



## Optimal Fitness with YL Essential Oils & Products

*(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 enjoy greater fitness and overall better health, naturally! 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 countless people enjoy greater fitness. 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 like you and me enjoy greater fitness and overall better health. 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 enjoy a higher level of fitness. 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).*

Before we get started, I want to share some facts about declining fitness levels and obesity and its role in the deteriorating health of the average American. According to the World Health Organization, 60-85% of the population worldwide does not get enough physical activity. We know this is especially true in America where the “conveniences” of modern society including cars have made it possible to engage in very little physical activity on a day-to-day basis.

A sedentary lifestyle is associated with a greater risk of many diseases such as depression, anxiety, obesity, heart disease, diabetes, and even cancer! More than 2/3 of adult Americans are overweight or obese. And the number of obese adults in America has doubled since 1980!

Whether we get out and go on a walk daily, practice yoga, play sports, or go to the gym for weight training, it's absolutely CRUCIAL to our health that we do

something to get off our behinds and MOVE!

As much as we know we need to exercise, sometimes it can be hard to find the energy and motivation. How many here can relate to that (*raise hand*)?

Also, there are plenty of supplements out there marketed to help with fitness, but are actually damaging to the health. Studies have shown that many products marketed for fitness are associated with an increased rate of heart attacks, organ failure, and strokes!

If you could find a way to increase your energy levels using non-toxic substances that are safe, natural and health-promoting, and use these same substances to help you on your path to fitness, would you at least want to give it a *try*? (*raise hand*) Would you like to also find a way to save money while using these natural solutions? (*raise hand*).

Young Living is a 25-year-old, billion dollar company that has been founded on the principle that nature has powerful, natural substances from PLANTS to meet the needs of the 21<sup>st</sup> Century family! Young Living owns and runs hundreds of acres of sustainable, organic farmland and essential oil distilleries in Utah, Idaho, Canada, France, Ecuador, Croatia, and Oman! Young Living is currently doing business in almost *every nation* around the globe, and is rated the *fastest growing* direct sales company in the U.S. with about 100,000 joining each month in the U.S. alone! Our company was founded by essential oil pioneer, the late Gary Young, who invested over 35 years in the research and development of essential oils and natural products. His wife and company CEO Mary Young continually travels the world to promote the ongoing success and development of Young Living.

The products we are focusing on tonight are pure, therapeutic-grade essential oils and products enhanced with them. Has anyone ever heard of essential oils before? (*raise hand*) Great! For those who aren't quite sure, essential oils are the lifeblood of aromatic plants. Have you ever broken open the leaf or stem of a plant and seen a fluid come out? (*raise hand*) Well, when you take the precious fluid from aromatic plants containing the plant's therapeutic properties and you super-concentrate it, what you end up with is an essential oil! Young Living is the largest

worldwide 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, 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. Essential oils are in almost every Young Living supplement we'll be talking about today, and they help enhance the flavor, aroma, and potency. Essential oils help to carry oxygen and nutrients through our cell membranes and may help enhance health at the cellular level.

*(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.)*

*[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.]*

As I already mentioned, one of the first things that gets in the way of people working out and exercising is feeling lethargic and drained of energy to begin with. It can be hard to peel ourselves off the sofa to engage in any kind of strenuous activity when we're already exhausted!

Energy drinks and sodas from the convenience store as well as sugary foods might give you energy in the short-run, but in the long-term they will only make the fatigue worse. What we need is **energy** that is sustainable and nourishing to the body and will contribute to our long-term goal of greater fitness. These types of products are in short supply in your neighborhood fitness supplement store as well as your local grocery store!

Thankfully, Young Living has several products that fit the bill, and are perfect as nourishing, energizing **pre-workout aids**. They are also so delicious that you won't miss any of the junk you might be used to!

For a major energy burst, take Young Living's NingXia Nitro (*hold up a tube of NingXia Nitro*) prior to your workout! 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 as well including several essential oils, and includes energy-enhancing B vitamins! It's an energy shot you can feel good about!

You can also drink a delicious, energy-enhancing NingXia Zyng that will provide a boost of energy and hydration with only 35 calories (*hold up a can of NingXia Zyng*). NingXia Zyng is carbonated, and its energy comes from naturally occurring caffeine from white tea. It is sweetened with pear juice, cane juice, and stevia and has no artificial sweeteners, flavors, or colors and is pleasantly carbonated. It comes in a lined can so no aluminum will leach into it. It is also enhanced with lime and black pepper essential oils! Drink NingXia Zyng before a workout or whenever you need an extra boost and some hydrating energy.

You can make a delicious NingXia cocktail by adding a tube of NingXia Nitro to a can of NingXia Zyng served over ice! Add in a drop of Peppermint Vitality oil or

Citrus Vitality oils such as Lemon Vitality, Citrus Fresh Vitality, Tangerine Vitality, or Orange Vitality. Also, the aroma of peppermint oil is very stimulating and may help support stamina in exercise. Inhale out of the bottle or apply a drop or two to your chest to get an extra boost as you start your workout! Valor oil on the feet or shoulders before a workout will help you challenge yourself to go to new heights in your workout!

*(share relevant testimonials)*

*(share samples of a NingXia Cocktail, NingXia Nitro, NingXia Zyng - optional)*

Some other essential oils to use before your workout are En-R-Gee and PanAway. En-R-Gee oil is ideal to inhale or wear on a diffuser necklace before and during your workout. Its stimulating aroma helps you keep moving and motivated to push through to the end of your workout. *(pass around En-R-Gee)*

You can also dilute PanAway essential oil blend 20/80 in a carrier oil such as almond oil, coconut oil, or Young Living's V6 carrier oil with six organic vegetable oils, then massage into muscles before an intensive workout. Your muscles will thank you! *(pass around PanAway)*

*(share relevant testimonials)*

***(OPTIONAL) – lead a group workout of some kind for 20-30 minutes***

After an intensive workout, we may feel tired and depleted unless we refuel and replenish our bodies. There are a few essential oils and supplements from Young Living that powerfully nourish the body and soothe muscular tensions, and that are perfect for the **recovery** phase of your fitness plan!

Protein from high-quality sources is crucial. Young Living's Pure Protein is the ideal food for your post-recovery regimen! It contains 25 g of protein in an advanced protein matrix made from high-quality cow's milk whey, goat milk whey, pea, hemp, and egg white protein. Pure protein supports the musculature system and supports in building lean muscle. It delivers amino acids that the body needs to rebuild tissue, enzymes needed to assimilate the nutrients, B vitamins, and also

gut-healthy probiotics. It contains some special ingredients – apple extract and ancient peat – that support ATP production, helping the body produce energy at the cellular level. It comes in two flavors – chocolate and vanilla spice and tastes FANTASTIC!

You can add 2 scoops of Pure Protein to 8 oz. of cold water, almond milk, or a recovery smoothie. Add in a couple drops of Peppermint Vitality oil to your chocolate Pure Protein for an amazingly delicious chocolate mint shake! Add an extra drop of Cinnamon Vitality oil to your vanilla spice Pure Protein to help support healthy blood sugar levels or a few drops of Lemon Vitality oil for a delicious and healthy tanginess. Add a drop or two of Copaiba Vitality oil to either shake to promote your health in a multitude of ways. Copaiba has a very subtle aroma and flavor and won't significantly change the flavor of the shake.

*(share relevant testimonials)*

*(Give out samples of Pure Protein – optional)*

AgilEase is a powerful nutritional supplement from Young Living perfect for recovery. It will help your connective tissue regenerate and heal quickly so you can be ready for your next workout stronger than before! It contains balsam fir, clove, and other essential oils and nutrients that are beneficial to connective tissue.

PanAway oil, which we already mentioned, also contains clove and wintergreen oils along with peppermint and helichrysum oils and is great to dilute and apply to muscles and joints after your workout as well. Peppermint oil by itself diluted in V6 or coconut oil is also fantastic for soothing muscles recover after strenuous activity!

Young Living's Cool Azul muscle rub contains several essential oils including dorado azul, copaiba, and peppermint essential oils as well as arnica extract in an easy-to-use aloe vera gel matrix that you can rub right into your muscles post workout. And Deep Relief roll-on can be rolled right into areas that need extra attention.

*(give samples – let people try Cool Azul, Deep Relief, peppermint, or PanAway)*

*(share relevant testimonials)*

A major key to our overall fitness is our day-to-day **nutrition**. Besides a healthy and balanced diet rich in vegetables and fruits and low in junk foods, Young Living has some high-power supplements that can help fill in some of our nutritional gaps and help us maintain optimal health!

NingXia Red is one of Young Living's foundational products, and it is a foundational supplement in the lives of hundreds of thousands of people worldwide! NingXia Red is a delicious nutrient infusion that 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 and is healthy for all ages!

Drink at least an ounce or two of NingXia Red each day strait, 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 or more of Lemon Vitality oil or other citrus oils for greater flavor and enhanced effect, a drop of Peppermint Vitality oil which also supports digestive health, or 3 drops of Copaiba Vitality oil, which does a body good in a major way!

Young Living's Master Formula multi-vitamin is the perfect companion to NingXia Red. It nourishes the body deeply with plant-derived bioavailable vitamins, and includes such powerhouses as turmeric essential oil, barley grass powder, spirulina, and much, much more! It is the most potent and clean vitamin I've ever taken, and can't recommend it highly enough!

Young Living has a handful of other core supplements including Longevity softgels with high-antioxidant essential oils, Life 5 probiotic, and OmegaGize capsules with omega 3 essential acids from fish oil, Vitamin D3, and CoQ10 for heart health. You can take my word for it, or try out any or all of these powerful supplements for 3-6 months to see how they work in your body!

*(share relevant testimonials)*

*(give out NingXia Red samples - optional)*

As you increase your activity level, you can also help **support an ideal healthy weight** with some of Young Living's products. All of the products we already talked about are great to use. Be sure to frequently use essential oils including Lemon Vitality, Citrus Fresh Vitality, Grapefruit Vitality, and Peppermint Vitality in your drinking water. Make sure to use glass or stainless steel containers, no plastic or Styrofoam. These oils can also be added to blank capsules and diluted with a little coconut oil to help maintain a healthy weight.

Young Living has a whole line of products – the Slique products – that are specifically designed to support a healthy weight. From Slique Essence essential oil that you can add to your water to delicious Slique tea, from Slique bars that nourish and help you feel fuller to Slique CitraSlim capsules that attack fat and Slique gum that helps out a lot between meals – try some of the Slique products out and you won't be disappointed!

Use Young Living's Cel-Lite Magic massage oil, Citrus Fresh oil, or grapefruit oil diluted in coconut oil topically to tone, detoxify, and reduce the appearance of dimpling on the skin.

*(share relevant testimonials)*

*(give out samples of chocolate-covered Slique bars - optional)*

For those who like to incorporate **yoga, meditation, and mindfulness** in your fitness practices, essential oils such as frankincense, Sacred frankincense, and Grounding are especially good choices. Apply frankincense or Sacred frankincense to the forehead and crown of head to connect with the Divine within. Apply Grounding oil to the bottoms of the feet during yoga or after meditative practices to help you feel more connected to your physical body.

*(share relevant testimonials)*

There are a few other powerful essential oils that will enhance your overall fitness experience. Use Thieves oil to keep yourself healthy with an optimized immune system year-round so you always feel up to a good workout. Diffuse Thieves oil in your home to help purify the air. Apply a few drops on your feet to support overall wellness. Take a few drops of Thieves Vitality oil internally in your water or homemade capsule as needed to support immune health. Get the Thieves spray to spray down gym equipment to make sure everything is clean!

Use Purification oil to de-stink gym gear. Make a homemade spray with distilled water and several drops of Purification oil and spray down your gym bag and shoes as needed. You can also pat a couple of drops of Purification oil right in your armpits to use as a natural, non-toxic deodorant!

Dab a drop or two of Raven oil on your sinuses in the fall and winter months to help you move through your workout more easily. Diffuse lavender or Peace & Calming oil before bed or take a warm bath with 2 cups of Epsom salts and 5-6 drops of lavender oil to help you get deep, restorative sleep at night – crucial to long-term fitness.

Young Living even has a fantastic oil blend Oola Fitness oil that is designed to uplift, and help us have the strength to set and achieve our fitness goals. Inhale prior to and during your workout or wear on a diffuser necklace. (OPTIONAL)

*(share relevant testimonials)*

Documentation beats conversation – our products really *do* change people's lives, and we have a 100% money-back guarantee. We talked about a lot of products today and you got to try a few of them.

The most popular way to get started using Young Living's powerful products for fitness and overall health is with the Premium Starter Kit.

This kit comes with 11 essential oils – that's lavender, Peppermint Vitality, Lemon Vitality, Citrus Fresh Vitality, frankincense, Thieves Vitality, PanAway, Di-Gize Vitality, Raven, Valor, and Peace & Calming oils. 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, 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)* Either you will see dramatic results with your animals, or we will give you your money back!

This kit is \$165, and will also give you the privilege of getting 24% off any of our other products that 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 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 improved fitness, right? I recommend that you test out any of our products, and I promise you that if you don’t get the results you expect, you will get your money back.

The second type of person is a little more serious, and is thinking “This sounds pretty good.” For you, I highly recommend our Premium 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 whether you have pets or not. You will have the privilege of getting 24% off all future Young Living purchases, and you can get \$50 for each person you refer who buys this kit. You will also receive detailed information on how to use each oil, and also the free Stress Away oil and essential oil diffuser!

The third type of person is not only serious about optimal fitness, but is ready to maximize their results. If this is *you*, then congratulations! You will want to get our Premium Starter Kit, as well as some of our other essential oils, supplements,

and products for fitness for 24% off the full retail price! You, too, will get the free Stress Away oil and essential oil diffuser.

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

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

Folks, go ahead and fill out your forms!

*Be quiet while people are filling out the forms. 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
- NingXia Products
- Pure Protein
- As many other products as possible mentioned in this script
- Essential oil diffuser
- 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 - Other YL products mentioned here for display and to pass around
- OPTIONAL – extra products to sell retail