



NingXia Products for Energy & Supported Wellness

(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 have more energy and supported health and wellness! 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 save money on household and personal care products, and have more energy and supported health and wellness! 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).

(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 have more energy and supported health and wellness. 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 have much more energy and supported health and wellness! 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).*

We live in a day where even those people making efforts to eat a healthy diet routinely encounter GMO’s and pesticides in their foods. And compared to decades ago, organic fruits and vegetables are less nutritious than they used to be because our soils are depleted of nutrients. It gets worse when you consider that

the diet of the average person in America consists 95% of processed foods that are devoid of nutrients and filled with substances the body is not adapted to!

The result is a populace sinking into chronic illness of all types and at earlier and earlier ages. Even if we don't have a chronic disease, most of us are tired, and it's easy to rely on sodas and energy drinks that will only make things worse in the long run.

Not only that, but our memory and mental sharpness are suffering as well. Memory loss and cognitive problems aren't just for the elderly anymore. And today, more children than ever struggle with behavioral issues! Nutritional deficiencies can be at the root of all of this!

If there was a way for you to nourish, replenish, and energize your body and mind naturally, and it was also delicious and *convenient*, 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 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.

Tonight we are focusing on Young Living's NingXia products – NingXia Red, NingXia Nitro, and NingXia Zyng (*point to display*). NingXia is spelled N-I-N-G-X-I-A, and it is a province in China that borders with Inner Mongolia. A key ingredient in all three NingXia products comes from this part of the world!

(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 off, let's talk about the NingXia wolfberry or goji berry. The wolfberry is a small, bright red berry recognized by holistic health experts worldwide as a top superfood. Wolfberries have more potassium than apricots, more B vitamins than baker's yeast, more calcium than spinach, more Vitamin A than carrots, triple the Vitamin C of oranges, and the list could go on! And wolfberries have more disease-fighting antioxidants than acai, black raspberries, or pomegranates!! Young Living has *exclusive* distribution rights for the NingXia wolfberry where the plants are irrigated with high-mineral snow runoff from the Himalayan mountains, and the wolfberries are known to have the *highest* level of nutrients of wolfberries grown anywhere in the world!

NingXia Red is one of Young Living's foundational products, and it is a key supplement in the lives of hundreds of thousands of people worldwide *(hold up a bottle of NingXia Red)*! It is a delicious nutrient infusion made with NingXia wolfberries, blueberry juice, plum juice, cherry juice, aronia juice, and pomegranate juice and is enhanced with essential oils such as orange, lemon, and tangerine! NingXia Red supports whole-body health, normal eye health, normal cellular function, and helps prevent oxidative stress by free-radicals. It is one of my secret weapons for supporting healthy energy levels!

NingXia Red is healthy for all ages! Adults and teens can drink at least an ounce or two each day straight, diluted in water, or added to a breakfast smoothie. Younger children can have an ounce a day preferably diluted in water. For even more fun, you can add in some extra essential oils to your NingXia Red! Add a drop of Stress Away oil to punch stress in the face, a drop or more of Lemon Vitality, Citrus Fresh Vitality, or other Citrus Vitality oils for greater flavor and enhanced effect. Add a drop of Copaiba Vitality or Frankincense Vitality oil which can help support normal cellular health!

(Serve chilled NingXia Red to your guests as sample packs or small disposable shot glasses. You can even have a small NingXia Red bar and allow people to add extra oils.)

(share 5-7 NingXia Red testimonials)

The next supplement we're going to talk about is NingXia Nitro (*hold up a tube of NingXia Nitro*)! Drinking a serving of NingXia Nitro gives you a shot of energy, alertness, and improved physical performance! It contains naturally occurring caffeine from green tea and Bioenergy D-ribose, as well as Korean ginseng. It contains a lot of other delicious and nutritious ingredients including NingXia wolfberry seed oil, chocolate essential oil, vanilla oil, yerba mate oil, and other enlivening essential oils as well as a number of juices including cherry, kiwi, blueberry, acerola, bilberry, black currant, raspberry, strawberry, and cranberry! It is also enhanced with energy-enhancing B vitamins!

Drink a serving of NingXia Nitro alone or add to a shot glass of NingXia Red. The best time to drink NingXia Nitro is before a workout, before a test, or in the afternoon to help do away with the afternoon slumps! If you occasionally need a pick-me-up at night such when you're on a road trip, it's great for that too! NingXia Nitro is appropriate for adults and older teenagers, but it probably has too much caffeine for young children. It has about the amount of caffeine in a cola or cup of brewed green tea, and gives smooth, non-jittery energy as well as a cognitive boost! Did I mention it also tastes *great*?!

(serve chilled NingXia Nitro tubes if desired)

(share 3-5 NingXia Nitro testimonials)

Next let's talk about NingXia Zyng! NingXia Zyng is the newest product in the NingXia line-up, and it's one that's becoming a fast favorite for people who need a boost of energy and hydration on the go!

Kick unhealthy diet sodas and energy drinks to the curb, and grab a NingXia Zyng instead! A light and refreshing all-natural energy drink, NingXia Zyng has a delicious blackberry-lime flavor enhanced with Young Living lime and black pepper essential oils. Its energy comes from naturally occurring caffeine from white tea. NingXia Zyng has a little less caffeine than NingXia Nitro, and only has 35 calories! It is sweetened with pear juice, cane juice, and stevia. NingXia Zyng has no artificial sweeteners, flavors, or colors, and comes in a lined can so no aluminum will leach into it.

Drink NingXia Zyng before a workout or whenever you need an extra boost and some hydrating energy!

You can make a NingXia cocktail with 2 oz. NingXia Red, a tube of NingXia Nitro, and half a can of NingXia Zyng served over ice, with or without added essential oils!

(serve chilled NingXia Zyng if desired)

(share 3-5 NingXia Zyng testimonials)

Now let me tell you how I have personally experienced more energy and vitality using Young Living's NingXia products (share your story)!

Do you know that when we drink a soda, our immune system is suppressed by the sugar? Our blood sugar levels spike, and over time unstable blood sugar levels may lead to weight gain and a host of other health problems. If it's a diet soda, the negative impact on the body is at least as bad. Artificial sweeteners are toxic to the brain and entire body. In general, sodas leave an acidic residue in the body which

may lead to or exacerbate chronic inflammation. Chronic inflammation puts an enormous amount of stress on the body and is a major underlying cause of disease.

On the other hand, when we drink NingXia products we are providing fuel for the body's systems. We are feeding the brain, nourishing the immune system, and flooding the body's cells with a wide spectrum of nutrients! We are gently energizing our mind and body. Try NingXia Red for everyone at breakfast time instead of coffee or orange juice. Drink NingXia Nitro in the afternoon at work instead of a Coke. Grab a NingXia Zyng when needed instead of toxic store-bought energy drinks and sodas!

Use the NingXia products for 90 days and see how they impact *you*!!

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 is suffering 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 2 bottles of NingXia Red plus 30 2-oz. NingXia Red samples and box of NingXia Nitro in the NingXia Starter Kit. Young Living will give you an additional FREE 5 ml bottle of Stress Away oil, a few extra samples of NingXia Red, and also some other samples and materials when you purchase this kit! Those who get this kit will also have the privilege of getting wholesale pricing on any Young Living products they purchase – including NingXia Zyng and other products. This kit costs \$170, and either you *will* see results with enhanced energy levels and overall optimized health, or we will give you your money back!

Alternatively, the NingXia products may be purchased individually at the full retail price.

OR

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

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 4 bottles of NingXia Red plus 30 2-oz. NingXia Red samples, along with our kit of 11 of our most popular essential oils, a selection

of our all-natural household and personal care products enhanced with Thieves oil, and a free essential oil diffuser! Those who get this kit today 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 one or more of the NingXia products 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 with NingXia. Again, this kit comes with 2 bottles of NingXia Red, 30 2-oz. NingXia Red sample packs, and a box of NingXia Nitro. 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, you will receive a FREE bottle of Stress Away oil and some other product samples!

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 one or more of the NingXia products 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.

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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

- NingXia Red, NingXia Nitro, NingXia Zyng, and other nutritional products
- OPTIONAL – Premium Starter Kit with Everyday Oils and Thieves Essential Rewards Kit/
Thieves Starter Kit
- Pens or pencils
- Order forms and price lists for everyone, at least a couple product guides
- List of testimonials to share
- 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

