



## **Essential Oils & More for Animals**

*(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 take care of our pets naturally. 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 countless people be empowered to support their pet's health naturally. 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 like you and me take care of our pets naturally. 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 helped countless people support their pet’s health naturally. 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).*

Before we get started, I want to share some facts about pets, their owners, and health. Studies have shown that upwards of 50% of the American population has used complementary and alternative medical treatments including herbs, supplements, and essential oils to optimize their health. As people broaden their horizons for their own health, they are increasingly seeking to take care of their pets in the most natural way they can as well. They also are looking for the most bang for their buck for the health of their families, which for many people also includes their pets.

How many here can relate to that *(raise hand)*?

In addition, people are becoming more conscious of the importance of a clean, toxin-free home for health and realizing this impacts their pets as well.

If you could find a way to help your pets stay healthy, happy, and long-lived using non-toxic substances that are safe, non-toxic, and effective, would you at least want to give it a *try*? (*raise hand*) Would you like to also find a way to save money while using these natural solutions? (*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 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 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 travels 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 and products enhanced with them. 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 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 our pets and animals? 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 we will discuss each of these tonight! First, essential oils can have a powerful impact on animals when inhaled. Second, essential oils can be applied topically on animals, often diluted in a carrier oil like olive oil or in a spray bottle with purified water. Third, some of Young Living has a line of essential oils labeled for internal use called the Vitality Essential Oil line. These oils can be used internally by putting a drop in our pet's drinking water or for some larger animals like horses, directly in the mouth.

*(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.)*

Plant remedies and essential oils have been used on animals for thousands of years. Young Living members have used essential oils successfully on dogs, cats, horses, chickens, rabbits, goats, cows, and even with tropical birds. Before we get into any particulars, let's talk about some **precautions and general guidelines** for using essential oils with animals.

As I said before, essential oils are concentrated volatile liquids. This means they are strong and very potent. When determining how much of an essential oil to use on your animal, adjust the dosage of an essential oil according to the animal's weight. For example, if the protocol for a human being (160 lbs) is 6 drops, then a dog at 16 pounds would only need 1 drop and a horse at 1600 pounds might use 60

drops. A parakeet weighing a quarter of a pound would only need and tolerate a drop of essential oil in a 4 oz. spray bottle filled with water lightly misted around their cage or one drop of an essential oil in a water-based diffuser close to their cage for 10 minutes.

When you first start using essential oils with animals, start slowly. For example, you can take a drop or two of the essential oil, rub it into your hands until it's mostly absorbed, and then just pet your dog or cat. Stay away from the animals face as it might get in its eyes or sensitive tissues.

Animals, especially cats, metabolize substances differently than humans do. Plus, animals are not generally as toxic as humans so a little bit of oil goes a long way.

When using an essential oil on **cats**, you will either use the petting method or dilute it! A general rule of thumb might be 5 drops of essential oil to 50 drops of olive oil or V-6 oil. 15-20 drops to 1 tablespoon is fantastic. Then you will use only a drop or two of the diluted preparation at a time. You can use empty essential oil bottles to keep your diluted oils for use on your cats.

Be aware that cats may not like citrus oils, and you should also avoid using more harsh oils on them like oregano, thyme, and peppermint. They are hot to them, burn their skin, make them sneeze, and are difficult for them to metabolize unless they are highly, highly diluted.

With **dogs and horses**, on the other hand, you can generally use all of the essential oils you use on people without any problems.

In the cases of hooved animals you can apply the oils on the frogs and cornet bands of their hooves.

Essential oils can also be used internally especially on bigger animals. The bottom lip of a horse can be pulled out and the 10-15 drops of essential oil applied there. For a similar issue in a medium-sized dog, it might only take 1-3 drops of essential oil. Some people have put diluted essential oils into capsules and used them as

suppositories on bigger animals such as horses. You can also mix the oils in water and use a spray bottle to cover a larger area if you need to.

As a precaution, watch how your animal reacts to the oils you give it. In some rare cases if you see your animal have a reaction to an oil, then immediately give the animal about 1-2 tablespoons of olive oil by mouth to dilute the effects of the essential oil in their bloodstream.

While there are many other essential oil brands on the market, I can only recommend using Young Living essential oils in the ways we'll be talking about tonight.

*[NOTE: You should display each of the products discussed in this script if you have them, and then either hold them up or pass them around as you discuss them.]*

Now let's get into more of the specifics!

One of the first steps to helping our pets enjoy optimal health is providing a clean, **non-toxic environment** for them to live in. Most commercial household cleaners on the market are made with toxic chemicals that can build up in your pet's system through time and slowly wreak havoc on their health. Pets absorb chemicals on the ground through their paws and chemicals in the air as they breathe.

I highly recommend Young Living's Thieves household cleaner for cleaning just about every surface in your house. This plant-based, non-toxic cleaner is cheaper than store-bought cleaners and totally safe for the whole family including pets. You will also want to ditch your perfumed air fresheners, candles, and scented waxes. These products are scented with chemicals made from toxic petrochemicals, and inhaling them over the day can have the same impact on your body as smoking cigarettes. Instead, diffuse essential oils such as Purification that not only neutralize bad odors in the air, but literally purify and cleanse the air. Instead of filling you with poisons, the essential oils will provide a healthy boost to you and your pets as you breathe them in.

To safely and very effectively neutralize pet odors, urine, and other bad smells, make a homemade spray with purified water and several drops of Purification oil and use it to mist areas of your house such as animal beds, furniture, and around the litter box. Add a few drops of essential oils such as lavender, Purification or Citrus Fresh to ½ c. of baking soda and mix well. Sprinkle this over clean cat litter for a two-fold impact – it will help the litter box to smell fresher for longer, and a small amount of the oil will be absorbed through your cat’s paws where it will contribute to her overall health. This is a far better option than using commercially scented cat litter, which is toxic for both you and your pet!

The benefits of Purification oil don’t stop at deodorizing. Purification has the fantastic side effect of helping your pets enjoy the outdoors annoyance-free. Purification oil contains citronella, tea tree, and lemongrass essential oils among a few others, and insects dislike the aroma. Make a spray and mist Purification oil over pet bedding. You can also safely mist your dog or cat with Purification oil spray. Young Living has another fantastic oil blend, RepelAroma, available in the Animal Scents Collection, that also contains citronella and several other essential oils and comes pre-diluted in coconut oil for ease of use. Apply 2–4 drops to your hands and pet onto your animal’s coat. Use less for cats and smaller dogs. Add to a spray bottle and spritz generously on your animal’s coat or skin, or diffuse.

*(share relevant testimonials)*

Next, for optimal health it’s crucial that animals have unlimited access to **pure, clean water**. When a person becomes more conscious of their health, one of the first things they do is stop drinking tap water and start drinking pure water that is filtered. Our pets will also greatly benefit from drinking purified water. A fantastic, mild essential oil to add to drinking water and which has a gentle, purifying effect is Lemon Vitality oil. Add a drop to your dog’s water bowl. You can try adding a drop to your cat’s water, but some cats may turn up their nose. If this is the case, you can dip a toothpick in the top part of the lemon vitality oil bottle and then

swirl it in the water bowl. You can add a few drops to a horse trough.

Another essential oil to add to the water of horses and larger dogs is Peppermint Vitality oil. Add a drop of this cooling, refreshing oil to larger animals' water on hot, summer days to help them stay cooler. It will have a side effect of supporting their digestive health.

*(share relevant testimonials)*

Just as with humans, **proper nutrition** is essential for our animals' health. Besides providing the highest quality food we can to our pets, which I highly recommend you research, there are some nutritional supplements from Young Living that can help provide additional support.

NingXia Red is supportive of optimal health for people and also can be great for our pets! NingXia Red is naturally high in antioxidants, and supports normal cellular function, proper energy levels, and eye health. Horses can be given NingXia Red straight, even an ounce or more at a time especially for horses engaged in strenuous activity. Give up to an ounce of NingXia Red to big dogs and as little as ¼ ounce to very small dogs. Mix with wet food, give it straight by itself in a bowl, or give in a bowl diluted in water. Give NingXia Red to cats by mixing 1/8 - 1/4 teaspoon in wet food.

MultiGreens is a fantastic Young Living supplement that boosts vitality and works with the glandular, nervous, and circulatory systems. You can give horses up to 5 capsules of MultiGreens per day. Give dogs 1 capsule per day for every 10 lbs. Cats can be given ½ to 1 capsule per day, opened and mixed with wet food.

Our animals can also greatly benefit from digestive enzymes. Young Living's Essentialzymes-4 or MightyZymes, in particular, can be given to our pets. Start



with a pinch of an opened capsule mixed with wet food and increase gradually for larger animals.

Speaking of digestion, DiGize Vitality oil is a Young Living blend that has peppermint and other oils in it, and is specifically targeted for the digestive system. Add anywhere from a toothpick swirl for cats to a few drops for horses to wet food. You can also pet cats or small dogs with a little DiGize oil on your hands or substitute DiGize in the Raindrop technique that I'll talk about later for additional benefits.

ParaGize oil in the Animal Scents Collection blend contains ginger, peppermint, spearmint, and other essential oils and is pre-diluted in coconut oil. Add 2–4 drops to water or wet food as needed.

*(share relevant testimonials)*

Our pets are subject to the same stresses to their skin as we are, and there is nothing like essential oils to help **support healthy skin and tissue!** In the event of stress to the skin, Purification oil or PuriClean in the Animal Scents Collection are great choices for topical application. Both blends contain tea tree oil which is renowned for its gentle cleansing ability. Dilute Purification oil for use on cats and smaller dogs. PuriClean is pre-diluted in coconut oil. Put 8–10 drops of either Purification or PuriClean in a 1-oz. spray bottle with distilled water for a quick and easy skin-cleansing spritz.

After using PuriClean or Purification, you can use either Infect Away or frankincense oil on site. Dilute frankincense for use on cats and smaller animals. Infect Away is pre-diluted in coconut oil. You can also put 8–10 drops of Infect

Away or frankincense in a 1-oz. spray bottle with distilled water and spray on site to support the skin's health.

Lastly, after using the oils above for at least a few days, you can use Mendwell or lavender oil on site to further support healthy skin. Again, dilute the lavender oil for cats and smaller animals. Young Living's Animal Scents Ointment is a fantastic, non-toxic ointment to use on cuts and scrapes or skin irritations of any kind either by itself or along with the oils I already mentioned. It deeply moisturizes and nourishes stressed skin, and also seals in the oils.

In the event of bites and stings from insects, apply a dab of diluted Purification or PuriClean on site to help soothe.

Young Living's Animal Scents Shampoo is a fantastic alternative to chemical-laden pet shampoos and will help your dog, cat, or other furry friend to be clean and fresh-smelling with healthy skin and fur without the irritating toxins of commercial pet shampoos.

*(share relevant testimonials)*

One of the most powerful ways to **support the overall health** of our dogs, cats, and larger animals such as horses is through the Raindrop technique. This technique has the ability to help balance the system, and it's a great idea to do this technique with our pets on a regular basis such as monthly or weekly to help them stay healthy, vibrant, and happy. The Raindrop Technique Essential Oil Collection includes 9 essential oils and is a powerful boost to your pet's overall system. It varies greatly depending on what type of animal you're working with. Horses and large dogs, for instance, can tolerate neat or straight application of the Raindrop oils while cats and small dogs require the oils to be highly diluted and applied in a quick and easy fashion.

Horses respond very well to Raindrop, and in general they will take 6 drops of each oil in the Raindrop Collection applied along the spine. Do a search on YouTube to see a few ways to administer the Raindrop technique to horses.

For medium to larger dogs, use 1-3 drops of each oil along the spine. Have V6 oil on hand to dilute if needed. Again, do a YouTube search to watch a video demonstrating the technique on dogs.

For cats and very small dogs, you will pre-dilute the oils by adding 2 drops of each Raindrop oil to an empty 15 ml essential oil bottle, then fill it up the rest of the way with V6 oil. You'll use 3-6 drops of this highly-diluted solution for each application along the spine of kitty. It only takes seconds to apply. Do a search on YouTube to see it demonstrated. Again, I must stress that most especially with cats, you absolutely MUST follow the directions of very high dilution.

For more information on how the Raindrop technique can support our pet's health, you can do a Google search to learn about each of the oils involved in the treatment: oregano, thyme, marjoram, basil, cypress, peppermint, wintergreen, and the two essential oil blends Aroma Siez, and Valor. Other Young Living essential oils may be substituted as needed.

*(share relevant testimonials)*

When horses and dogs might need occasional immune support, you can give them a drop or more of Thieves Vitality oil in their water or diluted in suppositories (*pass around Thieves oil*). Diffuse Thieves oil in ultrasonic diffuser in your home and in the same room as your pet as needed.

*(share relevant testimonials)*

Last but definitely not least, our pets can be in need of some of the same types of **emotional support** that we as human beings need! The stresses of abandonment, illness, natural disaster, and trauma or abuse can lead to anxiousness. Many animals who have experienced these types of things don't ever get the support they need. But with tender loving care and the help of essential oils, we can gently help our pets feel more calm and secure. Stress Away is a great oil to help dispel anxiousness in your pet. Diffuse in a water-based diffuser or apply by petting to help calm your pet during thunderstorms, fireworks, or taking them to the vet.

Diffuse Peace & Calming, Valor or lavender oil close to your pet's kennel or in the same room with them to help them relax and feel calmer as well. T-Away oil contains frankincense and 2 other emotion-balancing essential oils, and is designed to help animals release any negative effects of abuse, neglect, or other emotionally traumatic events from a previous experience or owner. It is pre-diluted in coconut oil. Add 1 drop behind each ear to calm during times of grief or agitation. Diffuse daily to support positive emotional perseverance. Carefully apply according to the size and species of animal.

*(share relevant testimonials)*

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

Today, you can get many of the oils we talked about today – that's lavender, Peppermint Vitality, Lemon Vitality, frankincense, Thieves Vitality, PanAway, Di-Gize Vitality, Raven, Citrus Fresh Vitality, Peace & Calming, and Valor – in a kit called The Premium Starter Kit. Young Living will give you an additional FREE 5 ml bottle of Stress Away oil, 2 samples of our amazing antioxidant nutrient infusion NingXia Red, a bottle of Thieves spray, and a FREE Desert Mist essential oil diffuser valued at \$83.88 when you purchase this kit! *(if you want to promote the Dewdrop or Aria diffusers, you may also do so here)*

Those who get this kit will also have the privilege of getting wholesale pricing on any Young Living products they purchase in the future, and it is the first step to take for those who are concerned with the economic trends in our country, and would like to explore the Young Living business opportunity.

This kit costs \$165 *(same price with the Dewdrop diffuser or \$265 with the Aria diffuser)*, and either you *will* see dramatic results in your home and with your family with these essential oils 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!

Those who get this kit will have the privilege of getting 24% off any of our other

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products that they purchase now or in the future and can get the Animal Scents oils at their individual wholesale prices or the Raindrop Technique Collection for \$138.75!

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 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 better health using natural products, 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 a little more serious, and is thinking “This sounds pretty good.” For you, I highly recommend our Premium Starter Kit, resting assured that if you aren’t 100% satisfied, you will get your money back. With an order of this kit, you will be able to get powerful results naturally whether you have pets or not. You will have the privilege of getting 24% off all future Young Living purchases, and you can get \$50 for each person you refer who buys this kit. You will also receive detailed information on how to use each oil, and also the free Stress Away oil and essential oil diffuser!

The third type of person is not only serious about using natural solutions for their pets as well as their own family’s health, but is ready to maximize their results preparation. If this is *you*, then congratulations! You will want to get our Premium Starter Kit, as well as our Animal Scents Care Collection and any of our other essential oils, supplements, and products for 24% off the full price! You, too, will get the free Stress Away oil and essential oil diffuser.

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 deodorant, lip balm, 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

- Oils from the Premium Starter Kit
- OPTIONAL - Animal Scents oils
- Other essential oils and products mentioned in this script, if you have them
- Essential oil diffuser
- Order forms (you can download these from YL Virtual Office)
- Price lists (found in the pocket of YL Business Tools script book)
- 1-2 product guides
- List of testimonials to share
- Gift for host/ess
- Something to raffle off
- Table for display with tablecloth – HOST
- OPTIONAL - Other YL products mentioned here for display and to pass around
- OPTIONAL – extra products to sell retail