

# INTRODUCTORY MEETING FOR YOUNG LIVING

## General Tips as You Begin

- Be sure to introduce yourself and the class, even if you think everyone already knows. How long will the class be and what can the participant expect?
- If the room is small enough, have everyone introduce themselves with their name, where they are from, and a fun fact.
- Be sure to pause and ask for questions regularly throughout the class. If you do not know an answer, say so, and ask if anyone in the audience knows.
- If people are falling asleep, make them stand up and move around. Ask them to teach each other and get them chatting.
- This class may be taught 1 of 2 ways. First you can simply walk people through the slides and pass around the oils as you talk about them.
- Feel free to adapt the language to make it sound more like you!

## Essential Rewards Meeting Prep Order

- Premium Starter Kit
- 1 NingXia Red Packet per person in attendance
- Thieves Hand Soap for the kitchen and bathroom
- Aria, Dewdrop, Desert Mist and Rainstone Diffusers
- Empty capsules

## Recipes

- Lemon Macaroons
  - 2 tablespoons agave syrup
  - 2 tablespoons orange marmalade
  - 2 teaspoons lemon zest
  - 3 drops Lemon Plus
  - 2 tablespoons ground raw sugar
  - 2 tablespoons coconut milk
  - 1/8 teaspoon sea salt
  - 1/8 teaspoon ginger powder
  - 1 cup shredded coconut
  - 1/4 cup Einkorn flour
  - 3/4 teaspoon baking powder
    - Preheat oven to 350 degrees.
    - In a bowl, mix all wet ingredients, and in another mix dry ingredients.
    - Add dry ingredients to the wet and mix well. Chill dough for 15 minutes.



- Create 1 tablespoon sized balls either with a measuring spoon or by rolling in hands.
  - Place on parchment-lined pan for baking.
  - Bake 10-12 min until slightly golden, turning the sheet half way through. Do not overbake.
  - Roll in coconut flakes to finish.
  - Cool on a rack.
- Lemon Dipping Sauce
  - 1/4 cup coconut milk
  - 2 drops Lemon Plus
  - 2 teaspoons lemon zest
  - 2 tablespoons Agave Nectar
  - 2 tablespoons Raw Sugar
    - Mix all ingredients and drizzle over macaroons.
- NingXia Red Punch
  - 16 oz soda water
  - 6 oz NingXia Red
  - 5 drops Orange Vitality
  - 2 drops Slique Essence
    - Stir all ingredients together, and serve over ice.

## Compliance Tips

- Be sure to stick to how the product is labeled. When talking about Vitality Oils, please be sure to talk about ingestion only and when discussing regular oils, please be sure to stick to topical and aromatic use.

## Slide 1

- Example Script: Hi, my name is Jan and I am . . . Thank you so much for coming to learn more about Young Living. Tonight, we are going to go through some basics about Young Living's history and I will introduce you to some of my favorite essential oils. Tonight's meeting will last about 1 hour, and there will be plenty of time for questions.

## Slide 2

- Before we start talking about essential oils, I want to share with you why I am so passionate about sharing Young Living with others. . .
- [At this point, share your story. Two things can go awry here: 1) the story is a disease treatment story. If this is your story and you struggle to transform your language, try discussing how empowering it is to find natural wellness solutions, or how you found products that worked when seemingly everything else fails. Remember, you



can't talk about Young Living's products replacing medicines or getting you out of the conventional medicine model; so, if this is your story, focus on how Young Living was a piece of the puzzle and focus more on how food, beverages, and exercise provided the healing, and how Young Living empowered a total wellness makeover. 2) the story drags on too long. I challenge you, before the meeting practice telling your story in a 5-minute version, a 1-minute version, and a 15-second version. When you can tell your story in 15-seconds, you are now ready to teach this class. You will share more than the 15-second version, but this exercise will help you stay concise. Be sure to drop in a photo that best reflects your story.]

- [Be sure to drop in some personal photos!]

### Slide 3

- Young Living was founded in 1994 by Gary and Mary Young. I found their story to be similar to mine. [You may select the story that best works for you, or tell your experience with Gary and Mary]:
  - Gary and Mary were also looking for natural solutions, and actively wanted to avoid synthetic and harsh chemicals in their environment.
  - Gary was a small-town farmer who loved harnessing the power of plants, and loved creating custom DIYs that became some of Young Living's most beloved blends.
  - Mary was a savvy business woman who wanted to empower others to take ownership of their own finances and work in a way that was flexible for families.
  - [I encourage you to share any stories of meeting Gary or Mary, learning from them, or visiting a farm.]

### Slide 4

- So, let's get into learning more about essential oils. Has anyone every used an essential oil? What is an essential oil? [Interact with audience]
- Essential oils are the aromatic liquids found within shrubs, flowers, trees, roots, bushes, resins, and seeds. Basically, when you smell a rose or a pine forest, the aroma that you are smelling is the essential oil rising into the air. In plants, essential oils help to attract pollinators, detract predators, send chemical signals to other plants, and help protect against bacteria and fungus.
- Essential oils have been used all over the world for centuries. Essential oils have been found in tombs of Egyptian Pharaohs, are prized in China for their beautifying properties, and have been distilled for hundreds of years in France. They are mentioned in religious texts and are an integral part of many religious ceremonies. They are also important in the history of spice and herb trade.
- They are usually extracted from plants via steam distillation [if you have been to the farm, you may share a story here]



- Because they are concentrated plant extracts, they are very potent, so a little goes a long way. They have a strong aroma that rises into the air quickly so they are very volatile, and they can be used in a wide variety of ways making them extraordinarily versatile.

## Slide 5

- When selecting essential oils, quality is very important. When essential oils are cut with synthetics or when fillers are added, they can quickly become risky for use around humans and pets. One of the reasons that I chose Young Living is because of their commitment to distilling high quality essential oils.
- This commitment is called Seed to Seal, and it ensures that Young Living sources with integrity, tests extensive with the most cutting edge science, and creates industry leading standards to which we hold our partners. These are the 2 pillars of Seed to Seal: Sourcing, Science, and Standards.
- There is no other company with this level of commitment, no other company that owns their own farms, and no other company that has as many essential oils. This is another reason that I decided to go with Young Living instead of any other essential oil company.
- We also are the only essential oil company in the world that owns thier own farms, and we have them all over the world. [At this point, tell stories of your visits to the farm or one you would like to visit. Remember, keep it very brief.]

## Slide 6

- Essential oils can be used in so many ways. Most people think of inhaling them or placing them on their skin, but they can also be ingested in capsule, made into a DIY, diffused, or worn on diffuser jewelry. By the end of this presentation tonight, you will walk away knowing how to use essential oils in many ways.

## Slide 7

- If you really want to know how to get started with an essential oil, you simply open the bottle. Many people try to make essential oils so complicated, but it really is this simply. Unscrew the lid and take a whiff and you are now officially an essential oil user.
- Now you have officially used your first essential oil! Inhalation of essential oils can actually be done in several ways: you can inhale them directly from the bottle, place a drop in your hands and rub hands together and then inhale, or use a diffuser.

## Slide 8

- One of the oils I love to directly inhale is Stress Away. This is an oil that has a rich, vanilla, and calming aroma.



- Let's pass around Stress Away. When it gets to you, inhale from the bottle. As you inhale, cover one nostril and inhale and then do the other nostril. Most people notice a difference in the smells nostril to nostril.
- Then turn the bottle over and drop one drop in your left hand. Then pass the bottle to the next person, and rub your palms together. Once you have oil rubbed into your palms, cup your hands over your mouth, taking care to avoid your eyes, and simply inhale. [Demonstrate steps as you describe instructions, and then pass around Stress Away]
- What do you think about the smell of Stress Away? [interact with the audience]

## Slide 9

- Believe it or not, there is a lot going on when inhale. Odors in the air float past our nose, and hit tiny hairs in our noses, and they begin to vibrate. This vibration generates an electrical signal, that travels into our olfactory bulb, and then further into the brain into ancient structures buried deep in the brain. These structures are collectively known as the limbic system and this part of our brain is (at least in part) responsible for memory, emotion, body temperature regulation, hormone regulation and so much more. Importantly, the limbic system does not speak language, it can only communicate in smells with the outside world.

## Slide 10

- Using a diffuser is a great way to transform an environment and share essential oils with others.
- Depending on the oil that you choose you can brighten, relax, or cleanse an environment. We often think of diffusers at home, but they can also be used at the office and on the road. There are many different diffusers, but. . .

## Slide 11

- When you are selecting a premium starter kit, you have the option of 4 different diffusers. The Rainstone, the Dew Drop, and the Aria and the Desert Mist Diffuser.
- Which diffuser you choose really comes down to the price and style that you like. They each have unique features to choose from.
- These are ultra-sonicating diffusers. At the base of them is a metal disk that vibrates very fast, and these vibrations send water and essential oil into the air. Once in the air, you are more likely to smell them throughout the room.
- The Dew Drop and Desert Mist are light weight and easy to carry on a trip, and you can create different moods with the light settings.



## Slide 12

- One essential oil that is very good to diffuse is Citrus Fresh. It has a familiar aroma that is the perfect go to oil when company is coming over and you need to freshen the house quickly. Simply place a few drops inside the diffusers, and turn it on to bring the aroma of Orange, Tangerine, Grapefruit, Lemon, Mandarin, and Spearmint essential oils [Pass around Citrus Fresh]

## Slide 13

- The next way that essential oils can be used is on the skin. You can apply them by themselves or with carrier oil. Carrier oil is a fatty oil like almond, jojoba, olive, or coconut oil (among many others). These are used to ensure that essential oil on the skin is comfortable. If you ever get an oil on your skin that feels too hot, too cold, or uncomfortable in any way, simply add carrier oil.
- When you use oils on the skin, it is important to remember that some essential oils contain ingredients that make the skin more sensitive to sunlight. Be sure to use caution when applying citrus oils to skin that will be exposed to the sun, as you can be more at risk for a burn.

## Slide 14

- One of my favorite oils to put on the skin is Raven. The blend of Ravintsara, Peppermint, Eucalyptus radiata, Lemon, and Wintergreen. Simply place a couple of drops in your hand and then rub onto muscles after a workout.

## Slide 15

- My favorite oil to use with a roller ball is PanAway. PanAway is the perfect essential oil for after a workout, and the roller ball makes it an easy on the go option. To attach the roller ball, remove the lid from the PanAway, and then take off the ring and the orifice reducer. Then place the straight, black end of the ball into the open bottle. Screw the lid on nice and tight, and then unscrew the lid. Before you invert the bottle, please be sure to check that the ball did firmly attach. Then you can simply roll on the essential oil to any joints or muscles that are overworked.

## Slide 16

- Another way to use essential oils on the skin is in a do it yourself personal care product. Essential oils are very versatile, and you can create everything from face masks, balms and creams, soaps, and hair tonics to play dough. The list goes on and on! [If you want to make an easy DIY in this section feel free to pick your favorite recipe!]



## Slide 17

- One essential oil that I use to make DIYs is Lavender. The calming floral aroma is perfect on its own or to balance out other aromas. It is very gentle on the skin and can be added into many different personal care products.
- [Pass around lavender]

## Slide 18

- Here is an example of a DIY with Lavender. This is my Lavender Linen Spray. This spray creates a relaxing atmosphere for the bedroom and is so easy to make. Simply combine 4 oz of water with 4 oz witch hazel and 1 tsp of jojoba oil. Then add 1 drops each of Lavender and Stress Away. Whisk all ingredients together and then store in a glass spray bottle. Shake well before each use, and spray on bedsheets, bedspreads, pillows, and drapes.

## Slide 19

- Another essential oil that is almost legendary for supporting the skin is Frankincense. One of the most famous essential oils of all, frankincense has a woody, balsamic, and uplifting aroma. Frankincense is included in several of Young Living personal care products including the ART Gentle Cleanser, Boswellia Wrinkle Cream, and ART Intensive Moisturizer.

## Slide 20

- Yet, we can make our own product at home! Frankincense Eye Cream is so simple. Simply grab a pot and put it over gentle heat on the stove. Then add ¼ cup coconut oil and 1 tsp Vitamin E and allow it to fully melt. Remove from heat and allow to cool slightly, and then add 10 drops of Frankincense essential oil. Pour into small 1 oz containers and then place into the refrigerator. Once firm, you can store in the bathroom.

## Slide 21

- The third way to use essential oils is to ingest them. The Vitality essential oils are specifically labeled for ingestion and can be included in both sweet and savory recipes, placed inside a capsule or placed directly on the tongue.

## Slide 22

- Let's now talk about Lemon Vitality. The first thing you may notice is that the label is white instead of colored. This helps to differentiate between essential oils labeled for ingestion versus topical and aromatic use. There is no difference between the essential oil inside a bottle of Lemon versus Lemon Vitality; it is all about how we talk about them.



- Lemon Vitality has a bright, fragrant aroma that can enhance the flavor of foods and beverages, and because of the powerful limonene, Lemon Vitality is included as an ingredient in NingXia (NEEN-sha) Red and Inner Defense.
- [Pass around Lemon Vitality]

## Slide 23

- Some essential oils can be really strong on the palate or very hot on the tongue and you may choose to place them in a capsule. Simply open a capsule, place a few drops in it, and swallow it down with a bit of water.

## Slide 24

- One essential oil that I like to ingest in capsules is Thieves. Thieves is a blend of lemon, cinnamon, clove, rosemary, and Eucalyptus radiata, and it smells like everything you love about the holidays. It can be very warm on the tongue and I find that placing it in a capsule is the easiest way to support a normal immune and respiratory system. [Pass around Thieves]

## Slide 25

- One of the mildest essential oils is Copaiba Vitality (KOH-PI-EE-bah). It is perfect when you meet someone who swears that they hate the aroma of essential oils. There is so little aroma that you may not even know it is there. But, with naturally occurring constituents like alpha-humulene and beta carophyllene, this is another oil that you might want to add to your workout routine along with PanAway and Peppermint.
- [Pass around Copaiba]

## Slide 26

- There is no better way to end a meal than with a drop of oil on the tongue. Simply drop on, swish and swallow, either alone or with a sip of water.

## Slide 27

- Peppermint Vitality has a familiar and invigorating aroma. When ingested orally, it supports gastrointestinal function and normal bowel function.
- Add a drop to the tongue after a meal.

## Slide 28

- Another wonderful essential oil for after a meal is DiGize Vitality. This essential oil has been a game changer for so many people. It is brilliant when combined with other supplements to support digestion such as Master Formula and





Essentialzymes-4. You can then support wellness from the inside out when added to a capsule.

- Don't forget this one the next time you travel.

## Slide 29

- We've talked a lot about essential oils so far today, but there is so much more to Young Living. From the Slique (sleek) products that support healthy weight management, NingXia (NEEN-SHA) products that provide antioxidant support and total nutrient infusion, personal care products for the entire family, supplements, and the Thieves Home Care products that will transform your entire home into an aromatic experience without the harsh chemicals.

## Slide 30

- Let's highlight just one of these products: NingXia Red is a total body nutrient infusion with ingredients that participate in antioxidant processes. In just 2 oz per day, you can get a dose of superfoods like pomegranate, aronia, cherry, wolfberry, plum and blueberry juices. It also includes four essential oils: tangerine, lemon, orange, and yuzu. NingXia supports optimal wellness, normal eye health, and normal cellular function.
- [Give one packet of NingXia Red to each person. People may like it better if it is chilled.]
- I hope you have enjoyed the NingXia Punch, it is so easy to make with just NingXia Red, Sparkling Water, Orange Vitality, and Slique Essence.

## Slide 31

- The best part of tonight's presentation is that you can get all the oils and one diffuser in one convenient kit. This is the Premium Starter Kit.
- I would like to offer each of you an opportunity to join Young Living as a member. You will save 24% off retail price, and I am here for you to learn more about how to use each of the products.

## Slide 32

- I have the utmost confidence that Young Living's products can change your life as they changed mine, but it cannot be done with just one order.
- I encourage each of you to try Essential Rewards for 3 months. If you hate it after 3 months, I completely understand, and I will not ask you again to purchase anything ever. But I know you will love it as much as I do.
- Essential Rewards is the easiest way to get a wellness box to your door every month. You can always order anything that you want, you can change your order at any time. Being a member of Essential Rewards also gets you discounted shipping, which is very beneficial for heavy items like NingXia Red, Thieves Cleaner and



personal care products. You also earn points that can be used to purchase products in the future. The longer that you are on Essential Rewards, the more points you earn. You will also earn loyalty gifts four times in the first year that you are on Essential Rewards, including Loyalty which is a blend that cannot be purchased but only earned with Essential Rewards. If you wish to share Young Living with others as I have tonight, you also can earn exclusive bonuses.

### **Slide 33**

- The best thing about this class, is that these slides were provided by Lindsey Elmore and if you would like to teach your own class exactly like this one, you too may visit Lindsey's website and download them.

### **Slide 34**

- Thank you so much for joining me this evening! I will be hanging around for as long as you would like to answer questions!

