



1

You're holding in your hands the most powerful tool you can use to build your Young Living business.

As a Young Living business owner, you have the ability to influence people's lives in ways they can't imagine.

Chances are, your life has been changed by Young Living, which is why you're passionate about sharing Young Living with others.

A major key to success in speaking about essential oils with others is this...

Provide just enough information about essential oils to get people started, but avoid flooding them with so much information that it's overwhelming.

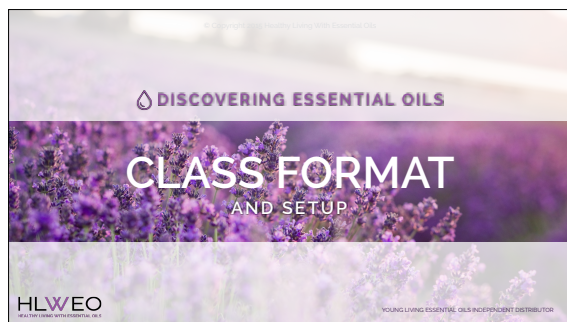
Whether you are sharing with one person or 30, when you follow the Discovering Essential Oils script, you will be doing just that.

We hope this resource helps you succeed with Young Living in whatever way you define success.

Just about everyone wants to be healthier and happier. And many people want to be better off financially.

With Young Living, we have the opportunity to help others experience wellness, purpose and abundance.

In Health & With Gratitude,
Vanessa Romero & Tom Nikkola



2

From the initial invitation, it's important to set the right expectations for your Discovering Essential Oils class. Notice we call it a class and not a “party”.

Classes have a specific format and people come with the expectation they're going to learn something new.

In a “party,” it's often more about eating, drinking and visiting. The product is less of a focus than in a class.

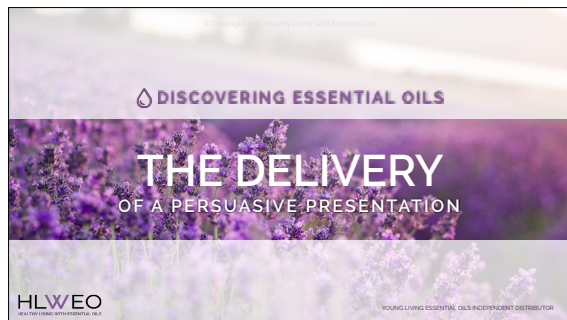
Seating: Don't worry too much about how the seating is structured. Just be sure that your Premium Starter Kit and Diffuser can be displayed and everyone can hear you.

Music: While people are arriving, play some upbeat music. With music playing, people tend to talk over the music and in doing so, the energy in the room goes up.

Food and Drinks: Water, coffee, and tea can all be served. Food on the other hand, can be a distraction before and during the class. If you really want to serve healthy food, wait until the end of class to bring it out.

Class Materials: While teaching your class, the only class material your guests need is the participant guide and a pen to take notes.

Enrollment Station: Set up a physical place, separate from your teaching space, with laptop ready and sign-up page open. This is where you will direct people to at the close of class to get started. This is also where you will keep your resource gifts and a couple of product guides.



3

The intent of the script is to help you deliver a clear and persuasive presentation.

As time goes on, and you use the script multiple times, your confidence in the presentation grows.

Then, not only will the words that you are saying be more meaningful, the way you say them will be more powerful as well.

This is why teaching classes is so important.

In most cases, if you follow the script with confidence, you'll have a limited number of objections from your guests when you ask them to get started with Young Living.

If you keep getting the same objections, it might not be something you are saying, but how you are saying it.

It's a great idea to record your presentation and listen to it.

Practice smiling, standing up straight with confidence, and communicating with a tone of passion and excitement.

Most importantly, have fun!



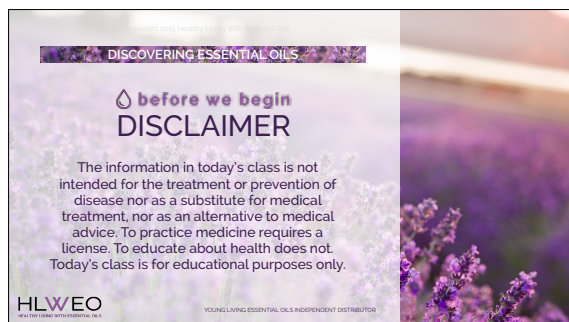
4

Welcome to Discovering Essential Oils. I am so excited you are here. For those that don't know me, my name is _____.

When I was first introduced to essential oils, I was _____.

When I learned about Young Living, I was _____.

Now that I've been with Young Living for _____, my mission is _____.



5

Before we begin, I need to mention this disclaimer.

The information in today's class is not intended for the treatment or prevention of disease nor as a substitute for medical treatment, nor as an alternative to medical advice. To practice medicine requires a license. To educate about health does not. Today's class is for educational purposes only.

My goal in the next hour or so is to help each of you better understand the value of Young Living Essential Oils and how you can easily get started using them. You will notice I am using a script. This is to insure we stay on track with all the information I have to share. Also, when you start using Young Living Essential Oils, I know you will want to share with your friends and family, and all you need is this script.

I ask that you save your questions until the end and write them down in your participant guide. Use your participant guide to take notes during class, it's yours to keep. As we start talking about the essential oils, it's likely you're going to think of friends and family members who could benefit from them. The last page in your guide has a place for you to write their names.

I want to quickly mention, I share Young Living part-time/full-time and am always looking to help others who are interested in changing lives, while at the same time making extra money.

We are not going to spend time talking about the business side of Young Living, but after getting started today, if you are interested in learning more about the amazing opportunity Young Living offers, I'd be happy to set up a time to talk.



6

So, what are essential oils?

When I first heard about essential oils, I thought they were just something that smelled good. I saw them on the shelf at Whole Foods and at our local food co-op. I didn't know much about them though.

Essential oils are the aromatic, volatile liquid, found within many shrubs, flowers, trees, roots, bushes and seeds.

Each essential oil is a complex structure of hundreds of different constituents that support a healthy immune system, helps promote emotional well-being, and may supply a variety of health benefits.

Oftentimes, essential oils are referred to as the lifeblood of the plant. Just as you have thousands of different types of molecules floating in your bloodstream, plants have thousands of different constituents flowing through their parts as well.

Essential oils have been around for thousands of years with well-documented research supporting their use for physical and emotional health.



7

There are four basic extraction methods — steam distillation, cold pressing, resin tapping and absolute extraction.

Most of Young Living Essential Oils are extracted using steam distillation. This is the science of applying the right pressure, temperature, and time, to extract and preserve the therapeutic constituents found in the plant matter.

Exceptions would be citrus oils, like Lemon, Grapefruit, and Orange, which are cold pressed from the rind, Frankincense, Myrrh, and Copaiba, which are extracted using a method called resin tapping and Jasmine and Neroli which are absolute extractions.

Commercial oils or perfume-grade oils, like those you find at Whole Foods and other retail settings, are often distilled at higher temperatures for shorter periods of time, sometimes using chemical solvents instead of steam and even diluted with synthetic essential oils made in a lab.

In this way, an essential oil can be produced faster and cheaper, but it also degrades the therapeutic benefits of the oil, while maintaining some of the scent.

As you can imagine, this creates confusion. When an essential oil smells like lavender it should be pure, therapeutic-grade lavender.

People think all essential oils are the same, but they're not.

This is very important to understand, as you don't want to be ingesting, inhaling or even putting on your skin, essential oils that contain solvents or other adulterations.



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Young Living, has over 25 years in the essential oil industry and is the only essential oil company in North America that owns their own farms and distilleries around the globe.

This is the Young Living difference.

We own ten farms — two in Idaho, one in Utah, Canada, France, Oman, Ecuador, Peru, Israel and Taiwan — this gives us an advantage as we have control over the entire essential oil process. From the planting of the seed to the sealing of the finished product.

Besides our own farms, Young Living partially owns many others around the world. Through our partner farms, Young Living is able to support independent farmers while maintaining our commitment to quality.

We verify the most beneficial seed species, follow pure cultivating practices, participate in the entire distillation process, implement rigorous testing for quality assurance, and seal and inspect all individual bottles before carefully shipping them worldwide.

It's our Seed to Seal promise.



9

One of the things I love about essential oils is how easy they are to use and how everyone can experience the benefits.

We experience the benefits of essential oils three ways -- inhalation, topical application and ingestion.

These modes of administration come from three different schools of thought on aromatherapy.

The German school of aromatherapy emphasizes inhalation as the best way to receive the benefits of essential oils. The British school of aromatherapy emphasizes massage or topical application. And the French school emphasizes ingesting essential oils.

We can use Young Living Essential Oils all three ways.

When I get to passing around the essential oils, you'll notice specific use recommendations on the label.

In the United States, the FDA has declared an essential oil can be labeled either as a dietary supplement for ingestion or as a cosmetic for aromatic and/or topical use. It cannot be both.

This means that Young Living had to decide how each essential oil or blend would be classified and labeled.

It's interesting to note in the United States, Peppermint essential oil is labeled as a dietary supplement, meaning it can be ingested. In our international markets, it's labeled as a cosmetic for aromatic and/or topical use.

Same exact, pure, therapeutic-grade essential oil in the bottle, but different regulations require different labels.



10

Speaking of Peppermint, I am going to pass it around. What I want you to do, is put a drop in the palm of your hand and then make a clockwise motion with your opposite hand, activating the essential oil. Then cup your hands over your nose and mouth, be careful not to touch your eyes, and take a few, long, slow, deep breaths.

Pay attention to the smell and how it feels as you inhale through your nose.

When we inhale essential oils, the teeny tiny molecules make their way through the nose and bind to receptor sites on the olfactory nerve. From there, the molecules are transported to the limbic lobe in the brain. This area of the brain sets emotional tone or mood, modulates our motivation and some hormones, controls our appetite, sleep cycles, and even influences our libido.

Inhalation can take place by simply putting a drop of essential in your hand and inhaling or smelling directly from the bottle. My favorite way to benefit from inhalation is by diffusing with a cold-air ultrasonic diffuser.

When you start using your essential oils, you'll be using your diffuser a lot. I do too. My diffuser is running most of the day. I even have one for my car and always bring a diffuser when I travel.

The second way we use essential oils is by applying topically to a desired area. We dilute essential oils with a carrier oil, like V-6, to cover a larger surface area, to cool a "hot oil", to slow down the absorption of an essential oil and when applying essential oils on children.

Some essential oils are considered "hot" as they are warm when applied to the skin. Other essential oils can be applied "neat" which means they do not need to be diluted.

Believe it or not, the feet are an especially great place to apply essential oils.



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Finally, the third way we use essential oils is by ingesting them. Now, it's important to note that I am only talking about Young Living Essential Oils. Lower quality essential oils are not meant for internal use.

You can add essential oils to a glass of water or to your daily shot of NingXia Red, in a cup of tea or coffee, or put a few drops in a vegetable capsule along with a carrier oil and take internally.

The starter kits from Young Living come with basic information for how to get started using essential oils, including recommendations for safety, dilution and some everyday uses.

In addition, as a gift, I provide my favorite reference book. This is your go-to-guide to learn not only about the essential oils we are going to talk about today, but all the essential oils Young Living offers.

It's how I learned how to use essential oils as part of a healthy lifestyle.

Are you ready to start smelling some essential oils?

Young Living has over 120 essential oil singles and blends. We'd be here all day if we were going to talk about each and every essential oil Young Living offers.

This is why when getting started using essential oils, we focus on the ten essential oils found in the Premium Starter Kit.

We'll talk about how you can get your own Premium Starter Kit at the end of class.

These ten essential oils are the most popular and have the widest variety of uses. Let's talk first about the five single essential oils starting with Lavender.



12

Lavender is one of the most commonly-used essential oils around the world.

Because the demand for lavender far exceeds the supply, Lavender essential oil is one of the most adulterated.

Young Living has 2,300 acres of lavender farmland, where we grow and distill, pure, therapeutic-grade Lavender essential oil.

It is the largest lavender farm in the world.

Lavender is often referred to as the “Swiss army knife” of essential oils for its wide variety of uses.

Lavender essential oil soothes cuts, scrapes, minor burns, insect bites, skin irritations, and dry or chapped skin.

It also calms the mind, relaxes the body and promotes a restful night of sleep.



13

Peppermint is a hybrid of spearmint and water mint and is made up of over 50 constituents.

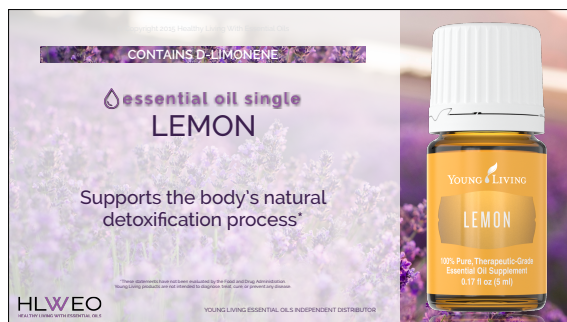
Like Lavender, it too, has a wide variety of uses.

Peppermint essential oil is not the same as peppermint extract. Essential oil is roughly four times as concentrated as typical peppermint extract, which is liquid alcohol flavored with peppermint.

Just one drop of Young Living Peppermint essential oil delivers the effectiveness of 26 cups of peppermint tea.

Peppermint essential oil is invigorating and stimulating. It increases energy and exercise performance as well as improves concentration, clarity and focus.

Peppermint essential oil also supports appetite control and healthy weight management and relieves occasional nausea and motion sickness.



14

Lemon contains d-limonene, an antioxidant extensively studied for its ability to support the body's natural detoxification process.

For those seeking optimal health, not only do we want to reduce the number of toxins we are exposed to, like those found in our food, water, personal care and cleaning products, we also want to support the body's ability to eliminate toxins.

A lot of detox programs suggest drinking lemon juice, but the juice has very little d-limonene, as it is found in the rind.

Remember, citrus oils are cold pressed from the rind, making them a rich source of d-limonene. Lemon essential oil is 68% d-limonene.

Lemon essential oil is refreshing, cheerful and uplifting. It promotes emotional well-being and may help alleviate the occasional blue mood.

Lemon also has cleansing properties. It is a natural goo-gone and removes grease spots from clothes and adhesives from hard surfaces.



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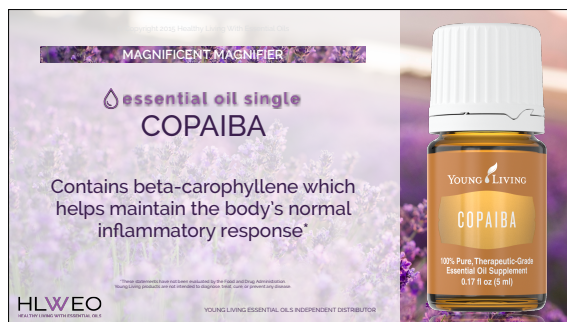
Frankincense is mentioned in one of the oldest known medical books, dating back to the 16th century. It was one of the most prized oils in Biblical times and still is today.

For every pound of Frankincense essential oil that is distilled in the world, twelve pounds are sold. That means there's a lot of "fake frank" on store shelves.

Frankincense essential oil comes from our partner farm in Somalia. The resin is harvested on the sunrise side in February and the sunset side in August. The resin is then distilled at our distillery in Dubai.

Frankincense essential oil supports healthy skin and improves the appearance of moles, skin tags, wrinkles, age spots and areas of hyper-pigmentation.

Frankincense essential oil increases spirituality and inner strength. It also balances moods and emotions.



16

Copaiba essential oil was used as a traditional folk medicine for nearly 800 years and is still sold in Amazonian pharmacies. It is sometimes referred to as Copal. It was also listed in the US Pharmacopeia for topical and oral use, from 1820 to 1910.

Copaiba essential oil is extracted like maple syrup. The tree is tapped and the resin that comes out, is then distilled to produce essential oil.

Copaiba essential oil has the highest concentration of a constituent called beta-carophyllene, which helps maintain the body's normal inflammatory response.

Copaiba essential oil is known as a magnifier — use Copaiba with other essential oils, to magnify their effect.

Copaiba is the last of the single essential oils found in the Premium Starter Kit.

The next five essential oils are blends. First up is Thieves essential oil.



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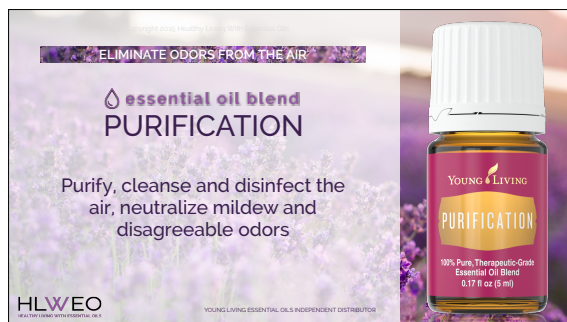
Thieves essential oil is amazing for keeping you feeling good when everyone else around you seems to be getting sick.

Thieves was created based on the research about the four thieves in Marseille, France, who covered themselves with cloves, rosemary, and other aromatics while robbing plague victims. After they were caught by the authorities, they traded their health-keeping secret for a lesser sentence.

Thieves essential oil supports the immune system and helps maintain normal blood sugar levels.

Thieves essential oil is so popular that Young Living has a whole line of products using this oil blend—toothpaste, mouthwash, hand soap, household cleaner and more.

I'll tell you how you can get an awesome kit, that includes all of the Thieves products, through our customer loyalty program called Essential Rewards, at the end of class.



18

Purification essential oil is fantastic for removing stubborn odors, whether it be cooking odors, smelly shoes or a stinky garbage pail.

Purification is a blend of Citronella, Lemongrass, Rosemary, Tea Tree, Lavender and Myrtle essential oils. These essential oils, combined, disinfect and clean.

Citronella essential oil is a natural insect repellent, making this blend also ideal for enjoying the outdoors “annoyance-free”.



19

A healthy digestive system is important for overall wellness and has been found to lead to better health, positive emotions, stronger immune function and even makes it easier to manage weight.

DiGize essential oil supports healthy digestion and alleviates occasional gas, pressure, fullness, and bloating.

The essential oils in DiGize act as enzymes, which aid in breaking down food and enhance nutrient absorption.

DiGize essential oil before and/or after meals supports healthy digestion, may provide relief from occasional heartburn, and alleviates occasional stomach discomforts.

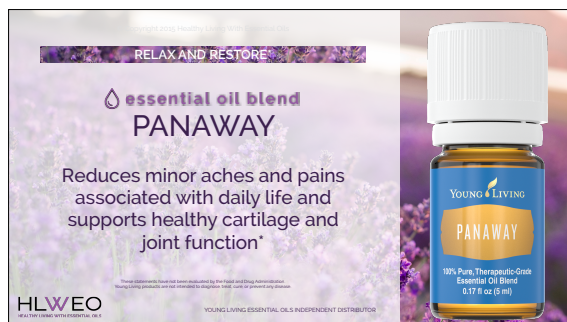


20

R.C. is a fantastic blend of 10 essential oils, including Myrtle, Marjoram, Pine, Lavender, Cypress, Spruce, Peppermint and three unique varieties of Eucalyptus.

Together these essential oils work to support clear nasal passages and healthy respiratory function.

R.C. essential oil is one of those oils that some people need everyday and others need on occasion. This is an awesome essential oil to always have on hand.



21

PanAway essential oil is great for reducing minor aches and pains associated with daily life. It also supports healthy cartilage and joint function.

It smells wonderful and has a warming sensation.

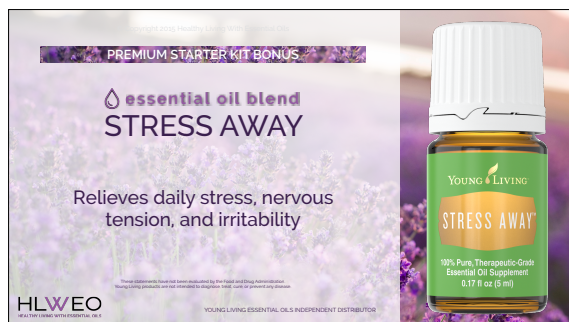
In addition to Wintergreen, which I'm sure you smell, PanAway contains Helichrysum, an essential oil that supports normal tissue regeneration.

Young Living controls about 90% of the world's production of Helichrysum through our partnership with the Croatian government and our partner farm in Split, Croatia.

That concludes the ten essential oils in the Premium Starter Kit.

Out of curiosity, how many of you said to yourself, "I could use that one" to at least one of the essential oils we shared? How about two or three or five?

There is actually one more essential oil to share and it is my personal favorite. This is a bonus essential oil that comes in the Premium Starter Kit.



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Can you guess what this blend is for?

As you might expect this is a super popular essential oil blend.

Stress Away is a blend of Copaiba, Lime, Cedarwood, Vanilla, Ocotea, and Lavender essential oils.

It helps relieve daily stress, nervous tension, and irritability.

I don't leave home without my Stress Away essential oil.



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Before I tell you how you can get all these awesome essential oils I have one final thing to share. The Premium Starter Kit also includes two sample packets of our amazing antioxidant drink.

Who knows why antioxidants are important?

To understand what antioxidants are, we first have to understand what oxidants are. In the most basic terms, oxidants cause things to rust. We've all seen a rusty nail, right? When it comes to our cells, we are all getting rusty.

Living in a modern world, we are exposed to many oxidants, like pollution and pesticides. They cause our cells to age and contribute to declining health and disease.

This is why we need antioxidants. They keep us healthy and looking and feeling young.

Just one ounce of NingXia Red delivers the antioxidant equivalent of 73 strawberries, 130 tomatoes, 34 onions, 22 carrots, 93 apples, 100 oranges, or 814 blueberries.

I start everyday with a shot of NingXia Red.

Now, who's ready to get started?

You can get started using Young Living Essential Oils in one of two ways, ordering as a Wholesale Member or as a Retail Customer.



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Ordering as a retail customer is pretty straightforward. Retail customers create a retail account and pay full retail price. I do not recommend ordering as a retail customer.

Instead, I recommend becoming a Wholesale Member. As a wholesale member, not only will you receive a 24% discount off retail price on every Young Living product, you also have your choice of two Starter Kits.

This makes it easy for you to get started using Young Living Essential Oils right away.

Wholesale members have the option to sign-up for our customer loyalty program called Essential Rewards. This monthly program comes with huge benefits, like reduced shipping costs, reward points you redeem for free products, and reduced pricing on exclusive Essential Rewards Kits. This is an optional program for wholesale members, but it's a great way to get your hands on the Thieves products I mentioned earlier or your monthly supply of NingXia Red.

As a wholesale member you are considered an independent distributor. Which means when you share Young Living with friends and family, you can earn a little extra money. Or a lot of money.

The cool thing is, you don't need to be an expert in essential oils, you just need to be willing to share their value with the people you know.

We do that every day anyways. Who here can recommend a good book to read, movie to see, restaurant to dine at? We all can, right?!

As a wholesale member there is no monthly order requirement and there is no obligation to "do the business."



25

All wholesale members get started by ordering a Starter Kit. We have two options.

The first option is called the Basic Starter Kit. It's \$45. I don't know anyone who's started with this kit, but it's available.

You get a bottle of Stress Away, ten sample sachets with 6 or so drops of essential oil along with the NingXia Red samples and some information. Basically you are paying \$45 for your wholesale membership.

The Basic Starter Kit does not include a diffuser or the ten essential oils we shared today.



26

The second option is the Premium Starter Kit. This is how I got started with Young Living as well as most of the people I've shared with.

What's really cool for you, is Young Living just revealed a new Premium Starter Kit, with gorgeous updated packaging, four diffuser options and something called flex oils.

As a new wholesale member you are one of the first to experience the new Premium Starter Kit.

This kit includes ten 5 ml bottles of essential oils, Lavender, Lemon, Peppermint, Frankincense, Copaiba, Thieves, Purification, Digize, R.C., and Panaway, the bonus essential oil, Stress Away and 2 packets of NingXia Red. Along with 10 sample sachets, 10 sample drams, 10 sample cards, a roll-on and your choice of 4 diffuser options.

All of the Young Living diffusers are awesome and operate much the same way. Your choice may depend on features, look or price. Let's quickly go through each diffuser.

The Dewdrop Diffuser is designed to diffuse with four hours of continuous diffusion, automatic shut-off, and an ambient light that turns on or off. The Premium Starter Kit with Dewdrop Diffuser is \$160. If you were to purchase the items in this kit separately it would cost \$242.



27

The Home Diffuser is a basic diffuser with constant and intermittent diffusing options. It will diffuse for 5 hours on the intermittent option or 2.5 hours with constant diffusion. The Home Diffuser has a soft light on the top that can be turned on or off. The Premium Starter Kit with Home Diffuser is \$160. If you were to purchase the items in this kit separately it would also cost \$242.



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The Bamboo Diffuser is a sleek looking diffuser with a soft light on the bottom that can be turned on or off. It will diffuse for 1 hours or 4 hours with automatic shutoff. The Premium Starter Kit with Bamboo Diffuser is \$170. If you were to purchase the items in this kit separately it would cost \$263.



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The Aria Diffuser has soothing built-in sounds from an internal speaker. You can even plug in your own music. It has a maple base and glass dome along with 5 soft light settings. Diffusing options include 1, 2, and 3, hour settings and automatic shutoff. The Premium Starter Kit with Aria Diffuser is \$260. The wholesale price on this diffuser alone is \$225. This Premium Starter Kit is a steal!



30

Who remembers what essential oils are?

Essential oils are the aromatic, volatile liquid, found within many shrubs, flowers, trees, roots, bushes and seeds.

They come from plants, right?!

All plants have a natural life cycle and are harvested and distilled when they are ripe with essential oils. Our unwavering commitment to quality means we won't accept essential oils from an oil broker simply to have it on our shelf. Instead we patiently wait.

Young Living hopes to never go out of stock of the essential oils found in the Premium Starter Kit, but if that happens, we rely on what's called our Flex Oils.

In the event of supply constraints, there are five other awesome essential oils a member may receive in place of one of the essential oils found in the Premium Starter Kit.

The Flex Oils include AromaEase, Orange, Lemongrass, Tea Tree, and Citrus Fresh.



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Thank you for coming today. I hope you learned some new things and feel empowered to start experiencing the benefits essential oils offer. I can get you started with your choice of Premium Starter Kit and Diffuser right over here. I know some of you may want to add a few of the other more targeted essential oils to your order, I can help you with that as well.

As a new member, I have a lot of support for you.

Our team has an exclusive, members-only, online community. This is your place to read and share testimonials, learn from others and connect with me as you start using essential oils.

When you are ready to start sharing Young Living with friends and family, we also have an online private business and leadership forum. And for those who are serious about launching their business, we have a 4-week training.

I know I packed a lot of information in our time together. I encourage you to review the notes in your participant guide.

How many friends or family members came to mind when we were talking about the essential oils? Did you write them down? I encourage you to bring them to my next Discovering Essential Oils class on _____ or _____ .

I'm going to help those who want to order their Premium Starter Kit over here right now, but I'll be around as long as necessary to answer questions.

Thank you again for coming to learn about Young Living Essential Oils.