



## Skincare & Beauty the Young Living Way

*(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 and give you the experience of skincare and beauty the Young Living way with powerful, non-toxic products that bring your natural gorgeous self to the surface! 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 for an evening/afternoon of powerful skincare and beauty the Young Living way! 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 and give you the experience of skincare and beauty the Young Living way with powerful, non-toxic products that bring your natural gorgeous self to the surface! Are you ready??

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 for a powerful afternoon/evening of skincare and beauty the Young Living way! 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 skincare products, cosmetics, and your health. According to a March 2017 Huffington Post article, 85% of American woman use an average of 16 or more skincare and cosmetic products daily. Women are more concerned than ever with taking care of their skin, addressing problems such as acne, wrinkles, age spots, and presenting their best face forward. But sadly, the majority of skincare and cosmetic products on the market are laced with chemicals that are endocrine disrupters and mess with the hormones,

can lead to toxic build-up in the body, and in some cases are even known to be carcinogenic!

Today, chronic illness of some kind plagues roughly half of the adult population in America, and use of toxic foods and products, including daily exposure to toxic skincare and cosmetic products is implicated as a contributor to poor health. From everything to lead in lipsticks to endocrine disrupters in foundations and other cosmetics, to petrochemical byproducts and synthetic colors and fragrances found plentifully in skin care products and more – women, in particular, are putting an average of 515 synthetic chemicals on their bodies daily. These chemicals are absorbed into our bodies through our largest organ – our skin – and find their way into our organs, our glands, our blood, and even our cells where they can wreak untold havoc!

In America, particularly, there is almost no regulation of chemicals that can be used in personal care and cosmetic products. Many chemicals banned in Europe because of their known toxicity are used plentifully here in the U.S. as companies peddle cheap and toxic products to us – sometimes even tricking us by adding in one or two natural ingredients so we'll think the product must be safe! You can almost bet that if you see a commercial on TV or in most magazine ads for skincare or cosmetics, it's total junk in terms of ingredients!

There IS a way for you to care for your skin with products made with safe, beauty-enhancing ingredients that work EVEN BETTER than what you're currently using – I just about guarantee it! And there *are* SAFE, NATURAL, and GORGEOUS cosmetics that will help you look your best without having to compromise your health in the process. Who is ready to give these things a *try (raise hand)?!*

There are some companies that are leading the way in discovering and developing safe, natural, and effective skincare products and cosmetics, and one that rises to the top in this regard!

Young Living is a 25-year-old, billion dollar company that was 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 other natural, safe, and non-toxic products. His wife and company CEO Mary Young continually travels the world to promote the ongoing success and development of Young Living.

Young Living is famous for being the largest worldwide grower, distiller, and distributor of therapeutic-grade essential oils from plants. And it is also a world leader in non-toxic personal care! The products we are focusing on tonight are Young Living's fantastic ART Skincare line and Savvy mineral make-up line!

*(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.)*

Let's go ahead and roll up our sleeves, and get ready to sample these awesome products!!

*Hand out warm, wet washcloths to everyone to put over their faces. Instruct everyone to hold the wash cloths over their face for a few moments. As you dispense and demonstrate how to use different YL skincare products, you will teach a mini class on skincare and also talk a little about each product as you pass it around. It is **CRUCIAL** to share at least as many testimonials as facts about the product!! **You should at least have the 3 basic ART products – cleanser, toner, and light moisturizer – for this section, as well as one product that acts as a primer for the make-up.** You can omit any of the other extra products if you don't have them.*

*Distribute a pump of ART gentle cleanser to each participant. After they moisten their faces, instruct them to apply the cleaner in gentle, round strokes all over their face. Then have them use the wash cloth to gently remove the cleanser.*

ART gentle cleanser is a foundational skin care product from Young Living that you can use day and night to gently and effectively cleanse your skin without any of the toxic crap. One pump is plenty to cleanse your skin, and it is enhanced with frankincense and sandalwood essential oils, known for their anti-aging and beautifying properties to the skin. *(share testimonials)*

*(OPTIONAL) Pass out half a Seedlings wipe to remove any eye make-up.*

Seedlings wipes are designed to use on babies, and are the best-smelling, most non-toxic and skin-nourishing wipes out there! They are so gentle and safe that you can use them to remove make-up. *(share testimonials)*

*(OPTIONAL) Pass around a small pea-sized amount of the Peppermint facial scrub, show them how to scrub it, let it sit as a mask for a minute or two, then wash off with the wash cloth.*

Satin Mint Facial Scrub is an awesome, concentrated scrub that gently and powerfully exfoliates your skin using jojoba oil beads. The peppermint oil in the scrub is stimulating and invigorating to the skin. This can be used a few times per week. Some people use it more often as it can greatly contribute to a clear and bright complexion. After you scrub it in, you can leave it on for a minute or two as a gentle mask. *(share testimonials)*

*(OPTIONAL) You can do ART Creme Masque or Beauty Masques, either on the face or on the backs of peoples' hands. Apply, let sit for 15 minutes, then rinse off with wash cloth. If you have people apply these to their faces, you will need to have some sort of extra content to share during that time.*

The ART Creme Masque is a luxurious, deeply moisturizing mask that you can wear for up to 15 minutes, or even overnight (have them use it on the back of one hand). It leaves the skin soft as a baby's butt and deeply nourished.

The ART Beauty Masques are a lot of fun and utilize skin-nourishing orchid petals and essential oils to help you look younger and more radiant than ever!

*Next, hand out a cotton ball with ART toner to each participant. Depending on the skincare needs of participants, you might add a drop of ylang ylang oil (for oily skin) or lavender, tea tree, or Manuka oil (for acne-prone skin) to the cotton ball. Show them how to swipe upward all over their face with the ART toner.*

The ART Refreshing Toner helps lift any residual make-up or impurities on the skin and helps to balance the skin's pH. It can be used alone or you can add a drop of an essential oil to help balance the complexion even more. A drop of lavender, tea tree, or Manuka oil along with the toner will help to clear up and prevent acne. A drop of ylang ylang oil smells amazing and is fantastic to balance out oily skin! For the brave, a drop of Thieves oil is BIG guns against acne. It may sting, though, and may not be a good idea if you have really sensitive skin. (make sure they stroke upward with their toner on the cotton ball) *(share testimonials)*

*Next, give everyone a squirt of the ART light moisturizer. You might consider also adding in a drop of frankincense, myrrh, or lavender oil to have them mix with the moisturizer, depending on their skincare needs.*

ART light moisturizer is the best moisturizer for most skin types. It is light and non-greasy, and is quickly absorbed into the skin where it delivers nourishing frankincense and sandalwood essential oils as well as other botanicals.

I will often add in a drop of another essential oil to enhance the action even more. The ART moisturizer by itself is powerful. The oils are extremely powerful. Add them together, and you have EXTREME skin nourishment! Frankincense oil reduces and smooths wrinkles, reduces the appearance of pores, evens the skin, tones sagging skin and is very powerful skin protectant. Frankincense oil also has a mood-enhancing and balancing aroma that many people find very comforting.

Myrrh is a fantastic oil for aging, chapped, and sun-damaged skin. It deeply moisturizes and nourishes the skin and also has an intoxicating aroma.

Lavender oil is a fantastic all-purpose oil for skin health that is soothing for all types of skin. It can normalize skin and help with acne and sun-kissed skin, among other things. It also has a powerful mood-enhancing aroma! *(share testimonials)*

Next, let's prime our skin! As a mineral make-up, Savvy minerals adheres best to our skin when it is just a little "tacky". And the great thing about these primers is that they are also further moisturizing and nourishing our skin while helping us appear even **more** youthful and radiant!

*Let people try a dab of Sheerlume, ART Renewal Serum, or ART Intensive Moisturizer to further nourish and prime their skin prior to applying Savvy Minerals.*

ART Renewal Serum is a powerful, non-greasy anti-aging serum that penetrates deeply into the skin where it deeply hydrates and nourishes the skin. It is an ideal, all skin type primer for Savvy Minerals!

SheerLume is a potent skin brightening and anti-aging cream that can be dabbed all over the face, or used in key areas such as around the eyes. ART Intensive Moisturizer is a rich, nourishing cream designed for dry or aging skin. Even just a tiny amount of either of these can be a fantastic Savvy Minerals primer!

*(share testimonials)*

So, how does your skin feel right now? *(If you don't use all the ART products in*

*your class, feel free to still talk about some of the extra products and give recommendations to people based upon their skincare needs.)*

Alright!! Now that we have cleansed, nourished, and primed our skin, it's time to dress it up! Who is ready to try our non-toxic Savvy mineral make-up?!?

*You can go as intense or as basic as you want in this section of the class, depending on the inventory of Savvy make-up that you have on hand, the number of people in the class, and your skill level with things like color recommendations, contouring, and general make-up application. Don't pretend to know more than you do, or you will come across as being a poser. ;) If you have any friends in attendance at the class with special knowledge in any of these areas, feel free to coordinate with them ahead of time and have them give some tips. This section can be as simple as letting people see what the make-up feels like on their face (or inner arm, if you don't have the right shade for them), to putting on a full face of make-up themselves, to getting full make-overs. If you will be having people put on the make-up on their faces at all, I recommend having people bring their own make-up brushes and having small paper plates to dispense small amounts of the make-up for them to use. Make sure you have mirrors for everyone to use.*

Now let's get down to colors for you to try.

*Color match by applying a shade or two to the jawline area and seeing which shade "disappears" because it matches. Dispense some foundation to each participant, and give everyone a couple of sprays of the Savvy Misting Spray their brush that they brought. Demonstrate how to apply the foundation. Spray your make-up brush with the Savvy Misting spray, then swirl the brush in the mineral foundation. Apply in light circular motions all over the face. Talk about light coverage for a natural look, and building with layers for a more evening look. Use more misting spray for a creamier and heavier coverage. Some people have added the minerals to the ART moisturizer for a tinted cream. It's a good idea to use the shades in the four Savvy Minerals Premium Starter Kits as a base to start from with your guests.*

The Savvy Misting Spray has skin-nourishing essential oils including geranium, cedarwood, lavender as well as aloe vera and trace minerals. Spray a bit on your



foundation brush before applying the mineral foundation, and it will help make more of a creamy finish. You can also mix it with any of the eye shadows and other mineral make-up products for a liquid or cream effect.

Before we talk about what is in the Savvy mineral make-up line, let's talk about what ISN'T in this line! You will find no parabens, talc, bismuth, artificial colors, artificial fragrances, phthalates, and petrochemicals - all of which found plentifully in conventional make-up, and some even show up in so-called natural mineral make-up lines! Parabens are known to be endocrine disrupters and are best avoided completely. Phthalates are also endocrine disrupters and have been linked to cancer and reproductive issues. Talc, a very common ingredient in cosmetics, is linked to lung and ovarian cancers. Bismuth is a heavy metal that can irritate sensitive skin. Artificial colors in cosmetics have been linked to cancer, and artificial fragrances as well as petrochemicals including propylene glycol can be toxic and irritating.

So, what are Savvy minerals made from, then? Savvy products contain mica, a mineral in rocks right from the earth that helps even out skin tone, and provides a perfect base for all the foundations, blushes, bronzers, eyeshadows, and diamond dust veil. Savvy minerals also contain aspen bark extract, which helps minimize the appearance of pores and promotes clear skin. Some Savvy products also contain kaolin clay, which helps absorb any excess oils and has a nourishing and detoxifying effect on the skin. All colors in the make-up line are natural and from minerals.

*Start off with giving out a small amount of one of the primers – mattifying or moisturizing. Talk about using a small amount of the Savvy foundation either in the shade they are using or a shade lighter as concealer under the eyes and on problem areas.*

*IF you have expertise in this area, you can get into teaching about contouring with the bronzers and the Diamond Dust. If you don't know a thing about this, ask someone else to share some tips, show the video on contouring on the YL Savvy Mineral web page, or just skip it all together.*

*Blushes – help people pick a good color for them, dispense some, and demonstrate how to best apply blush. Have disposable brushes on hand to use.*

*Eyeshadow – help them pick 2-3 colors, dispense colors, give application tips, help people apply if they want it, people should use their own brush/s or you can have disposable ones.*

*Eyeliner – teach how to use the multi-tasker or eye liner both dry and wet*

*Mascara – have disposable mascara brushes and help them apply it*

*Fill in eyebrows with one of the multi-taskers.*

*Then do lips, and give help with color recommendations. Help them try some without contaminating the containers. Use a q-tip or disposable lip gloss brushes.*

The Savvy lipsticks and lipglosses are made with castor oil, beeswax, and other natural and safe ingredients. The lipglosses have something a little extra special – a touch of peppermint oil!

Lastly, Savvy minerals are gluten-free and not tested on animals.

*(Share Savvy Minerals Testimonials Throughout the Class)*

As you can see, there are ways to replace toxic skin care products and cosmetics with natural alternatives that often work *even better* than their toxic counterpart. You *can* look absolutely stunning the natural way!

Now let me tell you how I have personally saved hundreds of dollars using Young Living products while getting BETTER RESULTS than I ever used to with synthetic products, and also qualify for about \$2,000 in free products each year! *(share your testimonial, product and business, and share how you have replaced many items you were already buying with YL's non-toxic products. Mention all the free products you get from YL with this (monthly promo's with a 300 PV monthly ER order, ER points. Also the income opportunity and how the income from YL has changed your life. Don't talk for any more than a minute or so here or you'll start to lose people.)*

Documentation beats conversation – our products really *do* change people's lives,

and we have a 100% money-back guarantee.

Today, you can get one of four Savvy Minerals Premium Starter Kits that includes a Savvy Minerals foundation, foundation brush, misting spray, blush, 3 shades of eye shadow, and lip gloss. Young Living will give you an additional FREE 5 ml bottle of lavender oil when you purchase this kit! (*I recommend having YL Savvy Minerals catalogs for people to look at now*)

This kit costs \$150, and those who get it will also have the privilege of getting 24% off any Young Living products including skincare products, essential oils, and Savvy make-up that they purchase now or in the future, including the ART skincare system for \$113!

Either you *will* see dramatic results showing up right on your face on a daily basis, or we will give you your money back!

Alternatively, any of our 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 look gorgeous without smearing toxic chemicals all over your face on a daily basis, right? I recommend that you grab any of our Savvy Minerals or ART skincare 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 skin care products and cosmetics quite yet.” That’s just fine! I highly recommend that you get one of

our Savvy Minerals Premium Starter Kits, resting assured that if you aren't 100% satisfied, you will get your money back. With an order this kit, you will be on the road to ditching the toxic cosmetics choking up your beautiful face! You will have the privilege of getting 24% off all future Young Living purchases, and will receive the free bottle of lavender 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 one of our Savvy Minerals Premium Starter Kits plus our ART Skincare system and the ART Renewal Serum, and you can add any other products you would like to your order and get the 24% discount! Of course, you will also get the free bottle of skin-enhancing lavender oil! You will be in a maximal position to give your skin everything it needs to detoxify from harmful chemical concoctions that you've used in the past, help nourish and protect your skin, and also accentuate your own natural beauty to help you feel more confident and radiant!

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

- ART skincare products – at least the foaming cleanser, toner, and light moisturizer
- Savvy mineral make-up (preferably all of them, but use what you've got, at least!)
- Other YL skincare products including the Peppermint Facial Scrub, ART serum, ART Creme Masque, Sheerlume, etc...
- Oils such as frankincense, lavender, Manuka, tea tree, ylang ylang, and myrrh (or just lavender and frankincense if that's all you have)
- Order forms (you can download these from YL Virtual Office)
- Brochures/flyers with Savvy Minerals PSK info
- Price lists
- 1-2 product guides
- Clean, thick wash cloth for each attendee
- Hair bands or head bands to pull peoples' hair out of their faces
- Mirror for each attendee
- Palette of some kind, can even use paper plate
- Each participant should use bring their own make-up brushes. You can have q-tips and disposable brushes, available on Amazon
- Testimonials to share
- Gift for host/ess
- Something to raffle off – about \$10 in value
- Table for display with tablecloth – HOST
- OPTIONAL – extra products to sell retail

RECOMMENDATIONS – start small with this, starting with close family and friends who will let you “practice” with them. Then as you gain more experience and confidence, you can go as BIG as you want with this!!

You can charge \$10-\$15 for the beauty night. The more products and supplies you have on hand and the more professional the class is presented, you can feel comfortable with charging. If you charge, it would be a nice touch to have refreshments. Either way, beverages are a good idea – water with lemon oil, NingXia Red with or without extra oils, Zyng, etc..