

# Essential Oils: Introduction

Notes for your reference

## Welcome

Introduce yourself and have everyone attending say a little something about his or her self (where from, what brought them here, etc.).

## Topics that will be addressed:

- What are essential oils?
- Young Living' s Purpose
- What is “Seed to Seal?”
- The Premium Essential Oil Collection
- How to Order and Membership
- Essential Rewards
- Young Living Family and Support
- Questions and Responses

## Necessary Disclaimers

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#### **What are essential oils?**

Essential oils are aromatic volatile liquids distilled from shrubs, flowers, trees, roots, bushes, and seeds. Essential oils are very complex: each one may consist of hundreds of different and unique chemical compounds. Moreover, essential oils are highly concentrated and far more potent than dried herbs. The distillation process is what makes essential oils so concentrated. It often requires an entire plant or more to produce a single drop of distilled essential oil. Young Living takes great care in the methods used to extract these oils.

Essential oils are also different from vegetable oils such as olive, grapeseed, coconut, and sunflower oils. Essential oils are not greasy and do not clog the pores like many vegetable oils can. Vegetable oils can become oxidized and rancid over time. Most essential oils, on the other hand, cannot go rancid. However, it is important to understand that, if not distilled properly, pressed and essential oils high in plant waxes such as patchouli, could go rancid over time, particularly if exposed to heat

for extended periods of time. This is why Young Living's "Seed to Seal" promise is essential.

Essential oils are substances that definitely deserve the respect of proper education. Users need to be fully versed in the chemistry and safety of the oils. You are encouraged to explore the many resources available to you on the subject of essential oils.

## Essential Oil Safety

Essential oils are potent gifts from nature that can often be more powerful than expected. In order to prevent misuse of these precious oils and ensure their maximum benefit, Young Living Founder and CEO D. Gary Young, working with Director of Global Education and Health Sciences Dr. Lindsey Elmore and other product experts on her team, created a helpful safety guide at the website address shown below. Please refer to it to learn the basics of essential oil use, how to handle skin sensitivity, and other valuable information.

A few important tips:

- You should never place essential oils inside the ear.
- You should never place essential oils near or in the eyes.
- Please learn about the proper methods and ratios for diluting essential oils.
- Some essential oils are more "hot" to the skin than others. Learning more about this and other sensitivity issues are important.

- Always read the essential oil labels for further information and usage.

[https://www.youngliving.com/en\\_us/discover/essential-oil-safety](https://www.youngliving.com/en_us/discover/essential-oil-safety)

## Young Living's Purpose

- Bringing greater wellness and abundance to people all over the world.
- Young Living takes the stewardship of our planet seriously.
- Their state-of-the-art production process brings you the purest oils on Earth.
- Young Living offers a promise of purity from “Seed to Seal.”

## Growth Facts

- In 2014, Young Living launched 21 new products, 13 of which are new essential oils.
- In 2014, their active members and sales more than doubled.
- Young Living essential oils come from over 50 different sources and are all worthy of the “Seed to Seal” distinction.

## “Seed to Seal” Purity Promise

Young Living believes that you deserve products that are genuine, free of synthetic chemicals, and of unmatched purity. Seed to Seal is both a promise to you and a reflection of their sense of global stewardship. Through each step of Young Living’s production process on both their own and partner farms, they use the most exacting standards possible to make their products, your life, and the earth better. Only one company can make the Seed to Seal promise. Only Young Living.

### Seed

Powerful, effective essential oils come from seeds and plants that are verified for their essential oil potential by Young Living experts, partnering with university experts.

### Cultivate

Young Living farms, located around the globe, are dedicated to perfecting the best growing and harvesting methods. Their experts also travel the world visiting Young Living’s co-op farms to verify that their growing and cultivating processes match Young Living’s high standards. These operations provide an ongoing source for essential oils that meet Young Living’s demanding quality standards.

### Distill

Combining ancient and modern techniques, Young Living is recognized as an innovator in essential oil distillation. They use a gentle, proprietary technique for steam extracting the most effective essential oils, as well as using cold pressing and resin tapping methods for select oils.

## Test

Young Living never accepts diluted, cut, or adulterated oils. To guarantee consistent quality, their oils are tested in Young Living's own internal labs, as well as in third-party facilities, to ensure that they meet stringent specifications, exceed international standards, and contain the optimal levels of natural bioactive compounds.

## Seal

Young Living completes the Seed to Seal process in its 107,000-square-foot facility in Spanish Fork, Utah. Using state-of-the-art equipment, each essential oil is carefully bottled into protective amber glass bottles—ready to be shipped to members worldwide.

## Lavender

Lavender is highly regarded as one of the most versatile essential oils. Its refreshing scent is calming and brings a sense of peace and harmony.

Diffuse for a comforting and calming scent.\*

Diffuse, directly inhale, or apply topically.

## Peppermint Vitality

Peppermint Vitality essential oil has a bright, cool flavor, with benefits that include gastro-intestinal comfort and normal digestive support, in addition to its great taste.\* It is a key ingredient in the oil blend, DiGize. Take as a dietary supplement.

## Lemon Vitality

Lemon Vitality can add a bright, dynamic flavor to many dishes. Use Lemon Vitality to add flavor to savory foods like fish and chicken or sweet foods like pastries and cakes. Add 1 drop in plain or vanilla yogurt. Top with fresh berries.

## Copaiba

Copaiba Vitality essential oil may promote wellness and can be an important part of a daily health regimen.\* Copaiba has a honey-like aroma and is native to Brazil.

Add to honey and warm water for a wonderful oil-infused tea. Add to a capsule and take daily as a dietary supplement.

## Frankincense

The earthy, balsamic scent of Frankincense has calming properties, which can increase spirituality and inner strength. Diffuse Frankincense during meditation for grounding and purpose. Applying this oil topically may help smooth the appearance of healthy looking skin.

Diffuse, directly inhale, or apply topically.

## **Thieves**

Thieves Vitality essential oil can support overall wellness and a healthy immune system \* with just a few drops.\* May contribute to overall wellness when taken as a dietary supplement.\*

Blend of: Clove, Cinnamon Bark, Rosemary, Lemon, and Eucalyptus Radiata essential oils.

## **Citrus Fresh**

The citrus oils work together to tone and smooth the appearance of skin making it a beneficial oil blend to add to your favorite lotion or carrier oil.

Diffuse, inhale directly, or apply topically.

Blend of: Orange, Tangerine, Grapefruit, Lemon, Mandarin, and Spearmint essential oils

## **Raven**

Raven is a cleansing blend of Ravintsara, Peppermint, Eucalyptus Radiata, and other essential oils. Raven creates a cooling sensation when applied topically to the chest and throat.

Diffuse, inhale directly, or dilute to apply topically.

Blend of: Ravintsara, Lemon, Wintergreen, Peppermint, and Eucalyptus Radiata essential oils

### **DiGize Vitality**

Use DiGize Vitality essential oil to help you enjoy each and every meal! This proprietary blend of Young Living essential oils is a great mealtime companion and addition to your wellness regimen. Add 1-2 drops to a gel capsule and take it as a dietary supplement every day - or whenever you need it.

Blend of: Tarragon, Juniper, Anise, Ginger, Fennel, Patchouli, Peppermint, and Lemongrass essential oils.

### **PanAway**

One of Young Living's best selling essential oil blend. Apply PanAway after exercise or to the neck and back anytime for a soothing and stimulating aromatic experience. Dilute and apply topically on location as needed or use in a massage.

Blend of: Wintergreen, Clove, Helichrysum, and Peppermint essential oils

### **Want Your Own Oils?**

When you join Young Living, you join a supportive global community of individuals who are passionate about natural, authentic solutions for themselves and their families. Young Living membership is much more than access to the world's purest essential oils and essential oil-infused products; it also offers:

- 24% off retail pricing on all Young Living products
- Opportunity to participate in one of the industry's most generous compensation plans
- The convenience of Young Living's completely customizable Essential Rewards autoship program
- Special recognition for your talents and hard work, such as several hosted retreats to beautiful locations around the world
- Ready to join?

## Membership Starter Collections

There are quite a few starter kit collections available to new members. For the purpose of this presentation, let's focus on the one that offers the best value, and offers the most functionality to help you truly "Get Your Oil On!" . . . the Premium Starter Kit.

The Premium Starter Kit (PSK) offers a \*selection of one of four diffusers, two of which are offered for a nominal upgrade cost. All four premium starter kits come with:

- 1 diffuser\* (diffuser of your choice, some with upgrade cost),
- Premium Essential Oils Collection (Lavender 5-ml, Peppermint Vitality 5-ml, Lemon Vitality 5-ml, Copaiba Vitality 5-ml,

Frankincense 5-ml, Thieves Vitality 5-ml, Citrus Fresh 5-ml, Raven 5-ml, DiGize Vitality 5-ml, PanAway 5-ml),

- BONUS Stress Away essential oil blend 5-ml,
- AromaGlide Roller Fitment,
- 10 Love It? Share It! Business Cards,
- 10 Love It? Share It! Oil Bottles,
- 2 NingXia Red 2-oz. samples,
- 1 ounce Thieves Household Cleaner sample,
- Product Guide and Product Price List,
- EO - Essential Oils Magazine, Essential Edge, and
- Member Resource Materials

## **Stress Away**

Stress Away is the first product to contain the unique combination of Lime and Vanilla pure essential oils. With an aroma that is the perfect blend of tropical and citrus, Stress Away is uniquely relaxing and comforting.

Blend of: Copaiba, Lime, Cedarwood, Vanilla, Ocotea, and Lavender essential oils.

## **The Three Diffuser Options:**

DewDrop, Rainstone (extra cost), and Aria Ultrasonic (extra cost)

## **Essential Rewards Program:**

(see included flyer and Essential Rewards Program FAQs)

## We Are Here For You (Why Join Our Team?)

- Guidance - Ongoing classes, workshops, and/or events & more to help you flourish
- Support - Just a phone call/e-mail/text away. We are here when you need us
- Communication - Stay connected with us via Facebook for updates, tips, and other information to learn more about Young Living products and/or grow your business

You've got . . . Questions? We've got . . . Answers!

\*Question and Answer period

## Let's Stay In Touch

This is where you include your contact information.