

## INTRO TO YOUNG LIVING OUTLINE

The outline given here is simply a few ideas of how you can make the class your own. You'll want to add in your own stories, experiences and favorites!

### SLIDE 1:

Hello! (Introduce yourself and share a brief bit of your story)

Home is where the heart is. Our home is a safe haven – a place for creating great memories, spending time with loved ones, and truly relaxing and being yourself. Everyone wants the best for their family, but have you ever considered the fact that items in your home could be making you sick? The average American home is filled with hidden toxins and familiar products that are actually poisonous and harmful. Whether you're aware of them or not, these hidden toxins are reeking havoc on the wellness of you and your loved ones. It's sobering to realize the very real effects these misleading products have on our health, but it's empowering to use this knowledge and take control! In this class, we're going to teach you how to enjoy and live the Young Living Lifestyle!

### SLIDE 2:

With over 7 million oily members around the world and still growing, Young Living has established farms, warehouses, and offices around the globe!

### SLIDE 3:

Before I dove in with Young Living, I did some research on essential oils and different companies. I'd like to share with you what stood out the most to me while learning about what is important when choosing an essential oil company. Purity, quality, and integrity.

There seem to be so many essential oil companies these days, but what sets YL apart is the purity and commitment to quality. What makes Young Living the world leader? YL is the oldest and most trusted company in the world. They have over 25 years of research and experience. YL produces and guarantees 100% pure therapeutic grade oils, which is vastly different from the perfume grade oils that you can buy at the local health food store. YL is the only company that owns its own farms. Because of this they have the Seed to Seal® guarantee. Other companies claim they offer a quality product, but really they are just 3rd party bottlers of oil.

The YL process is called Seed to Seal®, which means they have control of the product from the soil and seed to the time it is bottled and sealed. These steps are taken in order to promise 100% pure oils without additives, fillers, synthetics, or oil that is just void of the constituents that benefit our bodies due to overcooking oils in the distillation process. Cheap perfume grade oils (100% synthetic), or even just diluted oils with less therapeutic constituents can all legally be labeled 100% pure and organic because there is basically no regulation in this industry. You truly must know and trust your company! I trust Young Living! I am able to spend time on their farms, Deciding to use Young Living products was part of a decision to make better and safer choices for my family. I am very thankful for the impact that YL has made in my life!

### SLIDE 4:

Essential oils are the life-force of plants; basically their internal juices. The essential oil is to a plant as blood is to a human. While not exactly blood-like, they support the plant similarly to the way blood does for humans. Just like our blood helps to oxygenate, regulate, and heal our bodies; essential oils do the same for the plant source they are extracted from. They help support and regulate our body systems. One of my absolute favorite books for sharing many of the the oily details is "The Essential Oil Truth ~ The Facts Without The Hype" by Jen O'Sullivan. If you really want to dig in, grab that book! It's great for beginners who want to know the basics!

### SLIDE 5: How to use Essential Oils

#### 1) Aromatically

- Place a drop into your hand, rub them together and cup your hands over your nose and mouth and breathe in the aromatic vapors for 3-5 minutes.
- Place a couple of drops in an ultrasonic essential oil diffuser which disperses tiny particles into the air via a fine mist. Not only does the use of a diffuser make your home smell lovely, but unlike synthetic fragrances and scented candles - you and your loved ones will experience therapeutic benefits.
- Breathe straight from your bottles...even if they are empty! This is a very cost effective way of utilizing every last bit of your precious oil. A bottle could last nearly forever! \*When inhaled, molecules of essential oils immediately go to the ol-

factory (smell) part of the brain, and then to the limbic (emotional part of the brain) system to work in the emotional area of our bodies.

- It has been scientifically proven that emotions and illness are closely linked. Our eyes, ears, tongue and sense of touch are all wired so that their messages pass to the brain via the reasoning cortex first. The nose, however, is wired differently. It connects directly with the limbic brain such that one's response to an aroma is going to be emotional before it can be rational. Therefore, because inhaled oils directly affect the emotional seat in our brains where traumatic memories are often stored and because oils can release cellular memories stored anywhere in the body, they can be of great value in helping us clear ourselves from the unconscious, hidden emotional patterns that control our lives!

## 2) Topically

- Essential oils can be applied either neat (undiluted) or diluted with what is called a carrier oil. A carrier oil is a fatty oil such as organic olive, coconut, grapeseed etc. that is used to 'carry' your essential oils. The larger molecules of a carrier oil will slow the absorption rate down, allow the essential oil to cover a greater surface area, and also create a somewhat "slow release" effect.
- Not only can you apply essential oils directly to the site of concern, you can also use VitaFlex points of the feet, hands and ears to access specific areas of your body. VitaFlex is an ancient healing methodology brought to the U.S. by Stanley Burrows. It means 'vitality through the reflexes'. It is similar to reflexology. Your skin has a piezoelectric property, meaning pressure induced electricity. The pressure comes from the fingers. A rolling motion of the finger pads, tips and nails, creates the stimulation similar to how an electric switch or circuit works. The technique is applied to the various reflex points of the body.
- When it comes to applying essential oils topically, we love the bottoms of our feet! The bottoms of your feet have large pores so the oils absorb rapidly, are typically not sensitive, and are where many of those VitaFlex points mentioned above are located. When in doubt, apply to the bottoms of your feet!

## 3) Internally

- Yes, Young Living EO's are safe to take internally! Swallow them, drink them, cook with them. Young Living has an entire line of essential oils that are labeled for internal use - the Vitality line! Still the same premium essential oil that we know and love from Young Living, simply labeled as a supplement to keep everything straight with the FDA.
- Encapsulate - you can purchase veggie caps from Young Living (or at a local health food store) for the times that you could benefit from taking an oil internally.
- Add to food or drink - just make sure you are using either a glass or stainless steel container. Essentials oils know the difference between natural and synthetic and can eat through plastics or styrofoam. Even if it's not apparent, it could be leaching toxins from the plastics...and then you would be ingesting them - yikes! Kind of defeats the purpose.
- Drop under tongue - sublingually is one of the fastest methods to get all the EO goodness into your body.

## 4) DIY's

Making your own oily products is FUN and can be very cost effective!! And, of course, then you are in control of what goes into your products to make your home safe for everyone!

**SLIDE 6:** Share some of your personal testimonies with these oils.

### SLIDE 7:

There are the "White" labeled oils and the "Colored" labeled oils. The white coats (as I call them) are our "Vitality" oils which are labeled for ingesting. The "colored" labeled oils are labeled for external, topical, or aromatic use. There is NO difference in the content of the oils of a Vitality and Non-Vitality oil, the difference is the label! Young Living did this to comply with FDA requirements. Take a listen to this short video to learn a bit more about our Vitality Oils!

[https://www.youtube.com/watch?v=y4nd-heLYV8&feature=youtu.be&fbclid=IwAR3IbG8YW-ecqHyqAthBzRN\\_7DWstQ77a-5UsAMdzzcPwHIdhy-oJtiYAaB0](https://www.youtube.com/watch?v=y4nd-heLYV8&feature=youtu.be&fbclid=IwAR3IbG8YW-ecqHyqAthBzRN_7DWstQ77a-5UsAMdzzcPwHIdhy-oJtiYAaB0)

**SLIDE 8:** Share your personal testimonies about these oils

### SLIDE 9:

On the last slide, I shared the Young Living Thieves oil with you. NOW for some exciting NEWS!! Since Thieves is SO powerful and effective, Young Living has made an entire line of Thieves products! The Household Cleaner and Hand Sanitizer might be my favorite! It's true, most people start their Young Living membership with an Everyday Oils Starter Bundle, but there is also the Thieves® Starter Bundle which is an awesome way to integrate effective, toxin-free products from Young Living into your everyday life.

**SLIDE 10:**

Drumroll for the Thieves line! (Share your Thieves product story here)

**SLIDE 11:**

Young Living has BOTH “Thieves Cough Drops” and “Thieves Lozenges” The difference between the two is, the thieves cough drops contain menthol and taste more “medicinal.” The lozenges are my go to in place of gum or a breath freshener. Both support your immune system in crazy, amazing ways and WOW do they WORK!!

Many toothpastes are FULL of toxic chemicals such as SLS (Sodium Lauryl Sulfate), Propylene Glycol, and Triclosan, which are not intended to be swallowed! Think about this, many medications recommend placing a few drops under the tongue for best absorption .. and fastest, usually 30 seconds or less! This is the best place for absorption into the body. Do you think any toothpaste might get under your tongue when brushing? Especially if you brush for a minute or two? Let me ask you this– Why are there warning labels on toothpaste? “Keep Out Of Reach of Children”, “If Swallowed, Call Poison Control” .. They have warned us!

Try the Thieves Toothpaste! It’s free of toxic chemicals and has an amazing taste and truly cleans teeth!!!  
The same is true for Mouthwash ... read your labels!

**SLIDE 12:**

For generations wearing makeup meant covering your skin in harsh, even toxic, chemicals. For the last few decades, we’ve seen the rise of clean beauty and all the buzz words that go with it: paraben free, phthalate free, etc. What does that even mean? With Savvy Minerals by Young Living®, you can be confident you are part of The NEW Standard in Clean Beauty™.

We’re leading the clean beauty revolution by not only banning the mainstream questionable ingredients, but also taking a deeper look at what you should really be putting on your skin to nourish it. This means we’ve banned even more ingredients than the 1,328 prohibited by the European Union. We’ve banned more than 2,500 ingredients and even some “natural ingredients” other clean makeup companies use.

Makeup should be all about letting your favorite features shine, which is why we will only use authentic ingredients to create our cosmetics.

**SLIDE 13:**

Animal lovers, rejoice! Young Living’s has an Animal Scents Line with your pets in mind. The oils in this collection are pre-diluted and formulated without synthetic perfumes, dyes, and artificial colors and fragrances. Because they’re paws-itively perfect, you can feel confident using them on and around your animal sidekicks.

PuriClean ~ is the first step in our three-part system: PuriClean, Infect Away™, and Mendwell™. PuriClean starts off the system with an impressive list of pet-lovin’ benefits:

- Soothes and moisturizes dry, flaky, irritated skin
- Helps clean minor scrapes and scratches
- Promotes feelings of health and wellness with its warm, comforting aroma
- Refreshes and prepares the skin for the next step

Infect Away ~ is the second stage in our three-part system and offers just as many perks for your pet as PuriClean and Mendwell. Here’s what you and your pupper will find behind this bottle’s bright green label:

- Healthy recovery from minor scrapes and scratches
- Support for your pet’s natural defense system
- Protection against harmful contaminants
- Prep for the final step of our terrific trio

Mendwell ~ wraps up our three-part system. Use it after PuriClean and Infect Away for a trifecta that packs a powerful pooch! PUNCH. We meant punch. Here are the perks you’ll find inside every drop of this essential oil blend:

- Soothes and moisturizes dry, sensitive, distressed skin and improves the appearance of healthy-looking coats
- Creates an uplifting environment with its inspiring aroma
- Aids in healing minor scrapes and scratches as part of the three-part system
- Contains powerful essential oils that support your pet’s natural healing process

ParaGize ~ Love the smell of Peppermint but prefer something super safe for your pet? Try ParaGize! This essential oil blend:

Supports your pet's natural cleansing system  
Offers a calms and quieting blend you can gently massage on your pet's belly  
Helps release feelings of discomfort when diffused

T-Away ~ is one of our most popular essential oils for pets, thanks to a combination of Trauma Life, Harmony, and Peace & Calming essential oil blends. The citrusy, slightly spicy scent supports a new level of emotional freedom and joy in pets, making it ideal for shelters and rescues. It also:

Promotes a calming and peaceful environment  
Encourages relaxation and emotional balance  
Supports pets during times of emotional stress, anxiety, and trauma

Your fur babies deserve a healthy lifestyle too!

#### **SLIDE 14:**

I'm willing to bet you've at least heard of CBD by now. I've seen it just about everywhere in the last year or two...from high end beauty products to my local gas station counter! So why use it? CBD primarily interacts with your body's Endocannabinoid System (ECS). Endocannabinoids and their receptors are found throughout the body: in the brain, organs, connective tissues, glands, and immune cells. In each tissue, the cannabinoid system performs different tasks, but the goal is always the same: homeostasis. Homeostasis is a healthy state that is maintained by the constant adjustment of biochemical and physiological pathways. It is the tendency to resist change in order to maintain a stable, relatively constant internal environment.

The Endocannabinoid System (ECS) regulates processes in the body such as:

appetite  
pain  
mood  
memory  
peripheral nervous system  
and more!

YL offers the only CBD products on the market formulated with Smart Spectrum CBD science. Smart Spectrum 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.

#### **SLIDE 15:**

How many of you are currently taking supplements of some kind? Most of us do not get the necessary nutrients our bodies need to perform at their peak! Let's face it, we are all busy and eating all the right foods sometimes just doesn't happen! Let's chat briefly about supplementation!

#### **SLIDE 16:**

What is Sulfurzyme?

First of all, it's not Sulfa drugs which some people are allergic to! Young Living's Sulfurzyme is a unique blend of MSM (elemental sulfur) and the Ningxia wolfberry.

+ Wolfberries are the highest antioxidant super fruit in the world and contain minerals and coenzymes that support the metabolism of sulfur.

+ MSM helps rebuild connective tissue (joint discomfort), supports the immune system, supports liver function, aids in circulation and proper intestinal function and protects against those free radicals that are damaging our cells.

Here's the thing. We all need sulfur to live and if we are depleted of sulfur our ability to detox goes way down. Sulfur is often referred to as the building block of hair. Did you know that your hair is comprised of a durable protein called keratin, which is high in sulfur content?! So, if you are looking to support healthy hair and nail growth, this is for you! Sulfur is also the third most abundant mineral in the body (about half is concentrated in your muscles, skin and bones) and is essential for life.

Just in case you need a few more reasons why you need Sulfurzyme in your life.... Here are some of the body systems Sulfurzyme can help support: Musculoskeletal, Immune system, Circulatory, Liver, Digestive System

Next!

AgilEase ~ Turmeric is all the talk these days - - we all know how good it is for us and AgilEase contains the perfect amount that our body needs each day!

AgilEase is Young Living's joint health supplement that's perfect for us individuals who are looking to keep up an active lifestyle by supporting our joint mobility and flexibility. AgilEase can reduce acute joint discomfort and support the body's healthy response to inflammation from exercise.

Documented Uses for AgilEase Joint Health Supplement:

Supports normal bone and joint health

Supports and protects joint health and fluid movement (cartilage)

Supports the body's response to acute inflammation in healthy individuals

Supports healthy joint flexibility and mobility

#### SLIDE 17:

Multigreens!!! Let me tell you the short version of why you need them in your life:

+ green drink in capsule form+ energy+ supports your circulatory system + brain loving supplement+ contains five green superfoods+ infused with Melissa oil

Multigreens not only support your circulatory system, but your nervous system and glandular system as well. They are considered a "live" food because they contain nutrients and phytochemicals that aren't found in typical supplements. These nutrients are enzymes, chlorophyll and amino acids.

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Here are some fun, interesting facts about what is in our MultiGreens:

+ Barley: a cleansing antioxidant that is rich in minerals. Did you know that barley grass contains 11 times the calcium than milk, 5 times more iron than spinach and 7 times more vitamin c than oranges?!

+ Spirulina: this source of chlorophyll is rich in magnesium which is linked to energy and a healthy metabolism.

+ Pacific Kelp: supports healthy thyroid hormones and estrogen levels.

+ Bee Pollen: high in protein, low in fat and sodium, loaded with vitamins and minerals (potassium, calcium, magnesium, zinc, manganese, copper and b vitamins).

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The essential oils that are infused into this supplement making it more bioavailable\* to your body are:

+ Rosemary: supports the endocrine system

+ Lemon: cleansing; increases immune function and supports the brain

+ Lemongrass: digestive support

+ Melissa: one of the MOST SOUGHT AFTER OILS IN THE WORLD! Known for energizing the body and providing support to anywhere there is occasional inflammation.

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Note: if you have a slower metabolism, take 3 capsules twice daily. If you have a fast metabolism, take 4 capsules once or twice daily. Best taken before meals. If you have stomach sensitivity, take with meals.

\*Bioavailability: the extent to which a substance can be used by the body.

Life 9 ~

Life 9 is Young Living's I N C R E D I B L E probiotic - - that combines 17 billion live cultures from 9 beneficial bacteria strains. These strains promote healthy digestion, support gut health, and helps maintain normal intestinal function for overall support of a healthy immune system!

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Here are a few reason why you want to take this daily:

Stomach issues? Life 9

Emotional issues? Life 9

Skin issues? Life 9

Run down immune system? Life 9

Traveling + extra germ exposure? Life 9

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## Probiotics + Your Digestion

Probiotics are microorganisms (such as healthy bacteria in yogurt) that provide health benefits when consumed properly. Having probiotics in your gut help you make the most of nutrients from your food.... so when you eat a salad for lunch, you're absorbing the most benefits from the spinach, carrots, and tomatoes.

Why is it so important to take probiotics?

Well, we need good bugs to crowd out the bad ones! We actually need lots of the good ones! Most of the food we eat today is processed. Now more than ever, we need probiotics. Not only is our food processed, but years of antibiotics can kill off our healthy gut flora.

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Did you know that 80% of our immune system lives in our gut?

Most probiotics on the market don't have very many strains and many are not actually alive or functioning. Young Living understands that we need good strains that help with colonization and they understand that some strains don't work well together! They put quite a bit of thought into this.

Life 9 has 9 strains of good bacteria:

1. Lactobacillus acidophilus
2. Bifidobacterium lactis
3. Lactobacillus plantarum
4. Lactobacillus rhamnosus
5. Lactobacillus salivarius
6. Streptococcus thermophilus
7. Bifidobacterium breve
8. Bifidobacterium bifidum
9. Bifidobacterium longum

{9 different bacteria strains with 17 billion live cultures} Praise!

Although good bacteria should be found all through the digestive system, the microbes are mostly concentrated in the far end of the small intestine and in the large intestine. For this reason, we love and appreciate that Life 9 capsules are made with a special delayed release covering - ensuring that your good bacteria supplementation gets where it needs to go and isn't wasted!

A good probiotic is ARMOR for our gut. I don't know about you but I need some gut armor!

## SLIDE 18:

MindWise- Young Living's MindWise supplement is a perfect choice to add to your daily regimen to support normal cardiovascular and cognitive health.

Here's why MindWise is incredible:

- Supports normal brain and heart function (2 in 1 benefit)
- Contains a high proportion of unsaturated fatty acids and omega-3 fatty acids
- Includes GPC, ALCAR, and bioidentical CoQ10, all studied for their beneficial properties\*
- Supports heart health by replenishing the body with CoQ10
- Includes no added preservatives
- Formulated with turmeric (research this spice and learn about the benefits it provides)

Inner Defense:

- ☐ Supports Immune System
- ☐ Reinforces Systemic Defenses
- ☐ Promotes Healthy Respiratory Function
- ☐ Creates Unfriendly Terrain for Yeast/Fungus
- ☐ Improves Digestion

What Inner Defense does ~ it creates an environment that is unfriendly to yeast and fungus, and promotes healthy respiratory function. In this gel capsule you will find: Thieves, Oregano, Thyme, and Lemongrass

These oils are rich in thymol, carvacrol, and eugenol for immune support. If you love science, google the benefits of each of those! I recommend NOT taking this supplement daily. Inner Defense is more commonly used "as needed" when you feel your immune system starting to take a nose dive!



The label suggests taking 1 softgel daily OR 1 softgel 3–5 times daily when your body is feeling “stressed.” If you have a sensitive stomach, take it with food or even a meal. If you’re on the go, grab some nuts or a bar to coat your stomach before taking.

Longevity liquid capsules are a daily essential oil supplement with a proprietary blend of antioxidants formulated to help prevent oxidation from free-radicals that may come from the damaging effects of our modern lifestyle. Longevity liquid capsules contain a powerful blend of Thyme, Orange, Clove, and Frankincense. The liquid capsule formulation makes it simple to take the essential oils internally by eliminating the hassles of measuring, mixing, and aftertaste.

#### **BENEFITS & FEATURES**

- Longevity helps prevent oxidative stress from free radicals.
- The liquid capsules contain a proprietary blend of essential oils with antioxidants that help maintain cell integrity.
- Thyme essential oil helps protect DHA levels, a nutrient that supports brain function.
- Clove essential oil contains antioxidant properties and eugenol.
- Frankincense essential oil supports general health and well-being.
- Orange essential oil contains d-limonene and supports the immune system.

#### **SLIDE 19:**

Next, let’s talk about Young Living’s SUPER FOOD!!! Ningxia Red!!

#### **SLIDE 20:**

Ningxia Red is a powerful antioxidant drink that contains whole ningxia wolfberry puree, a super blend of blueberry, aronia, cherry, pomegranate, and plum juices, natural stevia extract, grape seed extract, pure vanilla extract, and orange, yuzu, lemon, and tangerine essential oils.

NingXia wolfberries are a very special type of goji berry grown in the Ningxia region of north central China. It is one of the best superfoods on the planet! It’s no wonder that many of the people of Ningxia Hui Autonomous region live well into their hundreds!

#### **SLIDE 21:**

NingXia Red juice has been known to combat premature aging, increase energy and strength, help you look and feel younger, support a healthy blood pressure, maintain healthy cholesterol levels, restore healthy sexual function, help manage weight, supports good sleep, supports vision and eye health, optimize cardiovascular health, support the body’s natural ability to resist dis-ease, support immune function, provide antioxidant protection, support those with chronic dry cough, support joint health, improve lymphocyte count, support normal kidney function, improve memory, support healthy liver function, supports a healthy mood!

Not to mention it comes from whole food sources and has a low glycemic index of just 11, so it doesn’t spike the blood sugar! In addition to its 21 trace minerals and 18 amino acids, NingXia Red juice is also rich in ellagic acid, polyphenols, flavanoids, beta-carotene, vitamins B1, B2, B6, C and E. It gives all natural energy without harmful stimulants, caffeine etc. It is so good!

You can get it in glass bottles or in packets. I love to keep bottles in the fridge, but I also love the convenience of the packets! One packet contains 2 servings. Each serving is just 15 calories but jam packed with nutrition.

#### **SLIDE 22:**

ORAC stands for Oxygen Radical Absorbance Capacity. It’s a lab test that quantifies the “total antioxidant capacity” (TAC) of a food by placing a sample of the food in a test tube, along with certain molecules that generate free radical activity and certain other molecules that are vulnerable to oxidation .

#### **SLIDE 23:**

Check out the other healthy and delicious products that contain the Ningxia Wolfberry!!

#### **SLIDE 24:**

Young Living has over 600 products!! I won’t tell you about them all right now (haha) but know that we truly have something for everyone! YL is a lifestyle!!!

**SLIDE 25 :**

Want to get started? Here is how!

There are 3 ways to order. (hand out good, better, best form)

1. A good place to start is to Place any order and become a Retail Customer.
2. A better place to start is to Order a starter bundle and become a Wholesale Member and get the products you want at a 24% discount + free shipping (on all orders over 100pv)
3. The BEST place to start is to Place that starter bundle as your first Essential Rewards order and get the products you want at a 24% discount + free shipping + you earn 10% of your order back in free product!

Be sure to check out the different starter bundles on your order form. These are packaged sets that save you money and are a great way to get started living a healthier lifestyle.

**SLIDE 26:**

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 27:**

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