



Product Guide Script

p. 2-3: Gary and Mary Young

- Young Living was founded by Gary and Mary Young over 20 years ago and they still ride at the helm.
- Gary is the pioneer in essential oils and Mary is the network marketing and business genius.
- mThe both have incredible stories of working in the fields, dry-walling distilleries, making phone calls themselves to build this business from the literally the ground up.

p. 4-5: Gary

- When Gary Young was introduced to oils in 1985, his life was hugely changed and because of that he really started studying essential oils and it became his passion.
- His dream at the time, the decision he made, was he wanted to see essential oils in every home in the world.
- Shortly after, he started farming and created Young Living Essential Oils.
- Check out the map now and you'll see we have farms, warehouses, and distilleries all over the world. Check out how

many countries have Young Living products! His vision is coming true! We really are getting the power of these amazing gifts from nature into every country!

- And the purpose is - lives will be changed. It is so exciting to be part of that process!

p. 6-7: **Seed to Seal**

- One of the many things that makes us so special and unique from all other companies out there is our Seed to Seal process.
- I want to go thru this a bit so you can know more about Young Living.
- Seed: We start with our seeds, making sure we use only the best.
- Cultivate: This refers to what we do to the soil before, during, and after planting. Gary actually adds oils to the soil to improve growth and plant quality. He sprays plants with oils instead of pesticides and they hand pull weeds. Part of cultivating is the harvest, too. Plants must be harvested at the precise time to ensure the plant yields the most constituents in its oil ~ the parts and pieces! Why is that important? Those constituents are what help us feel the way we do when we use the oils. Even altering harvest by a day or two can significantly alter how helpful the resulting oils is.
- Distilleries: We have distilleries all around the world. On our different farms and on some of our partner farms. When we pick our plants, at the best time so it has all of its parts and pieces, many variables can significantly alter the power of the oil. When you wait a day, or alter the temperature of the distillery by a degree, or let it sit in the distillery for a minute longer, it can significantly effect the number of parts and pieces. We have distilleries on the farms so plants can be distilled at precisely the right time to allow for the highest quality oil.

- Test: We test throughout the distilling process to find the best time to bottle with the highest constituents. Plus, we have 3rd party labs test the final product for the highest quality. We don't bottle oils that don't reach our standards.
- Seal: Your oils are set directly to you from Young Living, not from me or from Amazon or from eBay. And why is that important? You know it is the pure level Young Living quality.
- That's the Seed to Seal process.

Now, I wish there was one more here: Distribute. Because Young Living is a Network Marketing Business, a referral-based business, a relationship business, whatever you want to call it. That means we share friend to friend, mom to mom, person to person. And because of that, we are able to share with each other about the oils. Oils aren't common knowledge.

Did you know about essential oils before we started talking? The relationship and education part of this business makes it so unique and special. When you purchase a new product from anywhere, does someone from the company follow up with you? Do they make sure you are fully utilizing the product and getting the most out of your investment?

It happens with our community in Young Living. We personally call you to make sure you received your order and you know how to use your products. We also provide monthly educational tools you help you get even *more* out of your oils.

Because Young Living is a referral-based business, you also get a thank you check when you share your oils with others and they join us. Do you share other things you love? We all do! What other

company says thank you, much less sends you money for sharing their products? We love network marketing!

p. 8-9: **Around the Globe**

- Here you see all the farms over the world. When you get your kit, you'll receive this product guide and you'll be able to see and read for yourself all about them. I'm especially impressed with the sheer acreage dedicated to YL Essential Oils in the world. Do you know 28 oils would not be made if it weren't for Young Living farms? Young Living is the only company growing those crops in the world! Plants would literally be extinct without Young Living!

p. 10-11: **What Are Essential Oils**

- So, what are essential oils? The aromatic, life blood of the plant. The oils can come from flowers, seed, bark, leaves, each oil has different constituents. Each constituent does different things for the plants and they do different things in our body.

p. 12-13: How You Use The Oils This is why I love this type of sharing - person to person. We can teach you this! There are three ways you can use the oils — each oil is a bit different so be sure to read the label on the bottle.

- The first way to use the oils is Aromatically: Simply smelling them from the bottle gets the powerful molecules into your body. You can also place them on your hand as she is in the photo and sniff. You also receive a cool diffuser with your kit. Diffusers are a great way to fill your room with the power of essential oils! You'll want one in your living room, your bathrooms, each bedroom!
 - You are going to see places where they say this is all you can do. That's it! Just breathe them in. But with Young Living, we are a bit different! With the Seed to Seal promise,

we can do more with them. We can also use them topically.

- Topical: Many oils you can use topically. You can check the labels to see how to use them. You can put them almost anywhere- hands, neck, feet, belly- whatever feels right to you! Definitely avoid eyes and other mucous membrane areas and never drop into your ears. We also recommend diluting them. These are powerful oils and skin sensitivity happens. Simply combine them with a food grade carrier oil such as coconut, sesame, avocado. I put a few drops of the carrier oil into my palm and add a couple of the essential oil or oils.
- There are websites and FaceBook pages that will warn you- you can inhale them and you can use them topically but definitely don't take them internally!
 - But at Young Living, we're different! That Seed to Seal process make a difference! Peppermint is a food! It is meant to be ingested. Why would't we be able to eat it? We have products that are oils in a capsule! Such as Inner Defense pictured here!
- Internal: You will get peppermint in you kit and you can put it in your water or flavor your brownies with it!

So you can use the oils all 3 ways.

p. 16-17: **Young Living utilizes these Essential Oils in singles, blends, and a whole line of oil-infused products.**

- Click through all the oils: First you see the single oils. These are oils that have only one ingredient in them, one plant source. P. 31: Then we see the oil blends. These refer to all of the oils that are a mixture of more than one oils. Young Living has over 200 oil singles and oil blends! Can you feel

yourself getting excited about exploring and investigating them all slowly over time, finding what will best support you and your family's needs!?

- Stop paging at p. 43 with roll ons
- p. 52-53 At Home: They also have a whole series of products for use in your home.
 - p. 54-55: Such as a line of oil products for your pets,
 - p. 57: your kids
 - p. 61: Natural protection for your home. We LOVE YL cleaners! They are so non-toxic there isn't a safety warning on the bottle! And Young Living now has dish detergent and laundry detergent, too! I love knowing my babies are safe when they are cleaning with me!
 - p. 63: This is a special kit people who are in the frequent buyer plan get. It is chock full of everything you need to get yourself going in a non-toxic way!
- p. 65: Healthy & Fit:
 - Young Living has product lines to help in your athletic endeavors and nutritional needs.
 - p. 69: YL living also has a huge array of supplements that have the powerful addition of essential oils to make them even more useful and effective in the body.
 - p. 75: Young Living's Ningxia Red drink is their powerful anti-oxidant drink.
- p. 81: Personal Care Products: You can enjoy options for:
 - p. 83: Skin Care
 - p. 85: Bath and Body Care
 - p. 91: Hair care
 - p. 93: Oral Care

- Enjoy cleaner options for shampoos, deodorants, skin care, oral care, and so much more!

P. 95: **Sharing the Lifestyle:** What I am doing with you and what you will probably want to do with others is share the lifestyle! Share with others the amazing power of essential oils.

p 101: PSK

- Here is how most people get started with their Young Living Lifestyle. This is the Premium Starter Kit and it comes with 11 oils, a diffuser of your choice, samples to help you share with others and two servings of the powerful, antioxidant Ningxia Red drink.

p. 103: **ERs**

- You will also want to get started with the Essential Rewards right away to get the incredible benefits that the essential rewards program gives you.
- You get reduced shipping, points back to use toward future purchases, free products and more! Yep, it's awesome!
- While you can get any products in your essential rewards order every month, you can also get ER kits.
- My favorite kit includes Longevity (this supplement is the "anti-aging" supplement, chock full of anti-oxidants), 2 bottles of Ningxia Red (the powerful anti-oxidant drink), Life 5 (the good flora for our gut), Slique (water-blend and enjoy drinking more water. It also helps with appetite).
- And you will want one for each member of the family.

Comp. Plan

- Before we end, I just want to add one thing — Young Living offers a way for you to pay for your oils. Do you know any company that does that? It really is truly amazing.
- You could be one of the 92% who simply want to enjoy their Young Living products. OR you may choose to be one of the 8% get money by sharing your oils with others.
 - If you are here at STAR, what would \$70 a month mean for you? A little more self-care?
 - If you are here at Senior Star, now you are paying for your monthly oil addiction. Or maybe you are paying a utilities bill or car payment. How would that feel?
 - What about at the Executive level? How are vacations looking with an extra \$600+ dollars a month? Or your debt? Or college funds?
 - At the Silver level it could be the mortgage payment.
 - And at the Gold level we are moving into salary replacement income. How would that feel? Can you imagine walking away from your job?
 - What is even more powerful about this income is it is residual — it stays with you even if you decide you don't want to build anymore.
 - Intrigued? Be sure to chat with the person who sent you this video and have the conversation with them. You would be joining a powerful team of world changers all while helping people and making as much money as you decide you want to make!

Ready to get YOUR own oils?