



## Essential Oils & More for Babies & Children

*(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 be equipped to provide our babies and children with the things they need to be healthy and happy. 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, HOSTESS! 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 help our little ones stay healthy with safe, natural products! Prior to getting started with Young Living, I ... *(tell product story – build in lot's of "me-too's" by using phrases like, "I found myself worried about the products I was using with my children and wondering if they were really safe. Can anyone here relate to this?" Raise your hand – take out all the "so-what's", also you may tell your business story. You can customize this introduction based on who the guests are and what you know about them. Listen to "Instant Customer Goldmine" for more ideas.)*

*(If there are 2 presenter, 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 on the products that have helped people like you and me be equipped to provide our babies and children with the things they need to be healthy and happy. 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, help our little ones stay healthy with safe, natural products! Prior to getting started with Young Living, I . . . *(tell product story – build in lot's of "me-too's" by using phrases like, "I found myself worried about the products I was using with my children and wondering if they were really safe. 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).*

Let me start by sharing a few facts and statistics. Today more people are becoming aware that many of the products we use in our homes, including most cleaners,

laundry products, and anything with artificial fragrance, are toxic – most especially to children.

Further, a recent study found that baby lotions, eye drops, and other personal care products for children contain numerous ingredients that have officially been classified as "hazardous". Less than a quarter of the chemicals used in commercial products have been subjected to a full safety investigation, including the ingredients in products marketed for use with children.

In fact, toxic chemicals that have been banned in other parts of the world are still commonly used in thousands of commonly-used products in the United States. The truth is that the majority of commercial products contain synthetic ingredients that may be harmful, especially to small children.

It gets worse. In recent years several over-the-counter cold and flu medications designed for children and babies have been recalled after they had been deemed unsafe for the very group they were designed to be used on.

If there was a way for you to help yourself and your little ones be healthy and happy with safe, natural products, would you at least want to know about it? (*raise hand*) What if you could also save money while using these natural solutions while getting even better results? Does that appeal to anyone? (*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 and other natural products. 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 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 grower, distiller, and distributor of therapeutic-grade essential oils, and has the 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!

*(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.)*

First I want to go over some **tips and precautions** for using essential oils with babies and children. Father of 5 Dr. Peter Minke, PhD, has taught extensively about using essential oils with little ones. He likes to use essential oils neat or undiluted by swiping the oils on the bottoms of the feet or along the arches of the feet. The smaller the child or baby, the less you will use. For instance, you can use essential oils neat even on an 8 lb. baby by putting a drop in your hand. Dip

your pointer finger in the oil and swipe a small amount along the arches of baby's feet. You will notice that the oil is quickly absorbed. Put socks on the baby's feet to make sure they don't touch their feet, then go and touch their eyes or another sensitive area. Babies and children have sensitive skin, so even if you use a tiny amount, be sure to have a carrier oil handy to apply on site at the first sign of any redness or discomfort.

Most essential oils should be diluted for application to anywhere but the feet of babies and small children. Dilute essential oils 50/50 or up to 20/80 in an organic vegetable oil, or carrier oil, such as coconut oil, almond oil, or olive oil before applying topically. Young Living makes a great carrier oil called V6 that contains six organic vegetable oils. Some of the oils I'll be sharing about tonight in Young Living's KidScents line are pre-diluted for easy use on children.

Speaking of the eyes, if you do get any essential oil in the eyes dilute it immediately with either V-6 oil, olive oil, or milk. Put the vegetable oil straight in the eye. It will not harm the eye. Water will make the stinging worse.

Some essential oils are not appropriate for use on small children. I would not recommend using "hot" oils like oregano, thyme, and cinnamon with children at all unless they are highly diluted and/or in a blend with other more mild oils. And never use peppermint above the navel on a child under two or above the feet of an infant. Some people prefer to avoid peppermint oil altogether on children under 2.

Lastly, all of the tips we are sharing tonight are with Young Living essential oils. There are a lot of adulterated essential oils on the market, and I can't recommend any other brand for use in the ways I'll be sharing.

*[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 down to the meat of our class tonight!

The first pillar of health for our little ones is the **environment** they live, sleep, breathe, crawl, and play in day-in and day-out – our homes! There is so much we can do to eliminate and reduce common household toxins that can harm children.

First, it's important to replace toxic laundry detergents and fabric softeners. We absorb the chemicals in these products through our skin when we wear clothing laundered in them. Babies and children are especially susceptible to toxicity and irritation!

Young Living's Thieves laundry soap is non-toxic and all plant-based, and cleans clothing gently and powerfully. Instead of fake fragrances, Thieves laundry soap has a fresh, citrusy aroma from genuine essential oils. It's something you can feel good about using even with a day-old baby, and it leaves clothing clean and soft. Instead of fabric softeners with their petrochemical fragrances, you can simply place about six drops of essential oils such as lavender or Citrus Fresh on a sock or woolen dryer balls and place in the dryer to leave your laundry with a fragrance that's good for you.

The next type of common products that are safety hazards in our homes are most of our household cleaners. The vast majority of household cleaners contain toxic ingredients that are absorbed through skin when children are in the bathtub or are breathed in when sprayed in the air. How much sense does it make to use products in our bathtubs and bathrooms with labels recommending you call the poison control center if you get too much exposure? And babies and children are that much more vulnerable to toxic exposure!

Thieves household cleaner is a safe, non-toxic, versatile and effective alternative to almost every cleaner out there. Use it for all surfaces in your home including the bathtub, sinks, toilets, floors, mirrors, and countertops. Use with baking soda when a scrubbing agent is needed. There are no worries about toxic absorption or fumes, even for our babies! Replace dish soap with unhealthy ingredients with plant-based Thieves dish soap in order to avoid residues of chemicals on your dishes and baby bottles.

The next group of products to ditch are perfumed air fresheners, candles, and scented waxes as they greatly contribute to indoor pollution and give off toxic fumes that can be harmful to everyone – especially children.

Instead, diffuse essential oils such as Citrus Fresh, lavender, and lemon to gently purify the air and provide an aroma that is healthy. Another benefit to diffusing essential oils is that they can totally safely and naturally clear out bad smells such as urine, strong foods, smoke, paint, and even off-gassing from furniture and household items!

*(share relevant testimonials here)*

**Bath, skincare, and oral care products** for children are also notoriously laden with toxic chemicals such as mineral oil, parabens, phthalates, and fake fragrances. Instead of toxic store-bought chemical preparations, use Young Living's safe, effective personal care products for children including the YL bar soaps, KidScents bath gel, KidScents lotion, Slique toothpaste, and Seedlings products including non-toxic diaper cream, wipes, and baby oil.

You can also use Young Living essential oils for the skin care of little ones. Some essential oils that are fantastic for skin health in both babies and children are lemon, lavender, geranium, and Gentle Baby oils. Add a drop of any of these essential oils to a small amount of KidScents lotion and apply topically, or dilute 20/80 in V6 or another carrier oil. Diluted lavender oil is good for overall skin health and is especially helpful to soothe rashes or to apply on a baby's diaper region. Diluted Citrus Fresh and geranium oils promote a healthy scalp in babies and can also help clear up baby acne.

Instead of bubble baths with toxic ingredients and fake fragrances, you can use essential oils in the bathtub. First mix 1-2 drops of essential oils like lavender, Gentle Baby, or Peace & Calming with Epsom salts, baking soda, or a vegetable oil, then add to warm bath water. The essential oils nourish your child's skin, and the aroma calms them and prepares them for bed! Make a relaxing essential oil bubble bath with a few drops of essential oils and some natural castile soap & vegetable glycerin!

*(share relevant testimonials here)*

Speaking of **restful sleep**, diffuse essential oils such as lavender, Peace & Calming, and cedarwood starting 30 minutes before bedtime for an aroma that calms and promotes more restful sleep. You can also apply the oils topically. Use

just a dab on the arches of the feet for a newborn baby (then cover the feet with socks) or up to 3-4 drops for teenagers. SleepyIze oil blend is a fantastic, pre-diluted oil in the KidScents collection that can be applied to the feet or shoulders of babies and children before bed.

You can also apply a drop of calming essential oils on bedding or a stuffed toy prior to bed. Use a non-staining oil like lavender or cedarwood. Peace & Calming oil will stain and SleepyIze might leave an oil mark.

Essential oils can be applied in a massage before bed. For a relaxing massage for your baby or child, dilute lavender, frankincense, or Stress Away 20/80 or more in a carrier oil such as almond oil or Young Living's V6 oil and apply.

*(share relevant testimonials here)*

The aroma of certain essential oils have long been used to help calm emotional upheaval. For **emotional support for little ones** (or for mom and dad as well), apply 1-2 drops of Peace & Calming, lavender, Valor, Trauma Life, or vetiver essential oils to the feet and shoulders or diffuse. And frankincense as well as Citrus Fresh are also great to diffuse to support a happy mood for parents and children alike!

*(share relevant testimonials here)*

Next, people LOVE using Young Living essential oils with their children for **immune support**. The oils may allow you to spend more time doing what you love and less time in a doctor's office!

Young Living has a line of essential oils labeled for internal use called the Vitality Essential Oil line. Thieves Vitality oil is my favorite essential oil to help support the immune system. It was inspired by the legend of four 15<sup>th</sup>-century French thieves who used an aromatic combination of clove, rosemary, and other botanicals while robbing the bodies of the dead and dying. Add a couple of drops to capsules and dilute with olive oil for older children and teens.

Younger children can still benefit from Thieves oil. Diffuse in the home to help

purify the air. Apply anywhere from half a drop to a couple of drops, depending on your child's weight, along the arches of the feet then cover with socks.

Lemon and Citrus Fresh Vitality oils are also very supportive of health. Add 1-2 drops of Lemon or Citrus Fresh Vitality oil to warm water and some honey for a delicious, soothing tea. Diffuse Citrus Fresh or Lemon oils for a very gentle purifying action that is safe even for the bedrooms of tiny babies. Apply a drop of Citrus Fresh or lemon oil neat or diluted over the throat and glands.

Thieves oil contains eucalyptus oil, famous for its ability to support the respiratory system. Raven and SniffleEase essential oils also contain eucalyptus oil, and can be applied to the chest and balls of the feet. They can also be diffused for a soothing aroma in the cold winter months. SniffleEase is pre-diluted in coconut oil and is a part of the KidScents Collection. Dilute Raven up to 20/80 for topical use on babies and toddlers. Myrtle oil is a wonderful, gentle essential oil that can support also support a healthy respiratory system. Dilute 20/80 and swipe the cheek of very little ones.

When diffusing essential oils like Raven, move the diffuser several feet from the crib of tiny babies and only diffuse for 10-15 minutes.

And instead of commercial hand sanitizers with the harmful ingredient triclosan, use Young Living's Thieves spray or Thieves hand purifier. Send your kids to school with a bottle, and keep a bottle of either in your purse or diaper bag.

*(share relevant testimonials here)*

Good **digestive health** is one of the main building blocks of health for a lifetime. When we ensure our children's digestive health is cared for, we are giving them a gift worth more than gold!

For digestive support, DiGize Vitality or Peppermint Vitality oils can be just the ticket! Older children can take a drop or two of DiGize Vitality or Peppermint Vitality oils diluted in olive oil in a homemade capsule as needed for digestive support. A drop of Peppermint Vitality oil can be added to a glass of water for older children and teens.

DiGize and peppermint essential oils may be used topically and aromatically. Apply anywhere from a swipe to a couple of drops of DiGize or peppermint on the bottoms of the feet or dilute and apply on belly. For very little ones, you can also use TummyGize essential oil blend in the KidScents collection which is pre-diluted in coconut oil for ease of use. Apply TummyGize around the navel or on the bottoms of the feet. As I mentioned earlier, strait or neat peppermint oil is best avoided for children under 2.

Besides essential oils, Young Living's MightyZyme chewable digestive enzymes and probiotic Life 5 are highly recommended to help promote optimal digestive health. Children can start taking MightyZymes when they are a few years old. Even day-old babies can take probiotics. Just open a Life 5 capsules and sprinkle a small amount on the nipple before nursing or bottle-feeding.

*(share relevant testimonials here)*

The aroma of certain essential oils can support **optimal learning**. Have your child inhale frankincense, Valor, vetiver, or GeneYus essential oils through diffusing, inhalation right from the bottle, or even by placing a few drops of an oil on a cotton ball or diffuser necklace and carried to school. Also, apply any of these oils on the temples and brain stem area when an extra boost is desired.

Have children inhale Stress Away oil before taking a test or before a performance of any kind to alleviate anxieties.

*(share relevant testimonials here)*

As babies, toddlers, and children become increasingly active, they can be subject to **bumps and bruises**. Apply lavender oil on site of any owies neat or diluted. Diluted peppermint oil can be applied on any owies with closed skin on older children. Owie essential oil blend is a gentler, pre-diluted essential oil that can be used topically on babies and toddlers as needed. PanAway oil is a heavy hitting oil more appropriate for older children. Dilute 50/50 to 20/80 in a carrier oil and gently massage into the affected area.

Apply a drop or two of Valor oil on the feet of children who are upset emotionally or who have been injured to help them to feel more calm. For babies and toddlers, apply a small dab of copaiba oil in the mouth on sore gums for a soothing effect.

*(share relevant testimonials here)*

Before we wrap up, I at least wanted to mention a very important aspect of children's health that we could spend an entire class by itself, and that is **optimal nutrition!** A diet of real food, easy on the sweets and junk food, is crucial for all of us, most especially our children. And Young Living's fantastic nutritional supplements can help fill in some of the nutritional gaps that may occur. Besides the supplements we already mentioned for digestive health, Young Living's delicious superfood nutrient infusion NingXia Red is an excellent addition to anyone's diet. Give children an ounce diluted in water as a healthy part of their breakfast, or send them to school with a 2 oz. sachet of NingXia Red for lunch or in between meals. And KidScents MightyVites is a chewable vitamin supplement with all the good stuff and none of the useless or toxic fillers that is highly recommended to supplement a healthy diet. The efforts we make to provide our children with healthy nutrition will pay dividends to them for the rest of their lives!

*(share relevant testimonials here)*

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, Citrus Fresh Vitality, frankincense, Thieves Vitality, PanAway, Di- Gize Vitality, Raven, 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!

Alternatively, essential oils 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 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 children 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, as well as the free

Stress Away oil and essential oil diffuser!

The third type of person is not only serious about using natural solutions for their children's and family's health, but is ready to maximize their results for a smoother, more natural experience. If this is *you*, then congratulations! You will want to get our Premium Starter Kit, as well as the KidScents Oil Collection or some of the other products in the KidScents line 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. The 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
- Essential oil diffuser
- KidScents oils if you have them
- Other products mentioned in this script if you have them
- Order forms (download from Virtual Office)
- Price lists (in the pocket of YL Business Tools)
- 1-2 product guides
- List of testimonials to share
- Gift for host/ess
- Something to raffle off
- Table for display with tablecloth – HOST