



How to Create a Home Free of Toxic Chemicals

(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 easy, natural solutions for household uses that are powerful and will actually save you money! 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. 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 have a truly clean, chemical-free home! 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”*. You can also tell your business story, and/or customize your introduction based on what you know about the guests in attendance. Listen to “Instant Customer Goldmine” for details.)

(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 non-toxic solutions for household and personal care uses that are powerful and will actually save you money. 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, to have a truly clean, chemical-free home! 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 chemicals in the home and your health. Did you know that Americans now spend between 80-90% of their time inside, and that the average American home contains over 63 hazardous products?

In addition to 7 million accidental poisonings each year in America from chemicals in the home, chemically-manufactured household cleaners are the number 1 contributor to air pollution indoors, where air quality is 7 times more polluted than the outdoors, *even* when considering pollution caused by vehicles and factories!

A 15-year study revealed that women who work at home have a 54% higher risk of developing certain health problems than women who work away from the home. The only thing linked to this increased risk was increased exposure to household cleaners!

And it gets worse when you consider the toxic chemicals in our personal care products! From antiperspirants to perfumes, from toothpastes to skin care products, Americans have been unknowingly poisoning themselves and their families with hundreds of chemical compounds that the body is unequipped to deal with.

Experts agree that anyone serious about experiencing improved health today and in the long-run must begin to replace products made with toxic chemicals, with personal care and household products that are safe for the body. And what if there were some products that were simpler, less-expensive, and more effective than the toxic products? Wouldn't you at last want to give them a *try (raise hand)*?

Young Living is a 25-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 21st 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 essential oil pioneer, the late Gary Young, who invested over 35 years in the research and development of essential oils. His wife and company CEO Mary Young continually travels the world to promote the ongoing success and development of Young Living.

The products we are focusing on tonight is the Thieves essential oil blend and personal care and household products enhanced with it.

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!

(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. _____ 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! (*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.*)

Now go ahead and get that pen and paper out, and draw a line down the center of your paper, and another line across the center to make four quadrants. In the upper left quadrant, write "Notes". In the upper right, "Things I need". In the bottom left quadrant, write "Questions", and in the bottom right, "Friends and Family". This will help you organize your thoughts and ideas on the information we are about to share.

Young Living proprietary Thieves essential oil blend was recently featured in a New York Times article touting the benefits of using essential oils over commercial hygiene products. What's so special about **Thieves** essential oil?

Thieves contains cinnamon bark, rosemary, clove, lemon, and eucalyptus oils, and was inspired by the legend of four thieves in the Dark Ages in France who used these herbs while robbing the dead and dying. You can diffuse Thieves oil in your home to help purify the air, or rub a few drops on the arches of your feet or over the glands in the neck.

Young Living has a line of essential oils labeled for internal use called the Vitality Essential Oil line. Because it is so potent, Young Living has included Thieves in its Vitality supplement line of essential oils. Add a drop of **Thieves Vitality** oil to water to support immune function. Add a drop of Thieves Vitality oil to a mug of hot water along with 1 Tbsp of raw apple cider vinegar and 1 Tbsp raw honey for an invigorating, immune-supportive beverage! You can also add several drops of Thieves oil along with an equal amount of olive oil to homemade capsules and take them internally to give your immune system a healthy boost!

(share Thieves oil testimonials)

Let's talk about common household cleaners available at every grocery store and drug store in the nation. One common name-brand All-Purpose Spray with Bleach warns to "avoid prolonged or repeated skin contact" and "prolonged breathing of vapor." (*hold up Clorox Clean-Up with Bleach if you have it on hand*) But this product is designed to be used in areas that can often have poor ventilation, and who wants to break out a gas mask and industrial-strength rubber gloves every time you wipe down your counters or sink?

Let's look at one common name-brand bathtub cleaner (*hold up Comet if you have it*). It has been used in millions of American households for decades, yet it gives off chlorine fumes for up to 2 weeks after use, and leaves a gritty residue behind. This product can cause "coughing or irritation of nose and throat", and contact with the skin may cause "superficial temporary irritation". In individuals with lung

issues this product may lead to “reduced lung function”. Even worse, one of the ingredients in this product is a known carcinogen in animals.

Last, but definitely not least, let’s look at the warnings on a common brand of toilet bowl cleaner (*hold up toxic toilet bowl cleaner if you have it*). You can’t have any skin contact with this product or even inhale it without it causing some sort of problem. For any contact with your skin, the label says to “IMMEDIATELY flush with plenty of water for at least 15-20 minutes.” Of course, if accidentally ingested, you have to call the Poison Control Center and face “mucosal damage”. If this product has any accidental contact with the eyes, you have to flush your eyes for 15-20 minutes with water and then call the Poison Control Center. If this product is accidentally mixed with any other cleaning product, “hazardous gases may be released.”

Does this sound like a product you want in your home? We’ve all been sold that there’s no alternative — the only way to have a clean toilet bowl is to work with a poisonous substance that gives off toxic fumes well after you’re done using it. This is complete nonsense.

There is one simple solution that once you try it, you’ll realize it kicks ALL of these toxic cleaners to the curb in both its effectiveness, and in the fact that it is completely safe! And per use, you’re spending *less than a penny!*

This is the **Thieves Household Cleaner** (*hold it up*). When you take Thieves oil and add it to a safe, plant-based, and non-toxic cleaner, great things can happen. For general use, Get a 32 oz. spray bottle, add 1 oz. of Thieves Household Cleaner, fill the bottle with water (*hold up spray bottle with diluted Thieves cleaner*), and you are ready to go! There are over 14 oz. of concentrated cleaner in this bottle, and when diluted it will make 14 bottles of cleaner, each one lasting for *months* depending on how big your house is and how often you clean!!

To use in the bathtub where grime can accumulate, first sprinkle about ½ c. of baking soda (*point to baking soda in display*) in the tub then spray with the Thieves cleaner and get scrubbing! This not only works better than the toxic bathtub

cleaner I just told you about, but it leaves even the dirtiest tub completely sparkling, fresh, and grit-free!

To clean the toilet bowl, dump about $\frac{1}{4}$ c. of baking soda in the toilet bowl along with a couple of drops of Thieves essential oil. Scrub the toilet bowl, then let it sit for a minute or two before flushing to allow the Thieves oil to do its work of sanitizing. You can also pour a small amount of Thieves cleaner right into the toilet bowl, then scrub.

Here are a few more ideas for using the 100% non-toxic and effective Thieves cleaner around your house—

For a natural glass cleaner, you can just use the Thieves cleaner in the spray bottle or you can add 1/10 oz. Thieves Household Cleaner to 32 oz. of water and add a splash of white vinegar if you choose.

For a mold and mildew remover, you can use a couple of drops of Thieves oil directly on site if the area is small. For larger areas, such as driveways or sidewalks, fill a bucket with a tsp. of Thieves Household Cleaner in warm water, apply to area, and clean.

For a natural and non-toxic dishwashing liquid, add 1/3 oz. of Thieves Household Cleaner and 4 drops of Thieves oil or 5-6 drops of lemon oil to 32 oz. of water. You can also get the new Thieves Dish Soap!

One cap full of Thieves Household Cleaner will clean one load of laundry (I also like to add some OxyClean), or you can get the Thieves Laundry Soap! When you use the Thieves Household Cleaner or Laundry Soap in your laundry, clothes are soft and clean.

For a natural and non-toxic fabric softener, add 1-2 drops of Thieves oil to a woolen dryer ball and place in the dryer with the load of laundry to be dried. OR take a jar and add 3 c White Vinegar, $\frac{1}{4}$ c Rubbing Alcohol (or vodka), and 20 drops of Thieves oil (you can also use other oils such as Purification or

lavender). Shake before use, and add ½-¾ cup to your fabric softener dispenser in your washing machine the next time you do a load.

(share 3-5 Thieves Household Cleaner testimonials here)

You can also use Thieves oil straight for several other household uses *(hold up the bottle of Thieves)*.

To freshen air, diffuse your favorite essential oils, including Thieves, in one of Young Living's diffusers. Thieves oil will cleanse, purify, and help clear the air of bad smells.

For a non-toxic carpet freshener, Thieves oil can be sprinkled on straight for heavy duty deodorizing. For medium to light freshening, mix a few drops of Thieves oil with baking soda. Sprinkle on carpet, let sit several hours, then vacuum up.

For a fruit & vegetable wash, fill your sink with cool water and add 2 drops of Thieves oil along with a small amount (1 Tbsp.) of apple cider vinegar. Wash your produce in this solution, then rinse with pure water. Insects, parasites, and some pesticide residues will wash right away. You can also use the new Thieves fruit and veggie wash!

For a spot or stain remover on carpets or clothing, use Thieves oil straight on the stain after testing the fabric or carpet in an inconspicuous location to make sure it retains its proper color. You may also try the All-purpose Thieves cleaner described above or the Thieves spray *(hold it up)*.

For a non-toxic paint remover, sprinkle Thieves oil straight on affected area to help the paint come off more easily.

How many of you have heard the news that antibacterial soaps and hand sanitizers may not be all they are cracked up to be? *(raise hand)*? It's true. Antibacterial products can actually be harmful to the immune system in the long-run!

That's why I use the **Thieves foaming hand soap**, **hand purifier**, and **Thieves spray** instead of chemically-made commercial products. I know I am cleansing and

purifying my body and environment in a way that is both non-toxic *and* good for me!

The Thieves foaming hand soap is perfect to keep by the sink in your bathrooms and kitchen. It will help all members of the family have clean and pure hands without any toxic chemicals! The Thieves spray is great to use on countertops and other surfaces such as doorknobs. Just spray and then wipe the surfaces down with a cloth or paper towel. The uses are endless! Take Thieves spray with you in your purse or briefcase and spray on your hands while traveling. Or use the Thieves hand purifier designed specifically for this purpose!

(share testimonials for these products here)

Lastly, have you ever noticed that your tube of toothpaste has a warning on it that if you swallow their product you should call the Poison Control Center?

Toxic toothpaste ingredients include sodium fluoride — an ingredient of rat poison that not only may *not* help to strengthen teeth, but has been linked to dental fluorosis (chalky or brown discoloration and even brittleness of teeth), lowered IQ, hindered thyroid function, impaired gastrointestinal function and more. Fluoride was reportedly added to the water in Nazi Concentration Camps as well as the Soviet Gulag (labor camps) to make the prisoners more complacent and easier to control.

Besides fluoride, other toxic chemicals and additives are routine ingredients in toothpastes and mouthwashes making them some of the most toxic substances in our homes. The irony is we're putting it in our mouths where we don't even have to swallow it for it poison us slowly! Many of these toxins can be absorbed into the bloodstream right through the lining of the cheeks.

But who wants bad breath and cavities? *Anyone (raise hand)?*

The mouth is the dirtiest place on the body, and Thieves oil is powerful for oral care because of its cleansing properties!

The non-toxic **Thieves Aromabright toothpaste** (*say whatever Thieves toothpaste you use*) will get your teeth and gums clean and your breath smelling fresh without any of the toxic crap. I also absolutely love the **Thieves mouthwash!** I also don't have to worry about calling the Poison Control Center if I accidentally ingest them! The Thieves mouthwash will freshen breath and make your teeth and gums sparkle! Or you can simply apply a drop of Thieves oil neat or diluted in coconut oil and apply right on the gums.

(testimonials on Thieves toothpaste and mouthwash)

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

Today, you can get each of the products we talked about – that's Thieves essential oil, 2 bottles of the Thieves Household Cleaner, 2 Thieves foaming hand soaps, 2 Thieves sprays, 2 Thieves hand purifiers, as well as the Thieves Aromabright toothpaste and mouthwash – in the Premium Starter Kit with Thieves. Young Living will give you an additional FREE bottle of Stress Away oil, and a few samples of our amazing nutrient infusion NingXia Red when you purchase this kit!

Those who get this kit will also have the privilege of getting wholesale pricing on any Young Living products they purchase in the future.

This kit costs \$160, and either you *will* see dramatic results in your home and with your family with these Thieves essential oil products and save money by not having to purchase a ton of new chemically-manufactured products for your body and home, or we will give you your money back!

Alternatively, any of these products may be purchased individually at the full retail price.

OR

You can get started with Young Living for less than \$500. With our Business Starter Pack, you will be equipped to accelerate your business growth at 3 times the average rate! And you will get a selection of our Thieves products - that's Thieves essential oil, 2 bottles of the Thieves Household Cleaner, 2 Thieves foaming hand soaps, 2 Thieves sprays, 2 Thieves hand purifiers, as well as the Thieves toothpaste and mouthwash along with a kit of 11 of our most popular essential oils, 4 bottles of our amazing nutrient infusion NingXia Red plus 30 2-oz. NingXia Red samples, and a free essential oil diffuser! Those who get this kit today will also receive some additional free products from Young Living (list out the free promos of the month that they can get with a 300 PV or more order). *(the business starter pack consists of the Premium Starter Kit with Everyday Oils plus NingXia ER and Thieves ER kits.)*

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 have a clean home without all the chemicals, right? I recommend that you test out one 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 using natural solutions for their home and body, but is ready to try our products *risk-free* right now! If this is *you*, then congratulations! And we want to help you get the most out of it. You will want to get our Premium Starter Kit with Thieves. Again, this comes with each product we talked about tonight, and you will also have the privilege of getting wholesale pricing on any YL products you purchase in the future and you will also receive the Stress Away oil and product samples.

OR

No matter what we say, there are 3 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 have a clean home without all the chemicals, right? I recommend that you test out one 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 ready to try our Thieves-infused products right now in order to have a more non-toxic and chemical-free home! If this is *you*, then congratulations! And we want to help you get the most out of it. You will want to get our Premium Starter Kit with Thieves that comes with each product we talked about tonight, and you will also have the privilege of being a wholesale member.

The third type of person is the *one* we are looking for. This person is thinking: “*Yes – this is for me – I see it! I want to make a lot of money while helping others!*” If this is *you*, then congratulations and welcome to the team! You need to get your Starter Kit, and if you’re serious today, you can get started with the Business Starter Pack.

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 Conquering the Financial Kingdom, or Thieves foaming hand soap, 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

- Products from the Premium Starter Kit with Thieves/Thieves Essential Rewards Pack
- OPTIONAL - Essential oil diffuser, Premium Starter Kit with Everyday Oils, and NingXia Red Essential Rewards Pack
- Order forms (you can download these from YL Virtual Office)
- Price lists (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
- OPTIONAL – baking soda and vinegar for display
- OPTIONAL – nasty chemical cleaners, toothpaste, and mouthwash for display