



Essential Oils for Stress & Emotional Upheaval

(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, I will educate you on the products that have helped people like you and me find relief from stress and emotional upheaval. 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 countless people find relief from stress and emotional issues. 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 and/or 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.)*

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(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 find relief from stress and emotional upheaval. 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 find relief from stress and emotional issues. 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 would like to start out by sharing some facts about stress and emotional upheaval. Mainstream research reports that stress causes 90% of all primary care doctor visits, and that 43% of adults suffer significant adverse health problems due to stress. Chronic stress significantly contributes to almost every physical problem that you can imagine, and is also a major factor in emotional issues that plague

25% or more of our population! It contributes to dysfunctional behavior such as overeating, under-eating, relationship conflicts, substance abuse, and more!

Many Americans try to cover up their issues with quick-fixes. These temporary band-aids may work for some, but they can create many more problems as well.

Is there a better solution? If you could find a way to overcome stress and negative emotions and help get to some of their root causes, would you at least want to *know* about it? (*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 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 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 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. Essential oils can have a positive impact on our mood and overall well-being when used aromatically. There is a great deal of research on the aromatic use of essential oils available, especially for conditions of stress and emotional imbalance. Go to pubmed.com sometime and type in “lavender oil” or any number of other essential oils to see for yourself!

Next, essential oils can be applied to the skin, either straight (or “neat”) or diluted in a carrier oil like olive oil. Essential oils have a small molecular size and are quickly absorbed. Essential oils also work on a number of other levels, affecting the frequency of our cells, and also activating the body’s energy centers called chakras. Essential oils can also be diluted with an organic vegetable oil – called a carrier oil – before topical use.

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 them to your recipes or putting a drop in a glass of water, or in capsules.

(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.

Essential oils play an important role in assisting people overcoming stress and moving past emotional barriers – many of which can originate in early childhood. They do this without inflicting unintended negative side effects and are non-addicting. In fact, the more you use them, they less you’ll end up needing them!

Many essential oils are very calming and sedating to system. They allow us to relax instead of letting anxiety build up in our body. They assist us in letting go of old memory, fears, angers, and depressions. Gary Young stated that 99% of life’s decisions are made from feelings. Therefore, if you want your life to be guided by good decisions that lead to health, happiness, and fulfillment, you need to be aware of and in control of your present feelings and to learn how to release the repressed emotions of the past. When our thoughts are limited by fears, lack of self-worth, and not feeling good enough for more or better, we make decisions that limit our success. Limited thinking leads to limited decisions that lead to a limited life far short of the God-given potential we actually possess. “By focusing on fixing your feelings, you can fix most aspects of your life – physical, mental, and spiritual.”

Just smelling an essential oil causes chemical changes in the brain. The oils go straight from the olfactory nerve directly to the limbic area of the brain – the “reptilian” brain – which is the home to not only the emotional center but it also houses the neurons for the organ system of the body. Just smelling these oils alone can bring us into contact with the issues we have long forgotten and enable us to deal with them and resolve them once and for all. When we clear our emotional baggage, we clear the way to manifest our true and highest potential.

Instead of reacting and becoming overwhelmed by the emotional state of others or situations causing so much stress that we get physical symptoms, we can act by diffusing essential oils, putting them in our bath or wearing them as a cologne or perfume. This calms our body, our thoughts and our emotions, and puts us back in control of the situation.

How many of you would love to be in complete control of your emotions and the situations that you may be placed in? (*Raise hand*)

The following simple protocol can be used daily to support us and keep us calmer and happier. Gary says, “Use the Feelings Kit. Apply feeling oils before work and every night before bed. Do this for 30 days and you will change your life.”

(As you talk about each oil have pass them around for people to smell. If you desire, you can also have them choose one of the oils to apply.)

Valor balances and equalizes the body’s energies thereby increasing oxygen intake to our third eye chakra in the center of our forehead —the seat of our higher intelligence and intuitive faculties. Put Valor on the soles of both feet at nighttime. This blend is effective to erase limited thinking. Combine it with Highest Potential for an even greater effect. You will wake up in the morning more self-assured and more alive to start the day.

(share relevant Valor testimonials here)

Julie Behling-Hovdal used Valor on her feet every morning for a year after a painful divorce, and it helped her to feel more balanced and confident as she moved forward with her life.

Next, massage one drop of **Harmony** oil on each of the energy center points of your body. There are seven of them along the body: tail bone/root, naval, solar plexus, heart, throat, third eye, and crown (top of head). You can also apply a drop along spine exactly opposite of the energy centers I just described. Harmony oil helps our body’s nervous system maintain balance. This, in turn, gives us

progressive creativity and feelings of confidence. “The biggest sin is not having confidence in yourself,” says Gary, “He who lacks confidence lacks life.”

(share relevant Harmony testimonials here)

Next, apply **Forgiveness** oil around the navel with the right hand going clockwise several times and think of situations where you need to forgive yourself or others. We beat up on ourselves, but everyone makes mistakes. Yet we struggle to forgive our own mistakes and those of others. Unforgiveness is one of the most common roots of physical, mental, and spiritual disease. Unforgiveness does not make the offending party sick. It makes *us* sick. Forgiveness is for our own benefit. It is accomplished in five steps. (1) Forgive yourself for allowing the person to affect your health and happiness. (2) Forgive the other person for any harm he or she may have caused you. (This need not be done directly with the person being forgiven, but is an inner adjustment on your part.) (3) Give the other person permission to forgive you. (4) See the good in the situation. (5) Be thankful for the experience and the lesson it taught you. Inhale and apply Forgiveness Oil while going through these steps and repeat as often as necessary to clear the feelings of unforgiveness.

(share relevant Forgiveness testimonials here)

Years ago Sharon G. from Iowa used Forgiveness oil on her feet and had a dream that night that helped her forgive someone she'd been having issues with for many years!

Tatiana T. from Utah was able to forgive someone who had hurt her and her children with the aid of Forgiveness oil.

It is believed that negative energy goes into the blood and then into the liver for cleansing where the toxins can remain trapped. Thus, the liver energetically becomes a storage place for anger, resentment, bitterness, hatred, jealousy, envy, addictions, and a host of destructive feelings. Apply a few drops of **Release** oil over the liver area. Drink lots of pure water and do a liver cleanse.

(share relevant Release testimonials here)

Julie Behling-Hovdal says her massage therapist who introduced her to Young Living once used Release oil diluted with a carrier oil for a full-body massage when she was going through her divorce. About an hour after the massage, Julie felt like the weight of the world had been lifted off her!

Melanie P. once applied Release oil over her liver and then began crying – literally releasing some old, stuck emotions!

When we live in the past or dwell on the future, we are not being productive in the present. Energize three drops of **Present Time** oil by making clockwise circles on the oil in the palm of your hand and then apply it to your thymus (the gland just under your sternum or breastbone). Besides keeping you focused on the tasks of today, this can also help you financially by increasing your abundance consciousness in the present.

(share relevant Present Time testimonials here)

“When you are a child all things are possible. There are no limitations,” says Gary Young. “When you find your inner child, you have found your true self. The child in you is your creativity.” Apply one drop of **Inner Child** oil onto the pad of your thumb and then place your thumb onto the roof of your mouth. It is believed that this helps the body maintain balance in the cranial sutures and the pineal and pituitary glands, as well as other organs of the emotional brain that occupy the space just above the roof of your mouth. Walk backwards with your thumb still in your mouth. This may look stupid, but it is believed that this can help support the pelvis and spine to be in optimal position. When our spine and pelvis are correctly aligned, our nerve channels are open for energy to flow smoothly throughout the brain and body.

(share relevant Inner Child testimonials here)

In conclusion, Gary said, “Use the Feelings Kit morning and night for 30 days. You will feel enthusiastic. Your life will be full of excitement. And people will be drawn to you like a magnet!”

Here are some stories of how the Feelings Kit and emotional blends from Young Living have helped people have greater balance in their lives.

(share Feelings oils testimonials)

“When I was four years old my Mother passed away. I am sure my Father loved me, but, he was never around and when he was he kept to himself. I basically grew up as a lost child. Won't go into it, but life was never easy. I found the 'Feelings Kit' from Young Living. Up to this time I never cared for people, as love to me interpreted as deceptive. After using the Feeling kit, I noticed I was giving people hugs. I was reaching out to humanity, something I needed to desperately do but was emotionally unable. Now I find myself extroverted and talented and loving life. Thanks Young Living for helping me to live my life to the fullest.”

- Leota K., NE

“At 13 I had to go to anger management classes because I had a broken family. I was in a state of apathy that was destroying my social life and myself. I had been living like this since my early teenage years and it's hard to see what's wrong when you're not sure what it is to even be right.

I thought I would give the emotional aspect of the oils a try. Only a few times after using the Feelings Kit I began to notice some things. I cried for the first time since I can truly remember. I had to give up being an EMT because apathy was the only thing allowing me to work in that environment. I simply began to CARE about things. No longer was anger the only emotion manifesting itself. We know what anger can do, emotionally as well as physically. They say anger destroys the liver, if I had only known what I know now 6 years ago.

People who have known me my whole life are the first to ask, “What’s gotten into you! You’re so pleasant now!” I thank the oils for bringing me back to the emotional state I should be in! This is the most exciting aspect of the oils and my favorite to share!”

- Richard C., MI

“I was physically, socially and sexually abused from the time I was a baby until I left home at 21 years old. At 42 I was very ill, depressed, ran my life out of fear and anger. I felt like I was in a tomb looking out of two round peep holes. My entire inside felt dark. My insides were like a Yellowstone mud pot constantly bubbling up poisonous thoughts and emotions. My friend introduced me to Valor. It began to calm my nerves. I decided to use the entire Feelings Kit. Now today, 12 years later, I am happy all the time. I no longer have hatreds or angers. My body feels full of light. My heart sings with Joy. My illnesses have all but disappeared. I feel free.”

- Author withheld

How many of you know someone who has struggled with some of the things these people described? How many of you know people who are depressed and on drugs for it?

As has been seen from some of these stories, essential oils can assist people with stress and emotional issues of all types.

Lastly, in her book, "Inner Transformations Using Essential Oils," Dr. LeAnne Deardeuff says that ongoing emotional stress can often manifest due to a lack of vitamins and minerals in the brain. She has used Young Living products successfully in her Chiropractic, nutritional practice of over 20 years. She suggests the following nutritional supplements and essential oils from Young Living to assist in helping support brain and emotional health:

Super Cal, Super B, Mineral Essence, Prenolone or Progescence Plus Serum, OmegaGize, as well as Peace & Calming and Joy essential oils.

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 – that’s Valor, Release, Inner Child, Present Time, Forgiveness, and Harmony – in the Feelings Kit. This kit costs \$238.16, and either you *will* see dramatic results with stress and emotional issues, or we will give you your money back!

For \$12 *less*, you can become a wholesale member with Young Living with the Basic Starter Kit and get the Feelings Kit plus an additional FREE bottle of Stress Away oil, a few samples of our amazing nutrient infusion, NingXia Red, and 24% off any other products you purchase now or in the future.

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 have balanced health and more energy, 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 serious about having cutting-edge, natural tools for emotional balance and stress relief. For you, I highly recommend our Feelings 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 are pregnant or not. If you opt to become a distributor, you will receive detailed information on how to use each oil. You will also get the free Stress Away oil and have the privilege of getting 24% off all future Young Living purchases.

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 Feelings kit
- Other YL products mentioned here for display and to pass around
- 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