

Welcome To



Young Living



## Welcome to **Team** \_\_\_\_\_!

This guide will assist you with your wellness journey during your first few months of becoming a Young Living member.

The number one thing to remember is to take it slow. Seriously, all of this can become very overwhelming. It is highly recommended that even with this guide, you go slowly; take in one page at a time. Read it, read it again, then go back and highlight what you want to remember the most so when you flip through later, those key areas will jump out at you.

Becoming familiar with essential oils, Young Living products, and other oily information involved with this fantastic journey is deeper than you can ever imagine . . . however, it is a journey worth taking. Think of it this way . . . it can take a physician up to 6-10 years to learn enough to just begin to really branch out and work with patients . . . the depth of knowledge that comes along with whole body wellness can be just as intense so don't rush, don't feel like you have to know everything all at once . . . many very experienced "oil users" are still learning new facts, tips, and ideas every single day. The great news is that essential oils are easy to use.

Now, open up that bottle of lavender, take a few deep breaths and let's get started!

## Contact Information

Besides support outlets you will learn about in this guide, it is important that you understand **YOU** are one of my top priorities! Without you, I will not succeed in my journey for personal strength!

Therefore, I encourage you to contact me as often as you need to. . . it is important to me that you feel comfortable with any and all of the Young Living products! I will support you on your journey. . . whether it is for wellness, starting YL as a business, or both! I am here for **YOU!**

Sponsor's Name: \_\_\_\_\_

Sponsor's Contact Number: \_\_\_\_\_  
(I truly do welcome your calls!)

Sponsor's E-mail Address: \_\_\_\_\_  
(I also welcome your e-mails!)

Sponsor's Facebook or Recommended Facebook Group (or both):

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(Group Name)

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(Group's URL)

## Support

Nothing is more critical than understanding where, when, and who to contact when you need support.

If you have any questions whatsoever related to any of this, please call the member who sponsored you first (if it was not me). If that person is new and/or is unable to assist, please call me at,

\_\_\_\_\_ or email me at, \_\_\_\_\_.

I am always here for you.

If you are seeking out general information or just wanting to find information that others have to say about Young Living and/or essential oils, I highly recommend doing two things:

- (1) Attend as many classes/workshops as possible
- (2) Joining several Facebook groups

*Necessary Disclaimer: Please be sure to understand members giving information, advice, and/or instruction within Facebook groups are often just like you, they are not medical professionals. You should not use the information to treat/cure/heal or substitute or stop any recommendations and/or instructions you have received from a medical professional. Also, you should not use this advice for any medical issues you may have. Information you hear and read from members is strictly provided to help you so that you can enhance your knowledge to better educate and research these areas in order to make informed choices concerning your and your family's wellness.*

## Essential Rewards

If you have not already signed up for the essential rewards program, we encourage you to do so! Why? You can:

- Earn reward points that spend like cash to obtain Young Living products
- Receive reduced shipping rates
- Get priority over non-essential-reward orders
- Percentage of reward points increase as you remain in the program
- Leave the program at any time

To stay in the program, simply utilize products that equal a minimum of 50 product value (PV) points per month

Don't miss out on a single reward point!! Join Essential Rewards now!

Contact your sponsor (aka, upline) for assistance in joining the program or if you have further questions. Don't delay, ask as many questions as you need to fully grasp the benefits of this fantastic program. Ask about the new YL GO & YL GO+ program!

## Warm and Hot Essential Oils

You may have heard someone refer to an essential oil as “hot” but were not sure what it meant or which oils were considered hot. This section should help clarify this topic.

First, it is important to remember that not everyone “feels” everything the same way . . . so, what is “hot” for one may not be “hot” for another . . . if you are someone who does not consider some, one, or any of the listed oils as “hot,” then that is fantastic but it does not mean that the person you are recommending an oil to will not find it “hot” . . . so, even if it is not “hot” to you, you will still want to err on the side of caution and warn your prospective oil user that it may be “hot” to him/her.

### **What exactly does it mean when someone says an oil is “hot?”**

It means that particular oil may feel “hot” to your skin or spicy hot if used straight internally, or especially if it gets into your eye.

If you experience a “hot” sensation when using an oil, flush the area thoroughly with a carrier oil, such as a high quality, cold-pressed olive oil — this includes your eye. Do not flush with water as this will push the oil deeper and cause a greater depth of “hot” sensation to the area. Flush only with a carrier oil as the fat of the oil will draw the essential oil to it.

The oils listed here should be diluted 20/80 — 2 parts oil to 8 parts carrier oil — for example, mix 2 drops of oregano into 8 drops of olive oil.

**Young Living Single Essential Oils that are considered “hot” are:**

- Cassia
- Cinnamon Bark
- Clove
- Hyssop
- Lemongrass
- Ocotea
- Oregano
- Thyme

Again, not everyone “feels” the same so you may be someone who can handle any or all of these oils without diluting . . . just remember to err on the side of caution and allow those who are new to essential oils to know about the “hot” and “warm” oils so he/she can proceed with caution . . . start with diluting and work toward “neat” if he/she so desires.

The following single essential oils are considered “warm” — this means they may feel warm to the skin and/or mouth. You may want to dilute “warm” oils. They can also cause a burning or warm sensation if they get into your eye; if this happens, flush with a quality carrier oil, such as an organic, cold-pressed olive oil. Do not flush with water, as water will push the oil deeper. Essential oils “attach” to the fat in a carrier oil.

**Single Essential Oils considered “Warm” are:**

Angelica	Fleabane	Myrtle
Basil	Frankincense	Nutmeg
Bergamot	Sacred	Orange
Benzoin	Frankincense	Palmarosa
Western Red	Geranium	Palo Santo
Cedar	Ginger	Black Pepper
Cardamom	Goldenrod	Peppermint
Citronella	Grapefruit	Pine
Cistus	Helichrysum	Ravintsara
Clary Sage	Juniper	Rosemary
Coriander	Laurus Nobilis	Sage
Cumin	Lavandin	Spanish Sage
Cypress	Lemon	Spearmint
Dill	Lime	Spruce
Dorado Azul	Mandarin	Tangerine
All Eucalyptus	Marjoram	Tarragon
Douglas Fir	All Melaleuca	Tsuga
Idaho Balsam Fir	(except Q)	White Lotus
White Fir	Mountain Savory	Wintergreen

## What to do if oils get in your eyes?

This happens more than you think. For example, you may be rushing around one morning, apply an oil to your neck, knee, or other body area. You forget you applied the oil, your eye is dry/itchy, you rub your eye, and “hello,” you suddenly remember you have oil on your fingers. First, do not panic. Second, do not flush with water – the water will drive the oil deeper into your eye. Instead, use a carrier oil, like olive oil, and flush with the oil. Remember to use clean hands. The essential oil will adhere to the fatty oil and will soak it up and out of your eye. Then, you can wash with warm soap and water as usual.

Remember, essential oils should never be applied inside the ear or eye.

## Empty Bottles

There are several things you can do with your empty essential oil bottles. Here are just a few ideas:

(1) Save them to use for display. It is better to pass around an empty oil bottle than a full one. The scent will still be in the bottle and if someone accidentally walks away with the bottle you will not be out anything.

(2) Fill with your favorite carrier oil and 10-20 drops (5 ml/15 ml) essential oil and top with a roller fitment . . . instant roller bottle.

(3) Take a large container (many use a large glass cookie jar) and fill about half way or so with Epsom salt. As your bottles become empty, place them in the Epsom salt container, and the Epsom salt will soak up any remaining essential oils in the empty bottle. Then you can add 1-3 tablespoons of the Epsom-essential oil mixture to your bath water.

## **Roller Fitments**

Having difficulty getting the roller fitments on and off your essential oil bottles? Never fear, there is a little trick that uses the black cap to quickly and easily put on and off the roller fitment. Type this link into your web browser to watch this short video, as it gives you a visual of how to do this:

<https://youtu.be/japJ-aD-t6E>

## **Toothpaste**

Tip: If you remove the lid you can squeeze out quite a few more rounds of tooth brushing from the tube. Typically another 1-2 weeks worth of toothpaste! This is especially true with the AromaBright tube.

## Oils and Plastic

You should never, ever place your oils in a plastic container. The essential oils, especially citrus oils, will eat through the plastic. You may also hear someone say that, “well if the oils eat through plastic can you imagine what they are doing to your body?” The problem with this “logic” is that humans are not made of the same chemical composition as plastic (thank goodness) so that is like comparing apples to oranges.

## Virtual Office

If you have not done so already, please log into your virtual office. This is where all of the Young Living information and ordering takes place. The link to get to the virtual office is:

<https://www.youngliving.com/vo>

If you need help setting up your virtual office, check out this video tutorial: <https://vimeo.com/106766262>

Once you are logged into your virtual office, go to “member resources,” then go to “virtual office training” -- located toward the middle bottom of the page under “Resource Categories.” There are a lot of great videos that will help you become a pro at navigating your virtual office.

Ensure you discuss compliance with your YL sponsor. You will want to become familiar with what we can and cannot say when we market Young Living products. There are federal guidelines that regulate claims we make when marketing. This is very important as it protects Young Living and you.

## **Keeping Oily Notes**

One of the tasks we did when developing this booklet was to ask new members that had been with Young Living for several months, “what were a few things they wished someone would have suggested to them when first starting with Young Living?” One response came up multiple times. So, here is the tip:

Get or obtain a notebook that you can use exclusively for Young Living. Keep notes about which oils you want to try and for what purpose. Many members state they order an oil and by the time it arrives they forget what the oil was supposed to be used for . . . if you have the notebook, you can quickly look this up.

## **Layering Oils**

Some oils complement others. If at all possible, be sure to obtain an essential oil guide that will help you understand which oil complements which oil. For instance, after a regular workout, rubbing a drop of lavender oil on the legs and then following it up with

PanAway essential oil blend creates an aroma that is soothing and calming. The two oils complement each other very nicely.

## **Photosensitive Oils**

There are quite a few essential oils that can make your skin more susceptible to sunburn. This is especially true of citrus oils. Always read the label and be aware of photosensitive oils.

## **Sales Tax**

The percentage of sales tax is based on your state. The amount taxed will be the retail price of the product. If you are a wholesale member you will pay the wholesale price, but the tax will always be based on the retail price of the product. Rest assured, Young Living does not keep (or profit from) any tax. These taxes are paid to the state to which the oils are shipped.

## **Support Groups**

There is a lot of support for you in terms of Young Living as a business and/or using the products. Contact your sponsor for more information about local classes/workshops/events. Also, be sure to ask if your team (or your sponsor's upline team) has a Facebook group you can join. You can also join the Facebook group called "Oil Talk" found at: <https://www.facebook.com/groups/OilTalk>

The “Oil Talk” group is a closed group exclusively for Young Living members. The discussion is kept strictly compliant and often features a daily review of a Young Living product.

## **Marketing Material**

If you decide to take your “oily” journey beyond a personal use and into a business venture, you will want to obtain some marketing material. You will need to understand how to share Young Living the right way and remain compliant when using marketing material. One way to ensure you remain compliant is to use the marketing material provided by Young Living. You can find booklets, graphics, and other materials in your virtual office under member resources. You can also find booklets to order under “quick order” or through your essential rewards order under the “opportunity” category; then, look under “business tools & aids.”

You can also find a lot of free marketing material to print at home on The Oil Posse’s website at: <https://www.theoilposse.com> You will find free flyers, PowerPoint presentations, brochures, and so much more.

***Again, welcome to the wonderful world of Young Living and essential oils. “One of the greatest BLESSINGS in life is to be a blessing to others” . . . I am here for YOU!***

## **Important Phone Numbers & Email Addresses**

**Taxexempt@youngliving.com** - Name Change (add/subtract a co-applicant, change to/from a business name, fix misspelling... etc.)

- Tax Exemption questions/requests
- 1099 Questions
  - SSN questions/concerns/corrections
  - To enroll a legal trust account

### **Resolutions@youngliving.com**

- Sponsor changes after 5 days of enrollment
- Sale or transfers of organization
  - A death of a member
  - Direct deposits
  - D Gary Young Foundation commission donations
- Commission check releases
  - Commissions queries/questions

### **Conduct@youngliving.com**

- Report any evidence of policy violations
- Questions about policies and procedures
- To request educational tools about Young Living Policies and Procedures

**Duplicates@youngliving.com**

- To resolve or report a duplicate accounts situation (husband/wife, personal/business, same household, etc.)

**Professional@youngliving.com**

- Questions about Professional Customer Accounts
- To apply for a Professional Customer Account
- To place an order for a Professional Account

**Custserv@youngliving.com**

- General Young Living Questions
- Account information
- Manage/update account information
- Place a regular or autoship order
- Promotion questions
- General Compensation Plan Questions
- Set up a return

If you have any questions or situations that are not on this list you are always welcome to contact our

**Member Service department at 800-371-3515**

for immediate assistance.