



## Maintaining a Healthy Weight with Young Living

*(If there is 1 presenter, start the meeting as follows)*

### HOST/ESS --

O.K., we are going to go ahead and get started. I am so happy to see each of you here tonight, and want to thank you for coming! We are going to have some fun for the next hour as my trainer (if host is a distributor)/friend (if host is a friend),

(NAME) , a (RANK) with Young Living

Essential Oils, shares something that has completely changed his/her life, and blessed the lives of thousands of others, including mine!\_\_\_\_\_is not only a great friend of mine, and not only has s/he seen tremendous results with what s/he is going to share tonight, but much more importantly, s/he has also been able to help countless others as well! In the next hour,\_\_\_\_\_will educate you on the products that have helped people like you and me find natural and effective solutions for releasing weight! You are definitely going to want to take notes, so get out your pen and paper. And at this time, please give your undivided attention to\_\_\_\_\_.

### PRESENTER –

Thank-you, HOST/ESS! My name is \_\_\_\_\_(NAME)\_\_\_\_\_ and I'm a

(RANK) with Young Living Essential Oils, and it's my pleasure to welcome you here to \_\_\_\_\_(HOST/ESS)\_\_\_\_\_’s home to learn about some products that have helped me, and many friends and family members, to get better results with maintaining a healthy weight! Prior to getting started with Young Living, I . . . *(tell product story – build in lot's of “me-too's”. Can anyone here relate to this?” Raise your hand. . – take out all the “so-what's”, also you may tell your business story. Also, you can customize this introduction based on who the guests are and what you know about them. Listen to “Instant Customer Goldmine” from*

*Dani Johnson for more detailed information).*

*(If there are 2 presenters, start the meeting this way – )*

O.K., we are going to go ahead and get started. I am so happy to see each of you here tonight, and want to thank you for coming! We are going to have some fun for the next hour as (NAME OF OTHER PRESENTER) and myself share something that has completely changed our lives, and blessed the lives of thousands of others! In the next hour, we will educate you on the products that have helped people find natural and effective solutions for maintaining a healthy weight! You are definitely going to want to take notes, so get out your pen and paper.

My name is (NAME) and I'm a (RANK) with Young Living

Essential Oils, and it's my pleasure to welcome you here to (HOST/ESS)'s home to learn about some products that have helped me, and many friends and family members, get better results with maintaining a healthy weight! Prior to getting started with Young Living, I . . . *(tell product story – build in lot's of “me-too's” by. Can anyone here relate to this?” Raise your hand. . – take out all the “so-what's”, also you may tell your business story. Also, you can customize this introduction based on who the guests are and what you know about them. Listen to “Instant Customer Goldmine” from Dani Johnson for more detailed information).*

I want to share a few statistics and facts with you about obesity in our nation today. Obesity in America is at epidemic levels and it is far past time to begin addressing this life-threatening issue. According to the Directorate for Employment, Labour and Social Affairs, the United States is the most obese nation in the world.

Over 58 million Americans are overweight – that's almost *half* of us. Additionally, over 40 million Americans are obese – that's one-third of us, with over 3 million of our citizens considered morbidly obese.

Along with outrageous obesity levels come outrageous levels of diseases caused by

obesity, including 5 of the top 10 causes for death in our nation today!

So many people who carry extra weight have tried time and time again to lose some of the weight and have ended up frustrated. How many of you have ever gone on diets only to fail, or started an exercise program for weight loss and just ended up sore and frustrated (*raise hand*)? While diet and exercise are both important factors in our weight, it is clear that there is more to losing weight. This is not a “one-size fits all” scenario.

If there was a way for you to experience optimal weight management so you could look and feel better, even if you have had problems with weight in the past, using *cutting edge* natural products *custom selected* for your particular needs, would you at least want to give it a *try*? (*raise hand*)

Young Living is a 24-year-old, billion dollar company that has been founded on the principle that nature has powerful, natural substances from PLANTS to meet the needs of the 21<sup>st</sup> Century family! Young Living owns and runs hundreds of acres of sustainable, organic farmland and essential oil distilleries in Utah, Idaho, Canada, France, Ecuador, Croatia, and Oman! Young Living is currently doing business in almost *every nation* around the globe, and is rated the *fastest growing* direct sales company in the U.S. with about 100,000 joining each month in the U.S. alone! Our company was founded by Gary Young, who has invested over 35 years in the research and development of essential oils. Together with his wife and company CEO Mary Young, he is continually blazing new and exciting trails all over the world to promote the ongoing success and development of Young Living.

The products we are focusing on tonight are pure, therapeutic-grade essential oils. Has anyone ever heard of essential oils before? (*raise hand*) Great! For those who aren't quite sure, essential oils are the lifeblood of aromatic plants. Have you ever broken open the leaf or stem of a plant and seen a fluid come out? (*raise hand*) Well, when you take the precious fluid from aromatic plants containing the plant's therapeutic properties and you super-concentrate it, what you end up with is an essential oil! Young Living is the largest worldwide grower, distiller, and distributor of therapeutic-grade essential oils, and has a reputation of providing some of the most pure and powerful essential oils available!

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

There are 3 ways to harness the power of essential oils, and you will get to experience each of these tonight! First, essential oils can have a powerful impact when inhaled. Second, essential oils can be applied to the skin, either straight (or "neat") or diluted in a carrier oil like olive oil. Third, Young Living has a line of essential oils labeled for internal use called the Vitality Essential Oil line. These essential oils can be used internally either by adding a few drops to our recipes or putting a drop in a glass of water or in capsules. And lastly, essential oils can greatly enhance the power of nutritional supplements.

*(If there are 2 presenters, the second presenter should take over here after the first presenter introduces him/her.)*

(First Presenter) I'm going to go ahead and turn the time over to (NAME OF OTHER PRESENTER), a (RANK) with Young Living. \_\_\_\_\_ i s not only a great friend of mine, and not only has s/he seen tremendous results with what s/he is going to share tonight, but much more importantly, s/he has also been able to help countless others as well! *(You might add a few additional words of edification.)*

(Second Presenter) Thanks, (NAME OF FIRST PRESENTER), for that introduction! It's a pleasure to work with you and I appreciate . . . *(edify the first presenter here.)*

Tonight I am going to go through some of the major reasons people may put on some extra pounds, and how therapeutic-grade essential oils and some of Young Living's other amazing products can help you experience and maintain your ideal body weight!

I am going to pass out a quiz for each of you to fill out. (*Pass out quizzes and pens or have someone help you with this.*)

Go ahead and circle YES or NO for each of the questions on the quiz. I'll give you a couple of minutes. If you're not completely sure about some of the questions, just do your best to give an educated guess. (*Be quiet for a couple of minutes as people fill out their quizzes. Quiz is in the insert that comes with this system – be sure to make copies ahead of time to hand out during the presentation.*)

*Once people are done* – Alright, NOW what I want you to do is amongst all the ones you marked as YES, mark the TOP 3 ones that you believe cause you the most problems with your weight. Circle and mark them 1, 2, and 3. Then mark two more – 3 and 4 – for a total of 5 top issues. Again, just use your best judgment.

*(Give them a few minutes to do this).*

OK, great!! Now I am going to go through each of these 13 issues that, in addition to our diet and exercise, are strong contributors to our weight!

1. Do you ever experience an over-active appetite or **cravings** for foods that you are trying to avoid in order to lose weight?

Who said YES to this one (*raise your hand*)?

The good news is that there are essential oils that may help to naturally help reduce cravings!

Inhale therapeutic-grade peppermint oil a few minutes before meals or add a drop of Slique Essence oil to your water. Drink ample amounts of pure water with Slique Essence oil between meals and also before a meal.

Slique gum made with frankincense resin and other essential oils is another great choice for when you experience cravings. Chew the gum between meals or when you feel like overindulging, and you'll notice you don't feel like eating as much!

*(share 1-2 relevant testimonials)*

2. Would you like help in maintaining proper **blood sugar** balance?

Who answered YES to this one *(raise hand)*?

There are certain essential oils that may help the body maintain proper blood sugar balance. Try 2-3 drops of **ocotea** oil under the tongue 2-3 times per day. It can be combined with Copaiba Vitality or Cinnamon Bark Vitality oil for an enhanced effect.

*(share relevant testimonials)*

3. Do you feel like you **gain weight more easily** than you used to and find it harder to lose weight? *(raise hand)*

Slique Tea was designed by Gary Young to ramp up the metabolism and keep the weight at a proper level. It is made with oolong tea – renowned for its delicate flavor and ability to boost the metabolism – along with ocotea leaf, raw cacao, and more! The tea tastes great, feels great when you drink it, and I recommend drinking 2 cups per day!

And Slique CitraSlim capsules are *fantastic* for their ability to enhance the body's ability to burn fat when taken as directed.

*(share 1-2 testimonials of Slique Tea for weight loss)*

*(Let people try samples of Slique Tea if you like.)*

4. Do you have areas of excess fat on your body (ie. on the belly, thighs, buttocks, etc...) and/or dimpling in the skin? *(raise hand)*

Apply grapefruit and cypress oils diluted in a carrier oil morning and night on areas where toning is desired such as the belly, buttocks, and thighs! Apply Young

Living's Cel-Lite Magic massage oil or Citrus Fresh oil regularly on dimpled areas. In fact, you could use the Cel-Lite Magic as the carrier oil for your grapefruit and cypress if you wanted!

Also, add citrus oils like Grapefruit Vitality and Lemon Vitality essential oils to your water or take in homemade capsules for even greater detoxification and help with proper weight maintenance!

*(share a testimonial here)*

*(you may serve people water in paper cups with grapefruit or lemon oil if you like)*

5. Do you frequently feel stressed out or often eat to fill emotional needs?

Emotional oils are scientifically proven to help reduce stress and anxiety, and this can also help minimize any emotional eating!

**Stress Away**, **lavender**, and **lemon** oils are all relaxing and mood lifting oils. So is Citrus Fresh. These are *feel-good* oils! When you feel good, you are less likely to overeat out of stress and emotion. Diffuse, inhale, or apply any of these oils on the feet and shoulders.

*(pass one or more of these oils around and dispense some of them for people to rub on their feet).*

*(share 1-2 relevant testimonials)*

6. Do you think you might need to nourish your **thyroid**? *(raise hand)*.

Our thyroid must be operating well for us to maintain a healthy weight. To help nourish the thyroid, I recommend taking 1-2 of Young Living's Thyromin every night before bed. Also, EndoFlex Vitality oil added to water may also help as well!

*(share relevant testimonials)*

7. Do you think you might need to nourish your **adrenals**? (*raise hand*)

Just like with the thyroid, our adrenal glands must be healthy and well for us to not only be at our optimal weight, but feel good and enjoy life as well!

Apply En-R-Gee essential oil over the adrenal glands (they sit right above the kidneys in the mid-back) at 9 PM every night. You can also take Thyromin in the morning.

Nourish the adrenal glands further with B-vitamins and trace minerals. Without B vitamins the nerves feel raw and frayed. I recommend Young Living's Super B as well as Mineral Essence to help feed the adrenal glands, support the nervous system, and lower stress.

*(share relevant testimonials)*

8. If you are a woman, would you like to support optimum levels of progesterone? (*raise hand*)

Proper progesterone levels have a protecting influence on the health, including supporting a healthy weight and so much more!

Young Living's Progessence Plus has progesterone from wild yam that has been dissolved in certain essential oils that carry the progesterone through the skin much more effectively than the progesterone creams on the market. Just about every woman and girl could benefit from Progessence Plus!

*(share a relevant testimonial)*

O.K. – we are getting close to the end!

9. Do you eat less than 10 servings of vegetables and fruits per day? (*raise hand*)

Unless we are eating a ton of fresh produce on a daily basis, most of us are walking around nutritionally depleted. When we don't have the nutrients we need that can lead to overeating and weight gain.

Young Living's NingXia Red makes a nutrition-packed addition to your diet, and it has helped countless people eat less because just 2 oz. provides a huge amount of naturally occurring antioxidants!

*(share a testimonial of NingXia Red for health & as part of a weight loss regimen)*

10. Do you eat plenty of fiber and have a bowel movement at least 2-3x/day or has it been a while since you've cleansed your colon and liver? *(raise hand)*

Another way to lose weight is to do a colon cleanse and liver cleanse. This will help us cut down the amount of food that we eat by making sure our body is digesting food properly and allowing us to absorb more nutrients.

You can start a colon cleanse by using Young Living's Cleansing Trio.

Dr. LeAnne Deardeuff says that her colon was clogged with toxins. After doing a colon cleanse she dropped the mucoid plaque lining of her bowel. She said she was stunned to see a three foot long toxic dump in her toilet! She jumped on the scales and was surprised she had lost 25 pounds in one BM! Another thing that a colon cleanse does is that it cuts down the amount of food that we eat because it assists our body digest properly, allowing us to absorb more nutrients, then our body is naturally going to eat less because it needs less food to get the right nutrients!

*(share relevant testimonials)*

11. Do you have a history of poor digestion and/or eating processed foods?

To further cut down on the amount of food you eat, take digestive enzymes with the meal. Young Living's EssentialZymes-4 will assist the body in digesting proteins, carbohydrates and fats and help the nutrition get where it's supposed to go – to the cells. When we are getting the proper nutrients, fats and hydrations at

the cellular level, our full signal in the brain will go off sooner and we will automatically eat less.

*(share relevant testimonials)*

Alright – we went through all of the questions in the quiz! I don't want you to let yourself feel overwhelmed. There are some steps you can take *right now* that will help you release weight more effectively than you have in the past. Take a look at your paper where you rated your problems.

Start with your highest problem area – whether it be cravings, stress, slow metabolism, hormones, or any of the others! Then as you correct that area, move to the next area. Just watch your weight fall off with less effort and stress!

Documentation beats conversation – our products really *do* change people's lives, and we have a 100% money-back guarantee.

Today, you can get our Basic Starter Kit and get 24% off the full retail price on all YL products including the ones your body needs for optimal health and weight release.

Enrolling with the Basic Starter Kit will also give you a FREE bottle of Stress Away oil, a few single-sized samples of NingXia Red, and the ability to be paid for referring people to Young Living!

Either you *will* see dramatic results with releasing weight and look and feel better with our products, or we will give you your money back!

Alternatively, our essential oils and products may be purchased individually at the full retail price.

Now, I want to thank each of you again for being here in HOST/ESS'S home tonight. And we want to show our gratitude to you by doing a raffle for this FREE

GIFT (some YL product – make sure it was something mentioned and promoted during the class so people know what it is, and have a desire for it).

No matter what we say, there are 2 types of people here tonight. The first type is thinking “NO. Thanks, but no thanks, this probably isn’t for me”. We understand – don’t feel bad about saying no. We want to thank you, regardless, for taking time out of your busy schedule to be here tonight! You still want to feel better and look younger, right? I recommend that you test out any of our products, and I promise you that if you don’t get the results you expect, you will get your money back.

The second type of person is not only serious about releasing extra weight, but wants to get the best results for the best price. If this is *you*, then congratulations! You will want to get our Basic Starter Kit and the essential oils and products based on your own particular weight release needs. Not only will you get 24% off these products and future Young Living purchases, but you will also get all the other perks I mentioned earlier, including the FREE bottle of Stress Away oil!

HOST/ESS is now passing out your forms – go ahead and fill out the raffle forms so you can be in the running for this free gift, and fill out your order forms to place your orders!

I want to take this opportunity to thank HOST/ESS for hosting this class tonight. (*Edify the host/ess here*). I want to thank him/her by giving him/her this GIFT (*it can be a Thieves foaming hand soap, any other small YL product, or if you are a holistic practitioner, it can be a gift certificate for your services*).

Folks, go ahead and fill out your forms!

*Be quiet while people are filling out the forms. Your presentation is over. Make sure they have product guides handy while they fill out order forms. You may go around one-by-one and ask people “What did you like about what you saw tonight?”*

O.K. – pass your order forms up to the front! And if HOST/ESS will do the honors, we will go ahead and see who the winner is! (*announce the winner*)

Thanks, folks, and have a great night!

*(collect order forms, you can go around and ask people what they liked most about what they saw, and close them on what is best for them right now)*

### What You Need for the Class

- Several YL products mentioned in the script for display, to pass around, and for guests to sample
- Copies of the Weight Release Quiz for each attendee (in the packet with product lists)
- Order forms (you can download these from YL Virtual Office)
- Price lists (found in the pocket of the YL Business Tools scriptbook)
- 1-2 product guides
- List of testimonials to share
- Gift for host/ess
- Something to raffle off
- Table for display with tablecloth – HOST
- OPTIONAL – extra products to sell retail