



Essential Oils for Natural Personal Care

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

HOST/ESS –

O.K., we are going to go ahead and get started. I am so happy to see each of you here tonight, and want to thank you for coming! We are going to have some fun for the next hour as my trainer (if host is a distributor)/friend (if host is a friend),

(NAME) , a (RANK) with Young Living

Essential Oils, shares something that has completely changed his/her life, and blessed the lives of thousands of others, including mine! _____ is not only a great friend of mine, and not only has s/he seen tremendous results with what s/ he is going to share tonight, but much more importantly, s/he has also been able to help countless others as well! In the next hour, _____ will educate you on the products that have helped people like you and me find easy, natural solutions for personal care uses that are powerful and will actually save you money! You are definitely going to want to take notes, so get out your pen and paper. 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 me, and many friends and family members, to get better results in personal care without all the toxic chemicals! 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 find easy, natural solutions for personal care that are powerful and will actually save you money. You are definitely going to want to take notes, so get out your pen and paper.

My name is (NAME) and I’m a (RANK) with Young Living

Essential Oils, and it’s my pleasure to welcome you here to (HOST/ESS) ’s home to learn about some products that have helped me, and many friends and family members, to get better results in personal care without all the toxic chemicals! Prior to getting started with Young Living, I . . . *(tell product story – build in lot’s of “me-too’s” by. Can anyone here relate to this?” Raise your hand. . – take out all the “so-what’s”, also you may tell your business story. Also, you can customize this introduction based on who the guests are and what you know about them. Listen to “Instant Customer Goldmine” from Dani Johnson for more detailed information).*

I want to share a few statistics and facts with you about chemicals in the home and your health. Did you know that Americans now spend between 80-90% of their time inside, and that the average American home contains over 63 hazardous products? From antiperspirants to perfumes, from toothpastes to skin care products, Americans have been unknowingly poisoning themselves and their families with hundreds of chemicals 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 breathe in chemical vapors from our household cleaners, we absorb chemicals into our skin as we shower and brush our teeth, and then we use antiperspirants and lotions with ingredients that hamper our body's ability to detoxify itself!

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*)?

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)*?

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, and I am going to show you how you can use them to be. Has anyone ever heard of essential oils before? *(raise hand)* Great! For those who aren't quite sure, essential oils are the lifeblood of aromatic plants. Have you ever broken open the leaf or stem of a plant and seen a fluid come out? *(raise hand)* Well, when you take the precious fluid from aromatic plants containing the plant's therapeutic properties and you super-concentrate it, what you end up with is an essential oil! Young Living is the largest worldwide grower, distiller, and distributor of therapeutic-grade essential oils, and has a reputation of providing some of the most pure and powerful essential oils available!

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. Second, essential oils can be applied to the skin or hair, either straight (or "neat") or diluted in a carrier oil like olive oil. 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 a few drops to our 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. _____ 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.*)

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.

Whether you are a minimalist and like to have just a few, simple products to take care of all your personal care needs, or you want boutique-quality products without the chemicals, we have something for everyone.

How many of you were aware that the substances most Americans rub all over their armpits each and every morning are filled with toxic substances that may contribute to cognitive impairment, poor breast health, hormonal issues, and stress on the body's organs while it irritates the skin and the central nervous system?

It is a shame that the majority of Americans have fallen for this, completely unaware that they don't need to use products filled with toxic aluminum salts, parabens, toxic synthetic fragrances, and chemicals like propylene glycol or antifreeze. Most of us were trained from a relatively young age to use antiperspirants to prevent sweating and keep us from smelling like gym socks.

Because nobody wants to stink, *right (raise hand)?*

For a 100% natural, non-toxic, and low-maintenance deodorant, apply a couple of drops of **Lavender** or **Thieves** oil to the armpits each morning. You will still sweat, but the oils will keep you smelling fresh!

A bonus effect of using essential oils in your armpits is that they can help support the immune system and keep you healthy while keeping you stink-free.

If you prefer a ready-made deodorant, try Young Living's natural Aromaguard deodorants, Meadow Mist and Mountain Mist. (*pass either of these around if you have them on hand*) These are my personal favorites for an effective and completely non-toxic alternative to antiperspirants and commercial deodorants. Not only do they work fabulously, but the ingredients are so healthy that you could even snack on them with no ill effect if you wanted to!

(share relevant testimonials)

Another lie we've been sold by marketers is that we need their lotions and creams all over our faces, our hands, our legs, and everywhere else.

Unfortunately, one of the main ingredients of their lotions and creams is mineral oil – a toxic petroleum by-product that coats the skin and clogs the pores, blocking the body's natural route of detoxification through the skin. It can contribute to premature aging and has been linked to a multitude of health problems.

Why do they use it? It's cheap, and in America we like our cheap products.

They also don't tell you that their lotions also contain propylene glycol — or antifreeze – and artificial fragrances and colors made from the waste products of petroleum refining. These products contribute to the build-up of toxic chemicals in our systems whether we are aware of it or not.

A wonderful natural lotion alternative is simply adding a drop of an essential oil to a small amount of sesame, olive, almond, or coconut oil, and massage into the skin

morning and night. You can also add shea butter or cocoa butter for a richer cream.

Here are a few essential oils that have a rich heritage in natural skin-care. They are 100% safe for all ages, and can even be used on the face!

Lavender is considered the Swiss Army Knife of essential oils, and it's great for all skin types. Therapeutic-quality lavender oil promotes healthy skin and tissue. It is cleansing and combats excess oil on the skin. It can help with non-cystic acne, scarring, and skin irritations of many kinds. It can also help promote healthy hair growth.

It does all this while its aroma helps us feel relaxed and soothes emotional upsets.

Apply a drop neat on the skin or for application on larger surface areas, dilute 20/80 – 4 drops of a carrier oil for every drop of lavender oil.

Use **frankincense** on the face to soothe aged or sun-damaged skin. Frankincense smooths wrinkles, helps to minimize the appearance of age spots, and is generally great for conditioning the skin and soothing skin issues. Its aroma can also help promote a happy mood!

Apply in the same way as you would apply lavender oil. Add a drop of frankincense oil to a small amount of natural moisturizer right in the palm of your hand, mix, and apply to your face to super-charge your daily moisturizing and anti-aging skincare regimen!

Citrus Fresh oil is a great skin conditioner, and works well both with oily and dry skin types. It can help diminish blemishes. It is also well-known to help reduce the appearance of unsightly veins and reduce the appearance of dimples on the thighs and buttocks. Apply topically neat or diluted in coconut oil on trouble spots.

I also recommend Young Living's luxurious Hand & Body lotions as well as the ART Skincare line for healthier, more youthful skin without all the toxic chemicals found in most commercial products. My personal favorites are: *(share what your favorite YL skincare products are)*

(share relevant testimonials)

Another set of products that the modern American can't live without is shampoos and conditioners. But some of these chemicals are disruptive to our body's hormonal systems, can contribute to our risk of debilitating disease, and can even cause hair loss!

For the true minimalist, you can try these natural shampoo and conditioner alternatives:

Make a paste with 1 Tbsp. baking soda plus 2 Tbsp. of water and a bit (less than a drop) of either lavender or peppermint essential oils. Touch a toothpick to the outer rim of the essential oil bottle, and mix in the small amount of essential oil with the baking soda and water. Work the paste through your hair, and rinse. This is suitable for occasional, but not everyday use as the baking soda can be too harsh on the hair.

To moisturize dry hair, before shampooing massage a couple of tablespoons of olive oil plus 1 drop of lemon essential oil into your hair and scalp, cover with a shower cap, and let it soak in for 30 minutes.

Peppermint oil can have a stimulating, clarifying affect when used on the scalp and in the hair. It is also one of the most powerful essential oils to help soothe minor tensions in the neck, head, and spine. Its aroma is invigorating and enlivening! Massage a drop into your scalp or add a drop to your natural shampoo.

Add just a swipe of **Citrus Fresh** to your Young Living shampoo to help increase shine and also lighten and brighten your hair!

Young Living's line of natural and effective shampoos and conditioners are fantastic as well. Young Living also has a line of soaps and shower gels that leave out the toxic chemicals and replace them with our therapeutic-quality essential oils. My personal favorites are: *(share your favorites)*

(share relevant testimonials)

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

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

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

Thieves oil 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. topical and aromatic uses. The mouth is the dirtiest place on the body, and **Thieves** oil is powerful for oral care because of its cleansing and purifying properties and fresh aroma! Go to pubmed.com sometime and look up each of these oils to learn more about their amazing properties!

You can make your own natural, non-toxic toothpaste with a tsp. of baking soda and a drop or two of Thieves essential oil. You will be amazed at how clean your mouth feels!! For children, use one drop or less of Thieves oil. To help promote healthy teeth and gums, dilute a drop of Thieves oil in coconut oil and massage into the gums.

I personally use the non-toxic Thieves Dentarome Ultra Toothpaste on a daily basis, and my teeth have never been cleaner (*or share which Thieves toothpaste you use and love*). I absolutely love the Thieves mouthwash! I also don't have to worry about calling the Poison Control Center if I accidentally ingest them!

(share testimonials on Thieves toothpaste and mouthwash)

Some essential oils also have teeth-whitening properties. Add a drop of **Citrus Fresh**, orange, or wintergreen oil to your toothpaste on your toothbrush for a burst of natural flavor and teeth-whitening as well!

As you can see, there are ways to replace toxic personal care products on any budget with natural alternatives that often work *even better* than their toxic counterpart. You *can* enjoy good personal hygiene the natural way!

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 testimonial*)

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, Peace & Calming, Valor, and Citrus Fresh Vitality – in a kit called The Premium Starter Kit. Young Living will give you an additional FREE 5 ml bottle of Stress Away oil, a few samples of our amazing nutrient infusion, NingXia Red, a bottle of Thieves hand purifier, 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 24% off any Young Living products that they purchase now or in the future, including any of our non-toxic and effective personal care products infused with essential oils.

This kit costs \$165 (*same with the Dewdrop diffuser, \$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, 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 good personal hygiene without having to use toxic chemicals, 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 good, but I’m not necessarily ready to replace every single one of my personal care products quite yet.” That’s just fine! I highly recommend that you try 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 in your personal care. 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 receive a FREE essential oil diffuser and bottle of Stress Away oil.

The third type of person is not only serious about using natural solutions for their personal care, but is ready to maximize their results in their personal care. If this is *you*, then congratulations! You will want to get our Premium Starter Kit, as well as

some of our incredible personal care products for 24% off full price.

HOST/ESS is now passing out your forms – go ahead and fill out the raffle forms so you can be in the running for this free gift, and fill out your order forms to place your orders!

I want to take this opportunity to thank HOST/ESS for hosting this class tonight. (*Edify the host/ess here*). I want to thank him/her by giving him/her this GIFT (*it can be Conquering the Financial Kingdom, or Thieves foaming hand soap, or if you are a holistic practitioner, it can be a gift certificate for your services*).

Folks, go ahead and fill out your forms!

Be quiet while people are filling out the forms. Your presentation is over. Make sure they have product guides handy while they fill out order forms. You may go around one-by-one and ask people “What did you like about what you saw tonight?”

O.K. – pass your order forms up to the front! And if HOST/ESS will do the honors, we will go ahead and see who the winner is! (*announce the winner*)

Thanks, folks, and have a great night!
(*collect order forms, you can go around and ask people what they liked most about what they saw, and close them on what is best for them right now*)

What You Need for the Class

- Oils from the Premium Starter Kit
- Essential oil diffuser
- YL personal care products for display and to pass around
- Order forms (you can download these from YL Virtual Office)
- Price lists (found 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