

2018 CONVENTION PRODUCTS

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. Or better yet, pass around an essential oil! Ask them to teach each other and get them chatting.
- Feel free to adapt the language to make it sound more like you!

Essential Rewards Meeting Prep Order

- Any or all of the following convention products:
 - Kunzea
 - Lantern Diffuser
 - Mirah Luminous Cleansing Oil
 - Mirah Lustrous Hair Oil
 - Charcoal Bar Soap
 - Orange Blossom Facial Wash
 - Orange Blossom Moisturizer
 - Maximum Strength Acne Treatment
 - Mineral Sunscreen Lotion SPF 50
 - Savvy Minerals Mascara
 - Savvy Minerals No 1 Eyeshadow Palette
 - Savvy Minerals Hydrating. Primer
 - Savvy Minerals Mattifying Primer
 - Savvy Minerals Kabuki Brush
 - Einkorn Cereal Flakes
 - Einkorn Berries
 - Savvy Minerals Lipstick
 - KidScents MightyPro

Compliance Tips

- I encourage you to study your Product Information Pages for all of the suggested product claims. My presentations tend to be more about describing ingredients, and sometimes I omit product claims that aren't as related to the ingredients. But some of these might really resonate with you!

Slide 1



- Example Script: Hi, my name is XX and I am a XX leader with Young Living. Thank you so much for coming to learn more about all the new products just released at Young Living's International Grand Convention. Tonight, we will be here for about an hour, and we will be reviewing the all the new essential oils, personal care products, and over the counter medicines Young Living has to offer.
- [Share personal stories: Did you attend convention 2018? What was your favorite part? Have you ever been to a convention, or is it a goal of yours? Have you experienced the new products?]

Slide 2

- First, let's chat about our newest essential oil: Kunzea. This essential oil comes from a native shrub that grows wild along the southern coast of Australia and Tasmania, some of the most undisturbed areas in the world. This oil has an aroma similar to tea tree with a slightly floral aroma.
- Kunzea contains high levels of alpha-pinene and eucalyptol that help to soothe muscles and reduce the appearance of blemishes
- It is labeled for topical and aromatic use and can be applied neat or diluted to the skin. Can easily be used in your daily skin care routine as well. Great news that there are no photosensitizing ingredients in Kunzea, so you can apply it to your skin with confidence.

Slide 3

- Young Living's newest diffuser is one of the most versatile diffusers that we offer. The high-quality glass and metal cover is an excellent addition to any home, and this one in particular reminds me of a beach house.
- The Lantern Diffuser has three different run modes. Press the button once to run on high. This will diffuse essential oils in to the air for 5 hours. Press the button twice and run on low for 8 hours. Or press the button three times to run on intermittent mode for 11 hours of diffusion. The intermittent mode runs for 1 minute and then turns off for one minute. Once the cycle is complete, the light stays on the diffuser and can act as a night light.
- The Lantern Diffuser also has 11 different light settings including a candle-like flicker mode, variety of colors, and no light. You can also turn on a transition mode that changes colors every 5 seconds.
- It covers about 30 square meters with it's diffusing power.
- There are potentially new covers for this diffuser in the works, and this will give you the option of creating new looks with ease.
- (If someone asks, you can tell them: The inside of the diffuser is made of polypropylene plastic and this is known to be safe for use with essential oils.



Slide 4

- Did you know....
- The average woman uses 12 personal care products and or cosmetics daily? So that is about 168 different chemicals.
- The average man in comparison, uses fewer actual products and 'only' about 85 different chemicals.
- Our kids, tweens, and teens, well they average about 17 different personal care products and or cosmetics daily with a whole lot more exposure to chemicals then.
- Out of the estimated 650 billion personal care products in 2024, they estimate only 25 billion will be all natural.
- Your skin is a sponge. All those toxins can go straight thru your skin. Your face, armpits and genitals were the most absorbent in studies. Some of these toxins have been shown to be associated with cancers, autism, low birth weights, Alzheimer's, mental disorders, heart disease, diabetes and probably the most alarming to me as a parent, hormone disrupting.
- The best thing about Young Living's newest personal care products is that they are formulated without parabens, sulfates, phthalates, petrochemicals, synthetic preservatives, synthetic fragrances, or synthetic dyes or colorants
- Let's talk about Young Living's newest skincare options. The Orange Blossom Facial Wash and Moisturizer and the Charcoal Bar Soap. All of these products contain the Orange Blossom essential oil blend which includes balsam fir, Roman chamomile, lavender, lemon, patchouli, and rosemary essential oils. The facial wash and the moisturizer were both formulated to ensure that the levels of citrus oils in the product were low enough to not cause any photosensitivity.

Slide 5

- We now have two new products specifically labeled for normal to oily skin: Orange Blossom Facial Wash and Orange Blossom Moisturizer.
- The facial wash leaves skin feeling clean and soft while also reducing oily skin and surface oils. The main surfactant in the Orange Blossom Facial Wash is decyl glucoside. Surfactants are molecules that are built in two parts: an oily end and a watery end. The oily end helps to attracts oils on your face and the watery end helps to pull it away from the skin and into your wash rag. Kelp extract also helps to remove toxins from the skin.
- The Orange Blossom Facial Wash does not contain any ingredients derived from soy, wheat, nuts, or dairy. And there are no sulfates, parabens, synthetic dyes, or artificial ingredients. This is a vegan product.
- It was formulated with sensitive skin in mind and has been tested by dermatologists.



Slide 6

- Next up we have the Orange Blossom Moisturizer. It was made to benefit oily skin and can be used on normal skin as well.
- This moisturizer improves the appearance of skin without irritation from any harsh chemicals. It uses only naturally derived plant-based ingredients that are non-comedogenic (this means that it doesn't cause acne) and vegan.
- It is intended to help skin maintain optimal moisture balance, control excess oil and shine, and preps your face for makeup with a natural matte finish.
- Contains the Orange Blossom essential oil blend, St. John's wort, calendula, kelp, apple, licorice root extract, and microalgae oil. Microalgae oil is an ingredient clinically tested to benefit those with oily skin.
- The moisturizer is formulated without alcohol, parabens, phthalates, petrochemicals, animals derived ingredients, synthetic preservatives, synthetic fragrances or synthetic dyes.

Slide 7

- Let's move on now and talk about the Charcoal Bar Soap.
- You can use this deep cleaning soap to start your mornings and wash away dirt and impurities. It is formulated with skin purifying activated charcoal and Orange Blossom Essential Oil blend. The unique benefits of charcoal soap make it an especially suitable face soap for combination, oily, or acne prone skin. It is good for all skin types. Charcoal can be a bit drying on the skin, so the soap also includes aloe vera leaf extract, olive oil, wolfberry seed oil, and jojoba oil.
- The soap is free from sulfates, phthalates, parabens, dyes, synthetic fragrances, or preservatives. It is vegan and not tested on animals other than humans.
- The level of citrus essential oil is low enough to not cause photosensitivity.
- If you want that body and face soap that cleanses excess oil from the skin to unclog pores, this should be on your list!

Slide 8

- We now have two additional Mirah products. The first is the Lustrous Hair Oil.
- The hair oil is a combination of lightweight fatty oils that have been used by cultures around the world for millennia to support the appearance of hair. The oils are Moroccan Argan Oil, Tahitian Monoi Oil, and Ethiopian Abyssinian Oil.
- It can be used on either wet or dry hair. It is safe for use on colored hair.
- Use a drop or two of the hair oil to condition your hair. Overusing the oil can make hair greasy.
- Much lighter formula than the Mirah Shave Oil.



Slide 9

- Cleansing with oil is all the rage in Asia and is making its way around the world. The theory is that when you cleanse with oil that you can pull additional oil away from the skin. Basically fight oil with oil.
- The Cleansing Oil can be used alone or in combination with a more traditional cleanser such as the ART Gentle Cleanser or the Orange Blossom Facial Wash.
- The Cleansing Oil can be used on all skin types, including aging skin, sensitive skin, and dry skin. It is formulated to dissolve makeup and rinse impurities away from pores.
- High in antioxidants, and this can improve texture and appearance of skin.
- The formula is vegan, cruelty free and 100% plant derived.

Slide 10

- We now have an over the counter medicine that prevents and treats acne.
- The Acne Treatment contains 2% salicylic acid, and this is the maximum amount of product that can be included in an over the counter medicine.
- Salicylic acid can be drying to the skin, so Young Living added in tea tree and manuka essential oils as well as aloe vera.
- To use the Acne Treatment, apply only to the affected area once per day. You can increase to three times per day as tolerated.
- Works on cells called desmosomes to heal acne lesions including pimples, whiteheads and blackheads. The salicylic acid loosens skin cells, gently exfoliating the skin. This allows the salicylic acid to penetrate pores and the acid portion of the molecule disrupts the balance of the bacteria that causes acne.

Slide 11

- You asked and Young Living listened. We now have a Mineral Sunscreen Lotion with SPF 50.
- This is a broad-spectrum sunscreen that blocks both UVA and UVB rays. The active ingredients is zinc oxide, and it sits on the surface of the skin and physically blocks the UV rays. It does not contain any chemical sunscreens such as avobenzone, oxybenzone, nor does it contain retinyl palmitate, parabens, phthalates, petrochemicals, PABA, 1,4-dioxane, artificial colors or synthetic fragrances.
- It glides on easily and has skin loving essential oils: lavender, helichrysum, carrot seed, and frankincense essential oil.
- It is the first product Young Living has that is recommended by the Skin Cancer Foundation for daily use to prevent skin cancer.



Slide 12

- Next up we have the KidScents MightyPro. This prebiotic and probiotic combination is labeled to support both the gut and the immune system. While it is specifically labeled for use in children, it also can be used by adults.
- Probiotics are the good bacteria inside your gut, and prebiotics are indigestible fibers that serve as food for the bacteria. When the gut is colonized with good bacteria, we can avoid occasional bouts of constipation, diarrhea, gas, bloating, and digestive discomfort. Because the gut is so important for overall health, this supplement really supports overall total wellness.
- It also tells a great Seed to Seal story because the prebiotic in MightyPro is fiber from our own wolfberries.
- Super delicious formula that does not have to be refrigerated. It can be taken directly or ingested in water or on top of food.
- The formula contains 8 billion active live bacterial cultures from 7 different bacterial strains so the small and large intestine can both be colonized.
- [If someone asks: Yes, MightPro does contain Streptococcus thermophilus. This type of strep has never been associated with any human disease, and it is not pathogenic. It has actually co-evolved with human food supply for centuries. If you have ever eaten yogurt, you've eaten Strep thermo.]

Slide 13

- There are so many new Savvy Minerals products. The first we are going to discuss is the Kabuki Brush. The wide, synthetic bristles provide medium coverage to skin when applying foundation or veil.
- The brush is animal cruelty free, dermatologist tested, hypoallergenic, and so gentle on the skin.
- Use it alongside the misting spray to get that perfect finish.

Slide 14

- I absolutely love the aroma of the new Savvy Minerals Mascara. It has a distinct aroma of lavender. It is made with all-natural ingredients including coconut fruit extract which is known to condition and nourish lashes.
- It has been tested to ensure that it doesn't cause any ocular irritation and it is safe to use with sensitive eyes.
- No makeup look is complete without mascara, and this one is formulated without parabens, phthalates, petrochemicals, bismuth, talc, dyes, synthetic colorants or fragrances. And it has all non-nano ingredients. It is a vegetarian product, and does not contain any corn, soy, or nut ingredients. While none of the ingredients contain gluten, the mascara is not manufactured in a certified gluten free facility.



Slide 15

- Hallelujah for a Matte Veil. No more mandatory sparkles to get that airbrushed finish with Savvy Minerals.
- This newest addition maintains the high-quality standard that you've come to expect from Savvy: no talc, parabens, bismuth, phthalates, petrochemicals, or synthetic fragrances. It is vegan and never tested on animals except humans.
- This veil goes on after the foundation and minimizes the appearance of pores, blurs the appearance of imperfections and blemishes including fine lines and wrinkles.
- It helps to prolong the wear of foundation and other makeup.

Slide 16

- All the fair-haired women are loving the new shades of the multitasker. In addition to the dark that we already had, we now have Light, Medium, and Tan.
- The Multitasker is great if you are just starting out with Savvy Minerals because it serves as an eyeshadow, brow filler, and it covers gray hairs.
- It is all mineral-based and vegan. And it has none of the potentially harmful ingredients that we talked about on the last slide.
- It can be used on even the most sensitive of skin, and you can quickly and easily build color.

Slide 17

- Members requested pressed eyeshadows and Young Living delivered. These eyeshadows are different than the existing eyeshadows because they contain shea butter and coconut oil in addition to the mineral pigments. They have the mild aroma of lavender.
- There are 5 different shades: Ambition (deep charcoal), Timeless (mauve), Elegant (bronze), Chic (rose pink), Charm (cream). All of the shades are shimmery, and perfect to combine with Multitasker to get dimension.
- You can get buildable color that starts very sheer and goes all the way to full coverage.
- With all-natural ingredients, this vegan formula is cruelty-free and blends easily with other eyeshadows.
- There is no talc, bismuth, carmine, parabens, phthalates, petrochemicals, synthetic colorants, or synthetic fragrances.
- The palette is super convenient and easy to carry on your next trip.

Slide 18

- There are now two different primers that help Savvy Minerals makeup last longer and glide on more easily. The Mattifying Primer reduces shine and absorbs oil, creates a flawless surface that smooths the appearance of fine lines and wrinkles.
- It contains manuka and tea tree essential oils that reduces the appearance of blemishes. It is non-comedogenic and contains all non-nano ingredients.



- Reduces and controls shine and oil.
- The kaolin helps to matte the surface of skin while sweet almond oil helps it to glide on smoothly.
- It is vegan and soy free.
- To use the Primer, first wash your face, apply ART Renewal Serum, and moisturizer. Then apply the primer. Allow it to set for a few minutes before applying foundation.

Slide 19

- The Hydrating Primer is perfect for dry skin. It is packed with skin-nourishing ingredients like coconut oil and shea butter.
- Just like the Mattifying Primer, it smooths the appearance of fine lines and wrinkles and extends the life of your makeup.
- It is packed with essential oils: bergamot, black spruce, cedarwood, copaiba, geranium, lavender, lime, ocotea, orange, rose, and sage essential oil.
- It is completely vegan and has all non-nano ingredients.
- You use this product in the same way as the Mattifying Primer.

Slide 20

- We now have rich, deep shades of lipstick from Savvy Minerals. These shades glide on the lips easily and leave a bold, impactful color.
- These have a different formula than the older lipsticks, making them softer and vegan. These do not contain any beeswax, and this makes them more likely to melt during shipping. Be sure to upgrade your shipping in the warm summer months.
- These are infused with a blend of orange, peppermint, spearmint, and cinnamon essential oils.
- There are five new colors: Siren (deep plum), Icon (dark pink), Posh (red burgundy), Muse (copper brown), and Untamed (deep raspberry).

Slide 21

- The content in this presentation was provided by Lindsey Elmore, and you can Join her Club and have this exact presentation. Visit www.lindseyelmore.com/join to get started. Use the coupon code Clubster to save \$5 off your first month.

Slide 22

- Thank you so much for joining me tonight! I will be around answering questions about all of the products. We also have a couple of computers where you can place Quick Orders or update your Essential Rewards order.
- The next meeting that we will be having is. . . .

