarwood with a carrier oil to help calm the crazies. For tight and overworked muscles, mix PanAway and Copaiba to soothe those sore muscles.

Reflexology: Reflexology is based on the theory that there are reflex points on the feet, hands, and head that are linked to every part of the body; and many people choose to apply essential oils to the bottoms of the feet. Check out the foot chart on the next page to see where each body system is located.

Here are a few of our favorite topical oils and where we apply them. (or share your own favorites)

Safety Tip: Oil and water DO NOT MIX. If you get any essential oil in your eyes, or anywhere else that feels uncomfortable, do not mix with water. Water will only intensify the feeling! Grab some coconut oil, almond or olive oil, and rub in to help

dilute it instead.

#### SLIDE 8: Dietary

Did you know that you can get the benefits of essential oils by ingesting them? Young Living's Vitality™ line was developed to provide a clear distinction between oils for internal use and those for topical and aromatic use. All are the same pure, authentic essential oils, they've just labeled them differently so there's no confusion!

**Drinking Water:** Add 1-2 drops of your favorite Vitality oil to water throughout the day to help keep you hydrated! Lemon and Grapefruit Vitality are a must for water, or try Thieves Vitality in your coffee or tea. These oils provide a hint of flavor and make a great calorie-free replacement for soda or juice. Make sure to use glass or stainless steel drinkware!

**Cooking:** To give your pasta sauces an authentic Italian flair, add a drop of Oregano Vitality or a drop of Basil Vitality to give your meals a flavorful boost.

**Capsules:** Place a few drops of essential oil into an empty vegetarian gel capsule and take as a dietary supplement with water. (Dilute as desired/recommended)

\*Share a personal experience if you have one

#### SLIDE 9:

**Lavender**– a staple in every home! Think skin, sleep and stress. Everyone knows Lavender is the oil of all things calm and one of the most universal essential oils on the planet. You can:

Diffuse or Apply on the bottoms of the feet to relax or wind down in the evenings –the whole fam will love this too! Your skin's best friend. Apply topically to irritations. It's safe for kids! A must-have for your purse or diaper bag. Diffuse with Lemon and Peppermint in the springtime and in autumn for seasonal discomforts.

Lavender also blends well with most oils. Especially citrus oils, Cedarwood, Chamomile, Clary Sage and Geranium.

\*Share any additional ways you like to use Lavender and where you apply it, etc.

**Fun Fact!** Young Living has 3 farms that grow lavender - located in Utah, Idaho, and France. It takes 27 square feet of lavender plants to make ONE 15ml bottle of Lavender oil!

#### SLIDE 10:

**Peppermint** is known as the "Jack of All Trades"

Peppermint comes in a Vitality, so it is safe to consume. The essential oil in both bottles is exactly the same, it just has to have a different label for FDA purposes. Peppermint Vitality supports a happy digestive system. Peppermint is great for sore muscles, an achy head and to keep pests away.

Did you know 1 drop of Peppermint oil is equal to 26 cups of Peppermint tea?! Oils are VERY concentrated. 1 drop goes a long way. It has a cooling effect on the skin. Put a few drops on neck & chest to help cool you down.

\*Share ways YOU like to use Peppermint and where you apply, etc.

Diffuse with citrus oils when you need some pep!

A fun diffuser recipe is called the 3:00 PM Pick-Me-Up– It smells so good!

3 drops Peppermint

7 drops Orange

#### SLIDE 11:

**Lemon** is known as "The Energizer". This oil has so many mood boosting benefits. Use this one daily to promote those happy vibes. This one comes in Vitality too, but again, both bottles have the same essential oil in them - just different labels. Use it to Remove crayon, sticky residue, or tough stains. Or add a few drops to your DIY home cleaning spray. Add 1-2 drops of Lemon Vitality in water to support the immune & circulatory systems daily.

This oil also loves your kidneys, bladder and liver.

\*Share ways you like to use Lemon and where you apply it, etc.

This oil may cause photosensitivity. Stay out of the sun for 12 hours after applying to the skin to avoid minor burn.

#### SLIDE 12:

And now on to Frank! We like to call Frankincense "The Powerhouse"

He's really good at uplifting emotions and loves to help boost mood and concentration.

A lot of women will add Frankincense to their facial routine, as Frank is amazing for the skin too. Frankincense has been used since biblical times. Google the benefits of Frankincense and have your mind blown!

\*Share ways you like to use Frankincense and where you apply it, etc.

These first 4 oils are "single" oils. Meaning, a single plant is distilled to get this essential oil. The next oils we will talk about are "blends". A blend is a combination of single oils and/or other blends, carefully crafted with you in mind—each with its own unique benefits and uses. Young Living has over 80 blends—and today we're going to introduce you to 8 of them.

#### SLIDE 13:

The first is DiGize, aka "the tummy tamer". This oil is all about helping the digestive system.

Apply topically on abdomen to calm stomach discomfort.

Add DiGize Vitality to a vegetable capsule and take internally.

\*Share ways you use DiGize and/or Share a testimony of how well it can work

The coolest part about oil blends is you're getting so much bang for your buck! For example, DiGize has 8 oils in it: Tarragon, Ginger, Peppermint, Juniper, Fennel, Lemongrass, Anise and Patchouli. So if you're looking in an oils reference book and it says to use Ginger, for example, but you don't have Ginger essential oil, you could try DiGize because it contains Ginger.

#### SLIDE 14:

Thieves - amazing for cleaning and supporting the immune system!

How Thieves got its name: In France, in trying times during the 15th century, a group of thieves were stealing from the sick and the dying. Legend says they protected themselves by creating an aromatic combination composed of clove, rosemary, and other botanicals. The Thieves blend is inspired by these classic tales.

A lot of people put Thieves on the bottoms of their feet to help with overall wellness. But this oil is considered a HOT oil, so dilute if applying anywhere else on the skin. The Thieves Essential Oil blend includes: Lemon, Clove, Eucalyptus Radiata, Cinnamon Bark & Rosemary.

\*Share ways you like to use Thieves, where you apply it, etc.

Thieves is so known for its cleansing properties that there is an entire cleaning and dental line are formulated with it! You might be surprised to know that there is a Thieves household cleaner, laundry soap, dish soap, wipes, toothpaste, mouthwash...even dental floss. After learning about what Thieves can do, which product in your home are you the most excited to swap out for a safer, health boosting option?

#### SLIDE 15:

PanAway - This oil is great for sore muscles and joints. Try rubbing a couple drops onto your neck and shoulders when they're feeling tense OR Add to V-6 carrier oil and massage over the lower back. It feels amazing! You can add a roller fitment top to the bottle and use it on-the-go, at the gym or during sports activities.

\*Share ways you use PanAway, your experience with it, etc.

PanAway Essential Oil contains: Wintergreen, Helichrysum, Clove, Peppermint.

#### SLIDE 16:

Valor is definitely a Young Living favorite. This oil is known as the oil of confidence.

Apply Valor before a big game, test, presentation or challenge. Great for kids and teens!

You can also wear it on wrists, neck and chest as your daily perfume to help conquer those emotions that are running high and ground an overactive mind.

Blue Tansy is the oil that gives Valor its bright blue color.

\*Share ways you use Valor, your experience with it, etc.

#### SLIDE 17:

Everyone take a deep breath! In through the nose and out the mouth.

Raven is all about breathing. This blend is great for the lungs and it's perfect to use when you need some refreshing comfort for the chest and throat. Diffuse next to your bed when fighting the yuck. A lack of oxygen makes us sleepy, that's why we yawn to stay awake. Inhale deeply to give yourself a little extra pep when you wake up or before a workout. Give Raven a boost by pairing with Thieves Cough Drops and Inner Defense when you need extra support.

\*Share ways you use Raven, where you apply it, etc.

Raven contains Ravintsara, Peppermint, Eucalyptus Radiata, Lemon and Wintergreen. There is a childproof cap on Raven

because of the Wintergreen. Wintergreen is to be used with caution for children under 5.

SLIDE 18:

Peace & Calming - Did you know this oil joined the Young Living family back in 1994?

Known as the tantrum tamer or the chillaxer. This oil blend will help you rest, chill and calm those crazies. It's a favorite for before bedtime or long car rides. Great for big feelings, toddler tantrums and mama meltdowns. Diffuse or apply to the feet in the evening when it's time to wind down.

\*Share ways you use Peace & Calming, where you apply it, etc.

Peace & Calming Essential Oil: Ylang Ylang, Orange, Tangerine, Patchouli, Blue Tansy.

This oil may cause photosensitivity. Stay out of the sun for 12 hours after applying to the skin to avoid minor burn.

SLIDE 19:

Citrus Fresh - Some call this one happiness in a bottle.

Stay energized and focused by diffusing at work--or during homeschool/homework!

No time to clean? Ditch those candles and diffuse this instead for that clean house scent.

Try this recipe: Diffuse 3 drops of Citrus Fresh, 3 drops Cedarwood, 1 drop of Copaiba for a honeydew-like, springtime aroma.

\*Share your thoughts about this oil, how you use and apply it, etc.

Citrus Fresh Essential Oil: Lemon, Grapefruit, Orange, Tangerine, Mandarin, and Spearmint.

This oil may cause photosensitivity. Stay out of the sun for 12 hours after applying to the skin to avoid minor burn.

SLIDE 20:

Stress Away - Some people like to call this one, 'Vacation in a bottle' or 'Margarita in a Bottle'. The name really says it all.

Wear this as perfume; applying it to your neck and wrists as needed. If you run out of wine (or maybe you have kids and have had a bit too much WHINE in your day) - just head right to this bottle. Works on your furry family too!

\*Share how you like to use this oil, where to apply, etc.

Thin Mint Cookie Diffuser Recipe

5 drops Stress Away

2 drops Peppermint

Stress Away Essential Oil: Lime, Copaiba, Lavender, Cedarwood, Vanilla, Ocotea.

SLIDE 21: "Scentsable" precautions

We've talked about how Young Living Essential oils are pure plant juice with no synthetics added, but there are still some basic precautions and safety measures we want you to be aware of.

- If you get an essential oil in your eye, or if the sensation is too much on your skin, dilute with a carrier oil such as Young Living's V6 Vegetable oil complex, Coconut, Almond, or any lotion with a thicker consistency. Do NOT use water. Using water will drive the essential oil in further and intensify the feeling!

- Keep essential oils out of the reach of children. If a child should happen to swallow an essential oil, administer milk or honey (almond and rice milk are also ideal). Avoid using menthol rich oil (such as Peppermint) on the throat, neck, chest and nasal area of children under the age of 3 years.

- Essential oils should NEVER be placed directly into the ear canal, only apply on the outer ear and around the ear. Oils dropped directly into the ear canal can potentially damage hearing.

- Store your little bottles of magic in a cool, dark place. If kept in the car, the heat during the summer months could compromise the quality of the essential oil. If frozen - not a worry! Simply rub the oil bottle together in your hands to liquefy, or run the bottle under warm water.

- Use caution when using citrus oils and being outside in the sun. Citrus oils are photosensitive, and can cause a reaction on the skin when mixed with sunshine. Wait AT LEAST 12 HOURS before going outside after applying citrus oils to the skin

to avoid minor burn.

- If ingesting Vitality oils upsets your tummy, try drinking with milk, honey, or a little olive oil to dilute the essential oil.
- If pregnant or breastfeeding: Sage oils, as well as Juniper, Fennel and Idaho Tansy have constituents with hormone-like activity. Therefore, it is best not to use these oils while pregnant. Check with your health professional before using.
- If you have other health conditions or are currently taking a medication, it is recommended that you speak to your health care provider with any concerns.

#### SLIDE 22:

I want to shift gears for a few minutes and just touch on a few of my FAVORITE oil infused Young Living products. I don't know if you're like me, but could any of you use more energy? Ningxia Red - I could talk about Ningxia Red all day long. Ningxia Red is a powerful whole-body supplement. Who should drink NingXia? Ummmm anyone who is breathing? The benefits are endless, but here are a few highlights!

It's made with exotic fruit extracts and wolfberries, plus essential oils that contain d-limonene, a powerful wellness promoting constituent. Mamas in the room...this is a must. You are worth it and besides...everyone knows if mama ain't happy, ain't nobody happy! Supports normal eye health and is a powerful energizer and cleanser that tastes great! \*Share why you love this juice, why you drink it, how it makes you feel, etc.

NingXia Nitros and Zyng are 2 other favorites for in your "gotta get all the things done" arsenal. If you'd like to know more, talk with me after class and I will be happy to answer any questions. (if you have a NingXia class scheduled, this would be a great time to advertise it!)

#### SLIDE 23: Thieves Household Cleaner

We try to live a healthy lifestyle by eating right and exercising, but sometimes the last areas we think to change are our cleaning and personal care products. We pay so much attention to what we put in our mouths - which IS important - but why not pay just as much attention to what we put on our skin?

Did you know:

- The FDA requires the list of ingredients under the Fair Packaging and Labeling Act (FPLA). This law is NOT allowed to be used to force a company to tell "trade secrets". Fragrance and flavor formulas are complex mixtures of natural and synthetic chemical ingredients.
  - \* Products that are labeled "green" or "natural" for marketing reasons, can cost more and can contain the same amount of chemicals!
- This has replaced all other cleaners in our home (ok aside from baking soda and vinegar, but those we use for other things too) \*Share how you use Thieves Household cleaner, recipes, and other Thieves line favorites!

#### SLIDE 24 :

What is CBD? Have you noticed it's everywhere? (Say a few of the places you've seen it)

CBD is a major buzz-word right now, but what is it? CBD is short for cannabidiol (can-na-beh-dial), which is a compound that comes from hemp plants. YL's CBD comes directly from only the best hemp plants and is dissolved in fractionated coconut oil so your body can easily absorb it.

What is CBD used for?

According to an article by Harvard (source: <https://www.health.harvard.edu/blog/cannabidiol-cbd-what-we-know-and-what-we-dont-2018082414476>) "CBD is commonly used to address anxiety, and for patients who suffer through the misery of insomnia, studies suggest that CBD may help with both falling asleep and staying asleep. CBD may offer an option for treating different types of chronic pain. A study from the European Journal of Pain showed, using an animal model, CBD applied on the skin could help lower pain and inflammation due to arthritis. Another study demonstrated the mechanism by which CBD inhibits inflammatory and neuropathic pain, two of the most difficult types of chronic pain to treat." The article also covered a bit about children with epilepsy. (Ask them to text you the word article if they'd like you to text them the link)

Young Living offers 5 great CBD products: Cinnamon CBD oil, Cool Mint CBD oil, Citrus CBD oil, Calm CBD Roll-On and a CBD Muscle Rub.

Will CBD make me "High"?

One of the most frequently asked questions is, "Can CBD make me high?" The answer is a resounding, "No!" Pure CBD oil



doesn't contain any THC—the chemical responsible for marijuana's psychological effects—and therefore, cannot get you high.

#### Smart spectrum™ CBD

Smart Spectrum science blends the CBD isolate and the terpenes from essential oils to make a CBD product that is broader and more robust. The terpenes found in essential oils can also increase the overall efficacy of the product. Our CBD products are the only CBD products formulated this way on the market.

#### SLIDE 25:

We've talked about many non-toxic products for your entire home. Which room (or rooms) in your home can you see yourself starting to ditch and switch products from first? Maybe your kitchen or bathroom? How about your bedroom or laundry room? Know that wherever you choose to start, you are making a great choice. Everyone's wellness journey is different, but Young Living gives us products we can feel good about using in our homes and on our families.

#### SLIDE 26:

I know you're wondering—how can you get your own?

Here are the ways you can stop borrowing them from your girlfriends and start your own stash! The first option I want to tell you about is the Everyday oils starter bundle. You get everything you see here (with your choice of diffuser) and also 24% off retail prices for an entire year! So when you run out and need to replace your new favorites, you'll save money! This bundle is by far the most popular and the one that most people start with, but it's not your only option.

#### SLIDE 27:

There are other starter bundles available as well if you feel one of these would best fit your needs.

NingXia Red, Thieves, The Little Oilers, CBD

\*there may be others available as well...check the website before your presentation and add in any others that may be available. You'll find them all on your order form. (pass out order forms)

#### SLIDE 28:

There are 3 ways to order. (\*Pass out Good Better Best forms if you haven't already)

1. A good place to start is to simply place an order! You have your order forms which you can fill out OR you can pull up [www.youngliving.com](http://www.youngliving.com) on your phone and I can help you place your order online.
2. And if you like saving money...A better way to start is to place an order with a bundle! The bundles are the best bang for your buck. The oils bundle, for instance, is an over \$400 value for only \$165! By doing this, you will save 24% off any product you order for an entire year! So when you need to replace those new favorites you'll be saving money. Speaking of saving money...
3. The BEST way to start is to place a 100pv order with Essential Rewards! By clicking on the Essential Rewards tab when you place your order, you get to take part in Young Living's Loyalty Rewards program, which is excellent! You can customize every thing about your order, the products, the date it processes and your payment method as often as you like.

#### SLIDE 29:

Opportunities with Young Living-

This may or may not be for you, but here are some of the opportunities Young Living has to offer:

1. Simply enjoy the wellness benefits of the many quality products that Young Living has to offer!
2. Earn your product for free With Essential Rewards! Earn up to 25% back in free product + your 24% off retail and you are essentially getting your product at 49% off retail!
3. Earn an extra \$50, \$100, \$500, \$1000 or \$5000+ each month! Did you know you can earn a residual income by simply sharing your experiences with Young Living? Your Thank You check from the company is determined by how passionate you are about the products and how much you consistently share!

#### SLIDE 30:

I'm here to answer questions and help you place your orders. Thank you so much for coming!