



*the guests are and what you know about them. Listen to “Instant Customer Goldmine” from Dani Johnson for more detailed information).*

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*(If there are 2 presenter, 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 find natural solutions to health concerns, look and feel better, and have a clean, chemical-free home and body. 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 me, and many friends and family members, to save money on household and personal care products, and have more energy and overall better health! Prior to getting started with Young Living, I . . . *(tell product story – build in lot’s of “me-too’s” by using phrases like, “I found myself spending a fortune on buying a different chemical product for every conceivable need, and my bathroom cabinets were overflowing with products I never or rarely used. 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).*

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I want to share a few statistics and facts with you about chemicals in the home and your health. Did you know that Americans spend between 80-90% of their time inside, and that the average American home contains over 63 hazardous products? From antiperspirants to perfumes, from toilet bowl cleaners to over-the-counter

pain killers, from skin care products to “air fresheners” and candles with synthetic perfumes, Americans have been slowly poisoning themselves and their families with hundreds of chemical compounds that the body is unequipped to deal with.

Today, chronic illness of some kind plagues roughly half of the adult population in America, and now we’re seeing more children with compromised health. A less-than-healthy lifestyle is responsible for most of this illness, and that includes frequent exposure to toxic substances in our own homes. We consume toxic beverages and foods. We breathe in chemical vapors from our household cleaners, and we absorb chemicals into our skin as we shower and brush our teeth.

Unfortunately, most of the natural solutions out there simply don’t work as well as the ones with chemicals.

But if there was a way for you to get the kind of results you are used to getting with synthetic chemical products, and BETTER, while using substances that are SAFE, NATURAL, and HEALTH-PROMOTING, would you at least want to give it a try (*raise hand*)?

And what if you could save money using these natural substances? Does that appeal to anybody (*raise hand*)?

Young Living is a 21-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, Peru, Croatia, and Oman! Young Living is currently doing business in almost *every nation* around the globe, and is among the *fastest growing* direct sales companies in the U.S. with about 100,000 joining each month in the U.S. alone! Our company was founded by Gary Young, who has invested 34 years in the research and development of essential oils. Together with his wife Mary, he is continually blazing new and exciting trails all over 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. 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 substances from the plant's immune system and other natural protective chemicals, and you super-concentrate it, what you end up with is an essential oil! Young Living is the largest worldwide grower, distiller, and distributor of therapeutic-grade essential oils, and has the 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!

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*(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.*)

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Next we're going to go through different ways to use essential oils that will have a positive impact on your home, your health, and well-being! Go ahead and take notes on this sheet I'm passing out. (*Pass out handout*)

OK, are we ready? The first way to use essential oils is **AROMATICALLY**, breathing them in through our nose. Essential oils can purify the air naturally and their aroma can have a positive impact on our mood and overall well-being. There is a great deal of research on the aromatic use of essential oils available. If someone has a smart phone, go ahead and do an online search for “*inhale essential oils*”.

**You can diffuse essential oils in your home.** Diffuse Purification oil to naturally improve the aroma and quality of the air in your home without all those nasty chemicals. It contains pure citronella, rosemary, lemongrass, tea tree, lavandin, and myrtle essential oils. Purification oil can help clear the air of cooking smells, paint and other chemicals, bathroom and litter box smells, and more! (*pass around Purification oil*) (*demonstrate how to use your diffuser*). Make a homemade Purification oil spray and keep it in bathroom or close to a litter box to neutralize odors. You can also spray it on stinky sneakers or in musty closets. Just add about 20 drops of Purification oil to a 4 oz. glass spray bottle filled with distilled water, shake, and spray!

The next oil I love to diffuse is R.C. oil, which contains a few varieties of eucalyptus oils, and is great to diffuse to provide a stimulating, soothing aroma that people especially love in the cold winter months. (*pass around R.C. oil*) You can also add a couple of drops of R.C. oil to a bowl of hot water, then lean over the bowl with a towel over your head for several minutes. You can place a drop of R.C. on your pillow before bed. For babies and young children, you can apply a drop to bedding but make sure it's several inches from where they lay their head. If you would like to learn more about this oil, do an online search for “*eucalyptus oil benefits*”.

Diffuse lavender oil at bedtime as its aroma has a calming effect and can help promote restful sleep. It's great for all ages – from tiny new babies to the elderly! Diffuse lavender oil in the Spring months to give your home a springtime ambiance. (*pass around lavender oil*) The aroma of lavender oil can soothe stressful moments, and diffusing lavender oil promotes a peaceful ambiance. You

can almost never go wrong with lavender oil! Instead of using perfumed dryer sheets, you can make a Lavender oil spray and lightly mist linens and clothing fresh out of the dryer. Make this just like the Purification oil spray, only use about 20 drops of lavender oil instead!

You can **inhale essential oils from the bottle**. Use your hands as a natural diffuser with frankincense oil to help promote a feeling of meditation and a prayerful atmosphere. (*pass around frankincense oil*) Inhaling frankincense as well as lavender or Stress Away oil can help stress to melt away and promote a happy mood. Put a drop of any or all of these oils on your hands, circle your hands together, then cup your hands over your nose and inhale the delicious cocktail! (*pass around Stress Away oil*)

Diffuse essential oils in your car rather than using toxic car air “fresheners” with fake fragrances. This will help the interior of your car smell fresh and clean, and do your body good at the same time! You can buy special car diffusers or just put a few drops of your chosen oil on a tissue or a wooden clothespin, and place in or clip to the car’s AC vent!

Remember - with every therapeutic-grade essential oil that you inhale, you are uplifting your mind, body, and spirit! Not so with chemically-made perfumes and products that create a toxic load on our bodies! Did you know that burning a scented candle for one hour in your home has the same effect on your health as smoking a cigarette? If all you change in your home is diffusing and inhaling a couple of Young Living essential oils a day and get rid of your scented candles, air fresheners, scented waxes, reed diffusers, and perfumes, you will be significantly contributing to your health and well-being both in the short-run and long-run!

*(Share 6-8 testimonials on aromatic use of essential oils in the Premium Starter Kit throughout this section)*

The next way to use therapeutic-grade essential oils from Young Living is **TOPICALLY**, right on the skin. Sometimes essential oils can be used **neat**, or undiluted, on the skin. Essential oils have a small molecular size and are quickly

absorbed. When you apply an oil topically, it's in all the body's cells within 15-20 minutes, helping the body maintain optimal health at the cellular level!

Essential oils may be also be **diluted** with an organic vegetable oil such as coconut, almond, or olive oil – called a carrier oil – before topical use. In general, you should dilute most essential oils before using them topically on a baby or small child. And some essential oils such as oregano or cinnamon are “hot” or may irritate the skin when used undiluted, so they should usually be used diluted. Next, it's best to dilute an essential oil for topical use if it will be used over a large surface area such as in a massage.

Apply essential oils **right on the skin**. Rub a drop of R.C. oil neat or diluted over the chest in the winter months. Dilute for children. You can dab a bit over the cheekbones, avoiding the eyes. R.C. will invigorate and stimulate, and you won't want to be without it! Avoid using R.C. oil on the faces of babies and young children, as its eucalyptus aroma can be too strong.

Using oils **on our feet** can help our overall health. The pores on the feet are 4 times larger than elsewhere in the body, and the oils are quickly absorbed into all the cells in the body through the feet. Using an essential oil over the reflexology or Vitaflex point on the feet can be particularly powerful!

Apply a drop or two of frankincense or R.C. oils on the balls of the feet and toes where the reflexes for the lungs and sinuses are located. Apply PanAway along the arches of the feet where the spine reflexes are. Next, stimulate these areas with Vitaflex or reflexology. (*demonstrate if you feel comfortable doing so*)

Essential oils can be applied in a **massage**. For a relaxing massage, dilute lavender, frankincense, or Stress Away 20/80 or more in a carrier oil such as almond oil or Young Living's V6 oil and apply.

Massage a few drops of PanAway neat or diluted into the muscles after exercise. The larger the area you are massaging with PanAway, dilute it more as it is very strong and not much is needed. (*pass around PanAway*)

PanAway contains peppermint, wintergreen, clove, and helichrysum essential oils. Peppermint oil is naturally high in menthol, wintergreen oil contains methyl salicylate, clove contains eugenol, and helichrysum contains alpha-pinene. Look them up to learn more about these powerful natural compounds in PanAway!

Apply PanAway alone or with the other oils on joints. Apply a drop on the temples and neck to cool and soothe minor tensions. Would anyone like to try a drop of PanAway oil right now?

Essential oils can be applied in a **compress**, which further strengthens the impact of the oil. Use a cold or cool compress following a couple drops of PanAway for even greater benefit than topical application alone!

Apply a couple of drops of frankincense oil to the chest followed by a hot or warm wet washcloth, a layer of saran wrap, and a towel. This opens the senses and is soothing and grounding especially in the fall and winter months.

Many essential oils are renowned for their **beautifying effect on the skin!** Apply a drop of lavender or frankincense oil diluted in a quarter teaspoon of olive oil or a natural moisturizer to help clear up acne, reduce redness, and brighten the complexion. Frankincense has the added ability to help minimize the appearance of wrinkles, age spots, and other skin irregularities.

Lavender oil is a truly *essential* oil for skin health. Apply topically on site of any type of skin irritation, neat or diluted. Apply lavender oil diluted in coconut oil or aloe vera gel topically to help soothe summertime skin. If in doubt of which oil to use, try lavender oil!

Frankincense and lavender, as well as Stress Away, can also be applied neat or diluted topically on the chest, neck, or feet to help one cope with stress more



effectively. They are also lovely natural perfumes that enhance the health rather than detract from it like the chemically manufactured versions (*pass around Stress Away – anyone feeling stressed and want to try this one on?*)

Use the essential oils **in your bath** at home as well for a lovely, relaxing home spa experience! Dilute a few drops of lavender, frankincense, or Stress Away essential oils in ½ of Epsom salts or several Tablespoons of a carrier oil, then add to the bath water. The combination of the essential oils and magnesium in the Epsom salts will help relax your muscles and gently cleanse your body as they carry your stresses and tensions far away!

Do you like to spend time outside? Next time you venture into the **great outdoors**, spray your skin and clothing with the Purification oil spray we talked about earlier! Dab Purification oil neat on any outdoor skin irritations if you forget to wear it in the first place. As I mentioned earlier, Purification oil contains citronella and tea tree oils among others. Look them up online to learn more!

*(Share 8-10 testimonials on topical use of the oils in the Premium Starter Kit scattered throughout this section)*

The third way you can use Young Living's therapeutic-grade essential oils is **INTERNALLY** as dietary supplements. Internal use of certain Young Living essential oils can help support the systems of the body!

Some essential oils can be used right **in a glass of water**. Be sure to use glass – never plastic or Styrofoam! Add a drop or two of lemon oil to water for a refreshing drink that may also help with maintenance of a healthy weight. (*pass around the lemon or share lemon water with your guests*). Lemon and other citrus oils contain the component d-limonene, which you can look up online to learn more about. (*pass around lemon oil*)

Add a drop of peppermint oil to water to support healthy digestion. Go online to Google or Pubmed and type in "*peppermint oil*" to learn more about what science has revealed about this powerful plant! (*pass around peppermint oil*)

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You can use DiGize oil if an even more potent digestive-supportive effect is desired. DiGize oil contains peppermint oil as well as tarragon, ginger, juniper, fennel, lemongrass, anise, and patchouli essential oils. Add a drop or two of DiGize oil to water after eating a heavy meal or when travelling abroad. (*pass around DiGize oil*)

Add a drop of Thieves oil to water to support immune function. Thieves oil contains cinnamon bark, rosemary, clove, lemon, and eucalyptus oils. The eucalyptus oil can also help support proper respiratory health. I highly recommend looking up each of these essential oils online to learn more about how they can impact the body! Its spicy aroma and powerful therapeutic value for the immune system make Thieves oil a *must-have* for every family and household particularly in the fall and winter months! (*pass around Thieves oil*)

You can also add a drop of Thieves oil to a mug of hot water along with 1 Tbsp of raw apple cider vinegar and 1 Tbsp raw honey for an invigorating, immune-supportive beverage!

To support overall wellness, add a 1-3 drops of copaiba essential oil to your water. Copaiba oil contains some extremely powerful compounds, including beta-caryophyllene, alpha-humulene. Do an online search to learn more! (*pass around copaiba oil*)

In addition to adding essential oils to water, add a drop or two of lemon, peppermint, or copaiba oil to a small shot glass of Young Living's delicious nutrient infusion called **NingXia Red** to enhance its flavor and health-promoting properties! (*you may offer NingXia Red shots with added oils if you like*) You can also add a drop or two of Thieves oil to your NingXia Red to give your immune system a double-dose of goodness!

Essential oils can be **added to blank gelatin capsules** along with some olive oil and taken internally in this way as well. Di-Gize, Thieves, peppermint, lemon, and copaiba oils are all great choices for use in capsules.

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Essential oils are a lot of fun to use **in the kitchen!** Toss a few drops of lemon oil with steamed green beans or broccoli along with salt, pepper, and olive oil for a delicious and nutritious side dish! Add a few drops of lemon oil to hummus or yogurt and serve with raw veggies for a healthy snack. Add a drop of peppermint oil to Young Living's chocolate Pure Protein Complete shake to make a "chocolate thin mint" shake!

*(Share 5-8 testimonials on using essential oils in the Premium Starter Kit internally)*

OPTIONAL: Some other essential oils that are highly recommended include melaleuca or tea tree oil, which can help promote clear skin and is great to use on the feet. AromaEase has a nurturing aroma and is fantastic to apply on the belly. Orange oil has a bright and cheery aroma and flavor and is great for adding to water or smoothies. Citrus Fresh has a wonderful, clean aroma and can be applied topically on the skin to tone areas of excess fat such as the belly and thighs. Lemongrass oil is great to use in soups and other dishes, and can also be beneficial for digestion *(Share 1-2 testimonials of any of these oils).*

You have just learned the 3 basic ways to use Young Living's therapeutic-grade essential oils and seen how have worked for me, for \_\_\_\_\_, for \_\_\_\_\_. We would be here all week if everyone in just my group alone shared how they have been impacted by the oils!

I want to briefly emphasize that the results you heard about tonight were with Young Living oils. Has anyone here ever tasted Velveeta cheese before *(raise hand)*? Or has anyone here ever eaten a *fine European* cheese *(raise hand)*? Is there a *difference*? I used to use the cheap essential oils from the health food store, but after switching to Young Living, I can attest that they are truly the "fine European cheese" of essential oils!

Now let me tell you how I have personally saved hundreds of dollars using these products, while getting BETTER RESULTS than I even used to with synthetic products (share your story)!

OPTIONAL: Now, I want to take just a moment to mention another aspect of Young Living. This is not the primary purpose of our evening together, but I didn't want any of you mad at me later wondering why I didn't at least tell you about it.

How many of you have been negatively impacted by our economy over the past few years, or have someone close to you who has (*raise hand*)? How many of you have been cutting unnecessary expenses, and are looking for a way to save money (*raise hand*)? Who would be happy if (*raise hand*)?

We are looking for a few key people right here in (YOUR CITY) who are looking to save money on expenses they already have and improve their financial situation so they can make some extra money, pay off debt, plan for the future, or have discretionary money for vacations and a comfortable lifestyle even during a down economy.

(SHARE YL BUSINESS TESTIMONIALS FROM PEOPLE IN YOUR TEAM, OR USE THESE) - Rosemary Hyde got started in business with Young Living and her first month working her business she was able to make over \$600 on a very, very part-time basis. She is also able to write off \$100 per month in Young Living products, as well as household expenses such as internet and cell phone expenses. Within their first few months in business, Bob and Linda Martin from Ohio were earning an extra \$3,000/month with their part-time Young Living business. Jen Springer of North Dakota replaced her corporate income her first year working her Young Living business part-time. She fired her boss, and made 6 figures her second year in business with Young Living!

If you would like to know more about how to save money and profit from Young Living's cutting edge business model and product line, come and talk to me when we are finished tonight, and I will be more than happy to provide you with the  
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information you need on how to get started.

*(Share more product testimonials here if you omit the portion on the business opportunity.)*

Documentation beats conversation – our products really *do* change people’s lives, and we have a 100% money-back guarantee.

Today, you can get (most of) the oils we talked about today – that’s lavender, peppermint, lemon, frankincense, Thieves, PanAway, Di-Gize, R.C., copaiba, and Purification – in a kit called The Premium Starter Kit. In some cases, Young Living will substitute one of these oils with melaleuca, orange, lemongrass, or AromaEase. 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 essential oil diffuser valued at \$98.68 when you purchase this kit! *(if you want to promote the Bamboo or Aria diffuser, you may also do so here)*

Those who get this kit will also have the privilege of getting wholesale pricing on any Young Living products they purchase in the future, and it is the first step to take for those who are concerned with the economic trends in our country, and would like to explore the Young Living business opportunity.

This kit costs \$160 *(\$170 with the Bamboo diffuser, \$260 with the Aria diffuser)*, and either you *will* see dramatic results in your home and with your family with these essential oils and save money by not having to purchase a ton of new chemically-manufactured products for your body and home, or we will give you your money back!

Alternatively, essential oils 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).*

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No matter what we say, there are 2 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 feel better, look younger, and live longer right? I recommend that you test out an essential oil as a NEW CUSTOMER to Young Living 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 not only serious about using natural solutions for their home and body, but is ready to try our products *risk-free* right now! If this is *you*, then congratulations! And we want to help you get the most out of it. You will want to get our Premium Starter Kit. Again, this kit comes with each oil that we talked about tonight. You will also have the privilege of getting wholesale pricing on any Young Living products you purchase in the future and earning an income with Young Living if you so choose. When you purchase this kit, not only will you receive detailed information on how to use each oil, but you will receive the FREE bottle of 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! (Also pass out copies of price lists as well)

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 Thieves foaming hand soap, lemon oil, 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 sales pitch is over. Make sure they have product guides and price lists 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?”*

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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
- Diffuser (home, Aria, Bamboo, or Dewdrop diffuser)
- A copy of a blank handout for each guest
- Pens or pencils
- Order forms and price lists for everyone, at least a couple product guides
- Business opportunity forms (download from Young Living website)
- List of testimonials to share (while it's best to use stories from yourself and people you know, you may go to [www.oil-testimonials.com](http://www.oil-testimonials.com) and choose between hundreds of product testimonials).
- Gift for host/ess
- Something to raffle off
- A diffuser in action
  
- Table for display with tablecloth – HOST
- Styrofoam cup – HOST
- OPTIONAL – extra products to sell retail
- OPTIONAL – extra glass spray bottles for sale (you can get them at [www.abundanthealth4u.com](http://www.abundanthealth4u.com))

# How to Use Everyday Essential Oils

