



Essential Oils 101

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

HOST/ESS –

O.K., we are going to go ahead and get started. I am so happy to see each of you here tonight, and want to thank you for coming! We are going to have some fun for the next hour as my trainer (if host is a distributor)/friend (if host is a friend), NAME, a RANK with Young Living Essential Oils, shares something that has completely changed his/her life, and blessed the lives of thousands of others, including mine! _____ is not only a great friend of mine, and not only has s/he seen tremendous results with what s/ he is going to share tonight, but much more importantly, s/he has also been able to help countless others as well! In the next hour, __ will educate you on the products that have helped people like you and me find natural solutions to health concerns, look and feel better, and have a clean, chemical-free home and body. 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), 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 save money on household and personal care products, as well as have more energy and overall better health! 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 spending a fortune on buying a different chemical product for every conceivable need, and my bathroom cabinets were overflowing with products I never or rarely used. Can anyone here relate to this?” Raise your hand ... take out all the “so’what’s”, also you may tell your business story.*

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 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 helped people find natural solutions to health concerns, look and feel better, and have a clean, chemical-free home and body. You are definitely going to want to take notes, so get out your pen and paper.

My name is NAME, I’m a RANK with Young Living Essential Oils, and it’s my pleasure to welcome you to (HOST/ESS)’s home to learn about some products that have helped me, and many friends and family members, to save money on household and personal care products, and have more energy and overall better health! 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 spending a fortune on buying a different chemical product for every conceivable need, and my bathroom cabinets were overflowing with products I never or rarely used. 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 spend between 80-90% of their time inside, and that the average American home contains over 63 hazardous products? From antiperspirants to perfumes, from toilet bowl cleaners to over-the-counter pain killers, from skin care products to “air fresheners” and candles with synthetic perfumes, Americans have been slowly poisoning themselves and their families with hundreds of chemical compounds that the body is unequipped to deal with.

Today, chronic illness of some kind plagues roughly half of the adult population in America, and now we’re seeing more children with compromised health. A less- than-healthy lifestyle is responsible for most of this illness, and that includes frequent exposure to toxic substances in our own homes. We consume toxic beverages and foods. We breathe in chemical vapors from our household cleaners, and we absorb chemicals into our skin as we shower and brush our teeth.

Unfortunately, most of the natural solutions out there simply don’t work as well as the ones with chemicals.

But if there was a way for you to get the kind of results you are used to getting with synthetic chemical products, and BETTER, while using substances that are SAFE, NATURAL, and HEALTH-PROMOTING, would you at least want to give it a *try (raise hand)?*

And what if you could save money using these natural substances? Does that appeal to anybody *(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 are pure, therapeutic-grade essential oils. Has anyone ever heard of essential oils before? *(raise hand)* Great! For those who aren't quite sure, essential oils are the lifeblood of aromatic plants. Have you ever broken open the leaf or stem of a plant and seen a fluid come out? *(raise hand)* Well, when you take the precious fluid from aromatic plants, containing the plant's therapeutic properties, and you super-concentrate it, what you end up with is an essential oil! Young Living is the largest worldwide grower, distiller, and distributor of therapeutic-grade essential oils, and has 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. _____ 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.)*

First, let's go over the 3 major ways to use Young Living's therapeutic-grade essential oils.

One of the most common ways to use essential oils is **AROMATICALLY**, breathing them in through our nose. The aroma of essential oils can have a positive impact on our mood and overall well-being, and they can help purify the air naturally. There is a great deal of research on the aromatic use of essential oils available. If someone has a smart phone, go ahead and do an online search for “*inhale essential oils*”.

Besides inhaling essential oils right out of the bottle, you can diffuse essential oils in your home and your car. And you can place a drop or two on your hands, cup your hands over your nose, and inhale that way. Some people enjoy wearing a drop of their favorite essential oil on a diffuser necklace!

The next way to use therapeutic-grade essential oils from Young Living is **TOPICALLY**, right on the skin. Essential oils have a small molecular size and are quickly absorbed. When you apply an essential oil topically, it's in all the body's cells within 15-20 minutes, helping the body maintain optimal health at the cellular level!

Sometimes essential oils can be used **neat**, or undiluted, on the skin. Essential oils may be also be **diluted** with an organic vegetable oil such as coconut, almond, or olive oil – called a carrier oil – before topical use. In general, you should dilute most essential oils before using them topically on a baby or small child. And some essential oils such as oregano or cinnamon are “hot” or may irritate the skin when used undiluted, so they should usually be used diluted. Next, it's best to dilute an essential oil for topical use if it will be used over a large surface area such as in a massage.

The third way you can use Young Living's therapeutic-grade essential oils is **INTERNALLY**. Young Living has a line of essential oils labeled for internal use called the Vitality Essential Oil line. Internal use of Young Living's Vitality essential oils can help support the systems of the body, and is a great way to help maintain optimal health! To use internally, add a drop or two to your recipes or a glass of water. Be sure to use glass – never plastic or Styrofoam. You can make homemade capsules by adding a few drops of an essential oil to a blank gelatin

capsule along with a few drops of olive oil. Add the top of the capsule, shake, and take with water.

Next, let's get into specifics with uses for some of Young Living's most popular essential oils!

[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.]

Lavender oil is a favorite essential oil, and is extremely versatile. Diffuse lavender oil at bedtime as its aroma has a calming effect and can help promote restful sleep. It's great for all ages – from tiny new babies to the elderly! Diffuse lavender oil in the spring months to give your home a springtime ambiance. The aroma of lavender oil can soothe stressful moments, and diffusing lavender oil promotes a peaceful ambiance. You can almost never go wrong with lavender oil! Instead of using perfumed dryer sheets, you can make a Lavender oil spray and lightly mist linens and clothing fresh out of the dryer, or put a few drops of lavender oil on woolen dryer balls.

Lavender oil is a truly *essential* oil for skin health. Apply topically on site of any type of skin irritation, neat or diluted. Apply lavender oil diluted in coconut oil or aloe vera gel topically to help soothe summertime skin.

Use lavender oil in your bath at home for a lovely, relaxing home spa experience! Dilute a few drops of lavender in ½ of Epsom salts, then add to the bath water. The combination of the lavender oil and magnesium in the Epsom salts will help relax your muscles and gently cleanse your body as they carry your stresses and tensions far away! And for a relaxing massage, dilute lavender, 20/80 or more in a carrier oil such as almond oil or Young Living's V6 oil and apply.

Young Living's **Lavender Vitality** oil can make a great addition to beverages such as homemade lavender lemonade, desserts such as lavender-infused shortbread cookies, and can even be taken internally in homemade capsules to support the body in a myriad of ways!

(share 3-4 lavender oil testimonials)

Do a Google search for “Lavender oil properties” to learn more.

Peppermint oil has a fresh, energizing aroma that is perfect to inhale before a workout, before taking a test, or on road trips – any time a boost to your performance is desired. Inhale peppermint oil before a meal and you may find you feel like eating less!

Apply a couple of drops of peppermint oil on your shoulders or feet and follow with cool, wet washcloth to help yourself stay cool on a hot summer day. Apply a drop or two of peppermint oil diluted in V6 oil on muscles after exertion. Massage a drop or two of peppermint oil on the temples, forehead, and back of neck to soothe everyday tensions and discomforts.

Add a drop of **Peppermint Vitality** oil to water to support healthy digestion. Add a drop of peppermint oil to Young Living’s chocolate Pure Protein Complete shake to make a “chocolate thin mint” shake! You can also take a few drops internally in homemade capsules to help optimize digestive health.

(share 3-4 peppermint oil testimonials)

Go online to Google or Pubmed and type in “*peppermint oil*” to learn more about what science has revealed about this powerful plant!

Next up is **frankincense** oil! Frankincense was one of the gifts to the Christ child, and it is a very powerful oil fit for a king. Diffuse or inhale frankincense oil to promote a feeling of meditation and a prayerful atmosphere. Inhaling frankincense can help promote a state of peace as well as a happy mood. Put a drop of frankincense oil on your hands, circle your hands together, then cup your hands over your nose and inhale the delicious aroma!

Apply a couple of drops of frankincense oil to the chest followed by a hot or warm wet washcloth, a layer of saran wrap, and a towel. This opens the senses and is soothing and grounding especially in the fall and winter months.

Frankincense oil is also an incredibly powerful oil for the skin. Apply a drop of frankincense oil diluted in a quarter teaspoon of olive oil or a natural moisturizer to help reduce redness, smooth wrinkles, and brighten the complexion.

Lastly, Young Living's **Frankincense Vitality** oil is a fantastic dietary supplement that helps support normal cellular health – a crucial part of our overall health. Add 2-3 drops of Frankincense Vitality oil to a glass of purified water or a shot glass of NingXia Red, or take in homemade capsules.

(share 3-4 frankincense oil testimonials)

To learn more about the potential benefits of frankincense oil, do a search for frankincense or boswellic acids – key components in the oil – at pubmed.org.

Next is **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. Diffuse Thieves oil in your home to help purify the air. Rub a few drops on the arches of your feet or over the glands in the neck.

Thieves oil is perfect for use in natural oral care. Apply a drop on gums or add a drop to a small amount of baking soda mixed with water as a fantastic natural toothpaste that will leave your teeth clean and your mouth smelling fresh.

There is no better essential oil to use in household cleaning than Thieves oil. Dilute in a spray bottle with a natural liquid soap and water, and use it to clean all surfaces in your home from kitchen countertops and floors to the bathtub and toilet bowl. Sprinkle on some baking soda if additional scrubbing action is desired.

Young Living has an entire line of fantastic personal care and household products made with Thieves oil - including **Thieves Spray** - that I use and highly recommend!

Take Thieves Spray with you to purify dirty public surfaces, and grubby hands.

Thieves Vitality oil is one of Young Living's most potent oils. Add a drop to water to support immune function. You can also add a drop of Thieves 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.

(share 3-4 Thieves oil testimonials)

I highly recommend looking up each of the essential oils in Thieves online to learn more about how they can impact the body! Again, that's cinnamon bark, clove, eucalyptus, rosemary, and lemon.

Speaking of lemon, add a drop or two of Young Living's **Lemon Vitality** oil to water for a refreshing drink that gently purifies and cleanses the body. *(pass around the lemon or share lemon water with your guests)*. Toss a few drops of lemon oil with steamed green beans or broccoli along with salt, pepper, and olive oil for a delicious and nutritious side dish! Add a few drops of lemon oil to hummus or yogurt and serve with raw veggies for a healthy snack. Add to desserts and smoothies in place of lemon zest and be prepared for a healthy zing!

(share 3-4 lemon oil testimonials)

Lemon and other citrus oils contain the component d-limonene, which you can look up online to learn more about.

Another oil that contains lemon oil and that has a myriad of uses is **Citrus Fresh** oil. Diffuse Citrus Fresh to naturally purify and improve the quality of the air in your home without all those nasty chemicals. *(demonstrate how to use your diffuser)*. Add a drop of Citrus Fresh oil to Thieves household cleaner or put it right on a damp sponge or rag to help clean countertops and other surfaces. Use it with Thieves cleaner along with a little vinegar for a great, non-toxic glass and window cleaner.

In addition to lemon oil, Citrus Fresh oil is made with orange, tangerine, grapefruit, and mandarin orange essential oils with a touch of spearmint oil, and has a bright, uplifting aroma that can help promote a positive outlook and mood! Inhaling citrus oils like the ones in Citrus Fresh can also help you feel more sharp and focused. Diffuse, inhale out of the bottle, or put a drop in your hands and cup them over your nose to benefit.

Citrus Fresh has a number of topical uses, as well. Apply a dab at the bases of your nail beds to help your nails grow in stronger and healthier. Apply a few drops neat or diluted in coconut oil on the thighs or any other area where toning and firming are desired. Mix a small dab with your Young Living shampoo right in your hands to help lighten and brighten your hair, as well as increase shine. One note of precaution with any citrus oils is that you should not put them on your skin before going outside into the sun, as these oils can have a photosensitizing effect and can cause burns.

Lastly, Young Living's **Citrus Fresh Vitality** oil makes a delicious addition to water and other healthy beverages, and can also be taken internally in homemade capsules diluted with a carrier oil. Citrus Fresh Vitality oil has natural cleansing and antioxidant properties, so you can feel good using it on the inside!

(share 3-4 Citrus Fresh oil testimonials)

DiGize oil is a powerful essential oil that is great to apply on the feet, belly, or wrists. You can use Young Living's **DiGize Vitality** oil as a potent digestive- supportive dietary supplement. Add a drop or two of DiGize oil to water after eating a heavy meal or when travelling abroad, or take in homemade capsules with an equal amount of olive oil.

(share 3-4 DiGize oil testimonials)

DiGize oil contains peppermint oil as well as tarragon, ginger, juniper, fennel, lemongrass, anise, and patchouli essential oils. Look up each of these essential oils online to learn more about the ingredients in DiGize oil!

The next oil I love to diffuse is **Raven** oil, which contains eucalyptus and peppermint essential oils among others, and is great to diffuse to provide a stimulating, soothing aroma that people especially love in the cold winter months. You can also add a couple of drops of Raven oil to a bowl of hot water, then lean over the bowl with a towel over your head for several minutes. You can place a drop of Raven. on your pillow before bed. For babies and young children, you can apply a drop to bedding but make sure it's several inches from where they lay their head.

Rub a drop of Raven oil neat or diluted over the chest in the winter months. Dilute for children. You can dab a bit over the cheekbones, avoiding the eyes. Raven will invigorate and stimulate, and you won't want to be without it! Avoid using Raven oil on the faces of babies and young children, as its aroma can be too strong. Apply a drop or two of Raven oil on the balls of the feet and toes where the reflexes for the lungs and sinuses are located.

(share 3-4 Raven oil testimonials)

We have just a few essential oils left. Next up is **PanAway** oil. Massage a few drops of PanAway neat or diluted into the muscles after exercise. The larger the area you are massaging with PanAway, the more you should dilute it. Apply a drop on the temples and neck to cool and soothe minor tensions. Apply PanAway along the arches of the feet where the spine reflexes are. Next, stimulate these areas with Vitaflex or reflexology. Would anyone like to try a drop of PanAway oil right now?

(share 3-4 PanAway oil testimonials)

PanAway contains peppermint, wintergreen, clove, and helichrysum essential oils. Peppermint oil is naturally high in menthol, wintergreen oil contains methyl salicylate, clove contains eugenol, and helichrysum contains alpha-pinene. Look them up to learn more about these powerful natural compounds in PanAway!

Valor is one of Young Living's most beloved oil blends, and was recently added back to our starter kit! It's intoxicating aroma that is both woody and slightly floral is a favorite replacement for perfume or cologne. Valor helps with relaxation and also instills a feeling of confidence and strength to endure. Apply a couple of drops on the arches of the feet and tops of shoulders, or on the wrists and behind the ears. Also, apply Valor on the low back or other areas of the spine, neck, or shoulders to help restore balance and promote relaxed and healthy tissue. Place a drop on the palm of one hand, rub your palms together and then cup your hands over your nose to inhale and benefit from the aromatic power of Valor.

(share 3-4 Valor testimonials)

Peace & Calming is another proprietary Young Living essential oil blend that has blessed, calmed, and destressed millions of people! Apply a couple of drops of this unique and impactful oil on the arches of your feet and/or shoulders before bed or anytime calming and relaxation is desired. Diffuse at your bedside at night to promote restful sleep. Add a few drops to Epsom salts and soak in the bath before bed for an amazing, spa-like effect that you have to feel to believe!!

(share 3-4 Peace & Calming testimonials)

Last but not least , Young Living's **Stress Away** oil has a lovely aroma that promotes relaxation and letting go of stresses and tensions. Diffuse or inhale Stress Away oil. Apply on the chest, neck, or feet to help one cope with stress more effectively. Use with Epsom salts in the bath or diluted 20/80 in a massage at the end of a hectic day to help stresses melt right away! Stress Away also makes a wonderful natural perfume. Would anyone like to try some Stress Away oil on?

(Share 3-4 Stress Away oil tips)

Remember - with every therapeutic-grade essential oil that you inhale, you are uplifting your mind, body, and spirit! Not so with chemically-made perfumes and products that create a toxic load on our bodies! Did you know that burning a scented candle for one hour in your home has the same effect on your health as smoking a cigarette? If all you change in your home is diffusing and inhaling a couple of Young Living essential oils a day and get rid of your scented candles, air fresheners, scented waxes, reed diffusers, and perfumes, you will be significantly contributing to your health and well-being both in the short-run and long-run!

You have just learned the 3 basic ways to use Young Living's therapeutic-grade essential oils and seen how have worked for me, for_____, for_____. We would be here all week if everyone in just my group alone shared how they have been impacted by the oils!

I want to briefly emphasize that the results you heard about tonight were with Young Living oils. Has anyone here ever tasted Velveeta cheese before (*raise hand*)? Or has anyone here ever eaten a *fine European* cheese (*raise hand*)? Is there a *difference*? I used to use the cheap essential oils from the health food store, but after switching to Young Living, I can attest that they are truly the "fine European cheese" of essential oils!

Now let me tell you how I have personally saved hundreds of dollars using these

products, while getting BETTER RESULTS than I even used to with synthetic products (share your story)!

OPTIONAL: Now, I want to take just a moment to mention another aspect of Young Living. How many of you have been frustrated with economic trends in our country over the past several years, or have someone close to you who has suffered economically (*raise hand*)? How many of you have been cutting unnecessary expenses, and are looking for a way to save money (*raise hand*)? Who would be happy if you could find a way to improve your family finances in your spare time (*raise hand*)?

We are looking for a few key people right here in _(YOUR CITY) who are looking to save money on expenses they already have and improve their financial situation so they can make some extra money, pay off debt, plan for the future, or have discretionary money for vacations and a comfortable lifestyle even during a down economy.

(SHARE YL BUSINESS TESTIMONIALS FROM PEOPLE IN YOUR TEAM, OR USE THESE) - Rosemary Hyde got started in business with Young Living and her first month working her business she was able to make over \$600 on a very, very part-time basis. She is also able to write off \$100 per month in Young Living products, as well as household expenses such as internet and cell phone expenses. Within their first few months in business, Bob and Linda Martin from Ohio were earning an extra \$3,000/month with their part-time Young Living business. Jen Springer of North Dakota replaced her corporate income her first year working her Young Living business part-time. She fired her boss, and made 6 figures her second year in business with Young Living!

If you would like to know more about how to save money and profit from Young Living's cutting edge business model and product line, come and talk to me when we are finished tonight, and I will be more than happy to provide you with the information you need on how to get started.

(Share more product testimonials here if you omit the portion on the business opportunity.)

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.

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 the essential oils we talked about tonight along with a free essential oil diffuser, 4 bottles of our amazing nutrient infusion NingXia Red plus 30 2-oz. NingXia Red samples, and a selection of our all-natural household and personal care products enhanced with Thieves oil! Those who get this kit this month 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 feel better, look younger, and live longer right? I recommend that you test out an essential oil as a NEW CUSTOMER to Young Living 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. Again, this kit comes with each oil that we talked about tonight. You will also have the privilege of getting wholesale pricing on any Young Living products you purchase in the future and earning an income with Young Living if you so choose. When you purchase this kit, not only will you receive detailed information on how to use each oil, but you will receive the FREE bottle of Stress Away oil and essential oil diffuser!

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 feel better, look younger, and live longer right? I recommend that you test out an essential oil as a NEW CUSTOMER to Young Living 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. Again, this kit comes with each oil that we talked about tonight. You will also have the privilege of getting wholesale pricing on any Young Living products you purchase in the future.

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! (Also pass out copies of price lists as well)

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 Thieves foaming hand soap, lemon oil, 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 sales pitch is over. Make sure they have product guides and price lists 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
- Diffuser (Desert Mist, Dewdrop, or Aria diffuser)
- Pens or pencils
- Order forms and price lists for everyone, at least a couple product guides
- Business opportunity forms (download from Young Living website)
- List of testimonials to share (while it's best to use stories from yourself and people you know, you may go to www.oil-testimonials.com and choose between hundreds of product testimonials).
- Gift for host/ess
- Something to raffle off
- A diffuser in action

- Table for display with tablecloth – HOST
- Styrofoam cup – HOST
- OPTIONAL – extra products to sell retail

- OPTIONAL – extra glass spray bottles for sale (you can get them at www.abundanthealth4u.com)

Price List

Name	Size	Wholesale Price	Retail Price
Premium Starter Kit (with Essential Oils)	10 5ml bottles plus bonus oil	\$165	n/a
Frankincense	15ml	\$75.50	\$99.33
Peppermint Vitality	5ml	\$10.25	\$13.49
Lavender	15ml	\$24.25	\$31.95
Lemon Vitality	5ml	\$6.25	\$8.22
DiGize Vitality	5ml	\$14.00	\$18.42

Citrus Fresh Vitali ty	5ml	\$7.50	\$9.87
PanAway	5ml	\$36.25	\$47.70
Raven	15ml	\$35.75	\$47.04
Thieves Vitality	5ml	\$14.75	\$19.41
Valor	5 ml	\$39.75	\$52.30
Peace & Calmi ng	5 ml	\$34.75	\$45.72
Stress Away	15 ml	\$30.50	\$40.13