

# COLLEGE 101 CLASS SCRIPT

## with Essentially Powerful and Simply Serendipity Oil Teams

### **CLASS HANDOUTS:**

- Wishlist (one for each guest)
- Body Systems Handout (one for each guest)
- Young Living Essential Oil Safety Guidelines (one for each guest)  
*on Biz FB page,*  
*[https://www.youngliving.com/en\\_US/products/safetyguidelines](https://www.youngliving.com/en_US/products/safetyguidelines)*
- Income Disclosure Statement (only one copy needed) *in Virtual Office* (*[https://static.youngliving.com/enUS/PDFS/income\\_disclosure\\_2013.pdf](https://static.youngliving.com/enUS/PDFS/income_disclosure_2013.pdf)* )
- Sharing YL the Right Way (only one copy needed, although you can print out multiple “loaner” copies for each guest) *in Virtual Office* (*[https://static.youngliving.com/enUS/PDFS/sharing\\_yl.pdf](https://static.youngliving.com/enUS/PDFS/sharing_yl.pdf)*)
- Monthly Promotions postcard (only one copy needed) in Virtual Office under “Member Resources” then “Business Center”.
- Invitations to your upcoming oil class (several for each guest to take)
- Love it! Share it! Handout (*We will attach it.*)

- “Keep on Hand”: recommended products for college students  
(We will attach it.)
- “How to Share” (We will give it to you.)

## HOW TO USE THIS SCRIPT:

This script has been written so that anyone can host a Young Living 101 class! Print out the script in its entirety and read through it at least once before presenting to familiarize yourself with the flow.

Anything in black is meant to be read out loud. Anything in **RED font** is an instruction for you, the presenter, and is not meant to be read out loud :)

If you find a phrase that doesn't resonate with you and your communication style, feel free to rework the wording to fit you and your voice... but please keep the flow and structure of the class the same each time. The class has been designed to take the guests through a “Day in the Life” of a Young Living user... and the flow of the script has been intentionally and mindfully designed!

If a guest comes to several classes, and hears the same flow and order of the script each time, they are much more likely to say, “I could do that!” because the script becomes familiar and comfortable to them. If you change the script and do it differently every time, very few people will want to start sharing, because it will feel too challenging.

If a team member comes to your class with a guest, please print out a copy of the script for the team member. You can give the script to them when they sit down and say, “Here's a copy of the script I thought you might like to follow along!”

The script mentions products from all the Young Living product lines. If the script references a product you do not yet own or use... you can simply point to the picture of the product in the Product Catalogue or on the Young Living website. Some of you may even want to take some time to find out where the products are mentioned in the Product Catalogue... and write down the corresponding page numbers in the script itself. If you are going to reference the Product Catalogue during the class, it may be helpful to ask a team member or guest to be your **“Product Catalogue Helper”** they can turn to the appropriate page in the catalogue when it’s time to share that product!

## **SET UP**

One fun way to let guests experience the Thieves Foaming Hand Soap (and clean their hands before touching the oils!) is to invite them to wash their hands in the bathroom before the class begins.

If you are putting out snacks, KEEP. IT. SIMPLE. Really. We can’t emphasize this enough! If you put out a Martha Stewart food spread, no one is going to be able to duplicate that! You want people to leave your class thinking, “I could do that” and most of us normal people can’t do Martha :) Save the over-the-top hostess stuff for family get togethers and holidays! And KEEP. IT. SIMPLE for your Young Living classes!

Please pick 1-2 snacks from this list... and call it a day!:

- Hummus (add some Lemon essential oil) and carrots sticks or cucumbers
- Salsa (add some Lime essential oil) and chips or crackers
- Fruit salad (add some Stress Away essential oil)

- Fresh water and/or sparkling water (you can have Lemon, Lime, Peppermint, Orange, Slique, Stress Away oils there for guests to add to their water, if they wish)

We recommend that builders keep a separate Premium Starter Kit that is reserved for the classes this makes it super easy to do a class anytime, anywhere! Keep all of your class supplies handouts, products, etc. in one box or tote so that it's easy to set up for a class. You do NOT need to pass around all the products that are mentioned in the script. Pass around what you have... and simply point to the other products in the product catalogue.

**\*\* We recommend that you keep the oils in your Premium Starter Kit arranged in the order they will be shared during the class!**

Ask one of your team members (if no team members are present, you can ask a guest) to be your "Oil Assistant" when it's time to pass the oils, they will they will take the oil out of the box, open the top, and pass it around. When the oil comes back around the circle, they will put the top back on and put it back into the kit.

## **INTRODUCTION TIPS:**

**This is very important! When introducing yourself at the beginning of the class, keep your introduction super brief and DO NOT PLAY THE ROLE OF EXPERT!** This means you don't want to mention any other career specialties, health degrees, certifications, or credentials in your introduction! This expert role will make your guests feel like they cannot share, unless they

have the same credentials as you! We want the guests to leave your class saying, “I could do that!” If they leave and feel like there’s no way they could host a class because they’re not an “expert” like you, then we’ve taken away their chance to share with others.

As your guests introduce themselves, and mention the change they’d like to see in their health and home, write down their responses. As you go through the script, you can let them know when you’re sharing a product that would be particularly supportive of their personal goal.

## COMPLIANCE TIPS:

# Health Wellness Vibrancy

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## Illness Disease Sickness

Throughout the class, you’ll want to keep things “above the line” (see purple graphic above). Meaning, focus on helping your guests maintain health/wellness/vibrancy... rather than solving their illness, disease, sickness, or medical problems. We are not allowed to “play doctor” and try to treat or diagnose or cure our guests... nor are we allowed to share our own personal oil testimonials IF THEY ARE NOT COMPLIANT. SO what do we do if a guest asks us a noncompliant question? Here are a couple of examples to help you out:

1. If a guest asks you about a specific medical condition that you have never heard of before (i.e. **“Do you have an oil that will help with my PCOS?”** ) you can say something like: **“Wow, I’m not even sure what PCOS is, and since I’m not a doctor, I’m not allowed to talk about that. But I can talk about**

**supporting different systems of your body. So, which body system needs support if you have PCOS? The digestive system... the respiratory system... the endocrine system?"** (let the person answer). **"Oh, OK... so you're wanting to keep your hormones healthy! So, let's look here at the Body Systems and the Supplement Cheat Sheet handouts to see which oils and supplements support healthy hormones!"**

2. If a guest asks you about a specific medical condition that you know about (i.e. Crohn's Disease) you can say something like: ***"I'm not a doctor, so I'm not allowed to talk about that. But we can talk about supporting the digestive system of your body. Let's look here at the Body Systems and the Supplement Cheat Sheet handouts to see which oils and supplements support healthy digestion."***
3. If someone asks you to share your own, noncompliant testimonials about a certain illness or disease, you can say: ***"I'm not a doctor, and the FDA will not allow me to share my own personal stories with you about that. You can see in this "Sharing YL the Right Way" document just how many things I'm not allowed to talk about when it comes to the oils. However, we recommend that you get your own essential oil Reference Tool just like I did that way, you'll be able to look this up and find your own answers as you learn how to use your oils. We'll talk about this more during the class."***

What if you're brand new to oils, and you don't know what all the oils do yet? NO PROBLEM! In fact, this is great! When we present an oil class, we are NOT doctors. And we are not here to solve anyone else's health problems, offer them a cure, etc. Being brand new is actually a blessing, because everything you need to share is right here in the script (including how to use the most popular products!). If someone asks a question that goes beyond the script information, you can point the guests to the

class handouts... and tell them that once they have their own reference tools, they will be able to do their own research and find their own solutions! Make sure they know that our team FB page and resources will be available to them as well for continuing education and training.

Because the essential oil reference books that we as a team have recommended and used in the past are not FDA compliant, we can no longer have these reference books out on the coffee table or reference them during our oil classes. However, in the script, you'll see that we recommend that guests purchase their own reference tools... and we list several suppliers. We can't specifically recommend books (like the Essential Oil Desk Reference EODR) if they're not compliant but we can simply point our guests and new team members to the websites, phone app store, etc. and let them find what they need.

You'll see that throughout the script, we focus to the "primary usage" for each oil (the FDA requires an oil to be labeled as either DIETARY or AROMATIC/TOPICAL). Dietary oils are used primarily for ingestion (in a capsule, in a glass of water, under the tongue, etc.) Aromatic/Topical oils can be applied to the surfaces of the body, inhaled, or diffused.

\*\* We know that some guests (and perhaps even team members) will not be comfortable ingesting essential oils. That's why when we pass around the DIETARY (internal) oils like peppermint and lemon we give guests the option to smell the oil instead. While the script sticks with the primary usage to maintain FDA compliance, we never want to make anyone feel uncomfortable... guests may always simply smell the oil if they prefer!

## **ENROLLMENT TIPS:**

While you want to encourage and guide everyone who wants their own oils to the best choice for THEM (the Premium Starter Kit)... you also want to honor and meet them where they are. This may mean helping them enroll as a retail customer, or as a wholesale member with a basic starter kit and customized enrollment order. Your job and honor at the end of the class is to help each person figure out which account option makes the most sense for them. People are looking to you for guidance, so don't be afraid to tell them that you prefer wholesale... and that you love being on Essential Rewards!

When you get to the end of the script, you'll see we go through the S.E.T steps (Starter Kit, Essential Rewards, Three for Free). These parts are VERY important! Just as you wouldn't think of skipping over Thieves oil, you don't want to skip over the part about Essential Rewards or Three for Free these are some of the very best things about Young Living, and people want to know about them!

## THE ACTUAL SCRIPT!

***Before you begin, hand out the “Body Systems” and “Wishlist” handouts to everyone. Have the other handouts close by for easy access.***

Hi, I'm \_\_ (*share your name*) \_\_ and I'm so glad you are all here! I'm really excited to share with you how I'm getting the chemicals and toxins out of my life, making what we call the “Switch to Safer.” Today I'm going to walk you through a typical day in the life of someone who's living a Young Living lifestyle. You'll see why I love Young Living products so much... and why I can't help but share them with other people! I love Young Living because \_\_ ***(share 1 sentence about this)***\_\_\_\_\_ .



The information I'm sharing today is not meant to prescribe, diagnose, treat, or cure. (**Hold up the "Sharing YL the Right Way" document**). You'll see from this document called "Sharing YL the Right Way", the FDA has placed strict limits on what we can and can't say about what Young Living essential oils can do... so I won't be able to answer questions about medical conditions or diseases. But... at Young Living, we prefer to focus on health and wellness anyway, because that's what we're all striving for, isn't it?

So, let me give you quick overview of what the next hour will look like. We're going to start with introductions, then I'm going to share about a typical Young Living daily routine. As we go along, you'll get to experience some of these amazing products, and then I'll explain how you can get them at wholesale if you'd like, just like I do. Does that sound good? (**NOD head affirmatively to make sure everyone's on board!**) And I'm going to use my script to keep myself on track!

**INTRODUCTIONS** : First, let's get to know each other by going around the circle. Please share your name and **one** thing you'd like to change or improve in **your** home or health.

(**After everyone has finished sharing**)... Wonderful, I'm so glad you are all here! You each have a **wishlist** and this is where you can keep track of the products that resonate most with you... and the ones that would be helpful for other people in your life, too! OK, here we go!

**You might be wondering... what are essential oils? They're the aromatic liquids found in the leaves, stems, flowers, bark, roots or other elements of a plant. They contain the beneficial, therapeutic properties of the plant. They are basically the plant's immune system.**

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**You'll notice right away the difference when you smell a therapeutic grade essential oil, like Young Living's lemon, versus the perfume grade oils you find at the health food store.**

**Young Living's exclusive Seed to Seal process is what guarantees the oil's purity and makes our essential oils different than any other oils in the world.**

**There are five steps in the process:**

**STEP ONE: It all starts with the seeds. At Young Living, we know exactly where our seeds come from - which means no genetically modified seeds.**

**STEP TWO: The next step in Seed to Seal is cultivation. Young Living is very particular about how their soil, seeds and plants are treated. They bring in goats to eat the weeds, rather than spray chemicals. They harvest when the plants are ready, not when it's convenient for the workers, so that the plants will have all the therapeutic components that nature intended for them to have.**

**STEP THREE: The third step is distillation where the oils are actually released from the plant materials. Each plant needs a different temperature and distillation process. If you have a Young Living account, you can take a tour of our farms you can see the entire distillation process, from start to finish.**

**STEP FOUR: Next comes testing. Young Living never distributes diluted, cut, or adulterated essential oils. To guarantee consistent quality, our oils are tested in our own internal labs, as well as third-party facilities, to ensure they meet our own specifications and exceed international standards!**

**STEP FIVE: And last but not least, the seal shows that nothing has been added to the oil and nothing has been taken away. Each bottle label has tracking information that allows YL to trace each bottle of oil back to its source.**

**And I wish there was a sixth step to this because Young Living also has a very special distribution program that is word of mouth. We share person-to-person, friend-to-friend, roommate-to-roommate. It is a very special way of spreading the word.**

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Now that I have shared *about* the product, let's share the products!

We are going to start at the very beginning of your day, before you even get out of bed! Here... let's try it right now to perk ourselves up!

***Put a drop of peppermint in your palm and pass the bottle around, encouraging others to do the same.*** Some of you might love to try a little taste of peppermint! It's like a breath mint on steroids and will wake you right up! Here's how you do it... put a drop of peppermint in your palm... then, just BARELY dip your pinky finger into the peppermint and put it on the roof of your mouth. We don't need a lot of it, and you can rub the excess on the back of your neck and see how that feels. 1 drop of peppermint equals 28 cups of peppermint tea! If you don't want to taste it, you can simply smell it. Wakes you right up, doesn't it? It'll help you roll out of bed.

**Peppermint is what we call a "hot" oil... and if the heating sensation of an essential oil ever becomes too much for your skin, you can dilute it with a "carrier oil" like Young Living's V6 oil, coconut oil, olive oil, or jojoba oil. (Pass around a carrier oil in case someone needs it).** You've probably got some of these carrier oils in your own kitchen! Just apply the carrier oil after you've applied the essential oil... or you can mix the two together right from the start. We never use water to dilute an essential oil, because water will just intensify the heating sensation! When using essential oils with children, we often dilute

**with a carrier oil because they don't usually need the oils straight up.**

**We have a saying on our oil team that goes like this: "You're not a true oil user until you get peppermint oil in your eye!" Just be careful not to rub your eyes, OK? But if you ever get peppermint oil in your eye, don't worry, I'm going to tell you exactly what to do: you're going to get a cotton ball... go into the kitchen and put some olive oil on it... close your eye... and run the cotton ball across your eyelid. The olive oil will calm the peppermint down!**

After you are out of bed, one of the first things you want to do is hydrate and help your body through its natural morning cleansing process. We're going to pass the **LEMON OIL** around now (*ask your Oil Assistant to hand you the Lemon oil*). You can smell it... or, for a nice boost... you can put a drop in your water like I do in the morning! (*Demonstrate by putting a drop of lemon oil in YOUR water and then taking a sip. If you put lemon oil in your hummus or snacks, you can mention it now, too!*)

**Pass the lemon oil around and continue:** Essential oils highly concentrated so one drop is all most people need! Did you know lemon essential oil comes from the rind, not the juice? And it takes 75 lemons to make one 15ml bottle of Young Living lemon oil?! Today we're sharing a 5 ml bottle with you, which contains 85-100 drops of essential oil. Young Living also has 15 ml bottles which contain 250-300 drops of essential oil. Lemon contains naturally occurring d-limonene, so you can sip this refreshing lemon water throughout the day and support the natural antioxidant processes in your body.

**As you've just experienced, essential oils are highly concentrated.... and a little goes a long way!**

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After your glass of lemon water in the morning, you'll want to get your **DIFFUSER** going right away, to set the tone for a great day! You can have fun experimenting with the oils you put in your diffuser... but if you have a busy day ahead of you, you may want to diffuse **Lavender** to calm and ground you! Right now, I need a volunteer to help me put lavender in my diffuser!

*(Have a guest how to put the water and lavender oil in the diffuser and then have them turn it on this shows all the guests how EASY it is to run the diffuser, and they'll know what to do when their own kits arrive!).*

Before I pass the lavender around, let me teach you how to take a drop. You don't want to touch the plastic opening, like you would with a perfume bottle. Instead, you slowly tilt the bottle and let a drop fall out on your hand, like this. **Demo by putting a drop of Lavender in your hand, bringing your palms to your nose and inhaling, then applying to your hands or arms. Pass the lavender oil around.** Lavender is so calming and relaxing to the emotions, and it's very soothing to the skin. If you want you can put it on your hands or arms after you smell it.

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If you go into the home of someone who uses Young Living, you're probably going to see a bottle of **NINGXIA RED** in their fridge! This is because most of us drink Ningxia Red every single morning at breakfast! Ningxia Red is a powerful superfruit supplement drink that contains essential oils, antioxidant-packed wolfberries, other vitamin-rich fruits, and phytonutrients.

Now, some people drink 1-2 ounces of NingXia Red in the morning to help them get through their morning workouts without coffee or Red Bull. Others drink NingXia Red around 2:00 or 3:00 in the afternoon to keep their energy levels high. Some people pop a NingXia Red pouch into the freezer and eat it like slushy (you can always add vodka to it if you'd like too)! NingXia

Red is something I always have on my Essential Rewards order each month, so that I never run out. Essential Rewards is Young Living's monthly rewards program I'll explain more about it in a little bit.

We love NingXia Red because it supports every single system of the body. Did you know that one ounce of Ningxia Red has the same antioxidant power as 100 oranges, 814 blueberries, 22 carrots, 10.85 pounds of spinach, 59 broccoli florets, 73 strawberries, and 93 apples! For me, it's a lot cheaper to drink an ounce of NR every day than it is to buy all that produce, especially being a college student! Imagine what would happen if you were to drink NingXia Red for 90 days?

Would you like to try some NingXia Red today? **Pass out sample of NR to each guest.** Let's all toast to our health and wellness! Cheers!

Many of us like to customize our Ningxia Red shots, based on our personal health goals. If you're looking for weight management, you may want to add a drop of **SLIQUE OIL** to your NingXia. If you've got a lot on your mind, **STRESS AWAY** might be the oil to add (**pass the Stress Away so they can smell it**).

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If you want to keep your immune system strong and healthy, **THIEVES** is the oil you want to use. You can put in your NingXia Red, water, milk, or tea. You can also rub it on the bottoms of your feet or diffuse it in the air!

**Pass the Thieves oil around for them to smell.** The Thieves essential oil blend was inspired by the legend of four 15<sup>th</sup> century French thieves who formulated a special aromatic combination of clove, rosemary, cinnamon, eucalyptus and lemon. They used these oils to keep their immune systems strong while robbing the dead and dying.

We can keep our immune system super strong by having several touch points with Thieves oil throughout the day. So, how many of you brush your teeth every morning? I do too, and I use Thieves toothpaste because I feel like I just got a dental cleaning every time I brush my teeth! Who would like to try some?

***Share the Thieves Aromabright Toothpaste (you can put a tiny bit on a toothpick for each guest to “taste”).***

You know how most toothpastes come with the warning: “Do not swallow?” Have you ever thought about the impact of those toxins being in your mouth several times a day? Well, you don't have to worry about that with the Thieves Aromabright toothpaste. In fact, swallowing the Thieves toothpaste and mouthwash is often recommended... because they have Thieves oil in them, which keeps your immune system strong!

The toothpaste is made with all-natural ingredients, including Thieves oil, which promotes healthy teeth and gums. Here's a fun little fact: some of our team members noticed that the ingredients in Thieves toothpaste are the same as DIY deodorants, so now many of our team members use Aromabright as deodorant! Thieves toothpaste and mouthwash are items I often have in my monthly order.

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So you've just brushed your teeth, and you're about to wash your face or hop in the shower.

Did you know that, on average, you could be exposed to anywhere between 250 to 500 toxins and chemicals before breakfast ? That's why it's so important to switch over to a Young Living lifestyle, eliminating toxins and chemicals where you can.

Young Living has a whole personal care line, including soaps, shower gels, shampoo, conditioner, deodorants, and a skincare

line that surpasses anything else on the market. We're not going to go into the personal and skin care lines today, because we do a whole separate workshop on just those products, and we hope you'll come back to experience them for yourself. During these relaxing and FUN beauty nights, people are often really surprised to see a difference even after using the skincare products just one time!

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One of the top headliners in Young Living's skincare is **FRANKINCENSE** and I have a bottle of pure, therapeutic grade Frankincense right here for you to experience. This is the same frankincense that is referenced in the Bible. Some people say that if you need a reference guide for essential oils, you can refer to the Bible!

**Pass around Frankincense.** This is a wonderful oil to inhale. You can apply it all over your face for brightening and toning, or you could focus it on that occasional blemish or your crows' feet.

You might be noticing that the overall effect of Frankincense is very balancing and calming. It's very popular to put Frankincense in the diffuser during meditation or yoga practice, as it is extremely grounding and relaxing. When you or anyone else in your family needs an "attitude adjustment," you can put Frankincense in the diffuser!

**The cool thing about essential oils is that they are multi-taskers! We can use them to support our physical, emotional, and spiritual health! There are three different ways that you can use essential oils: aromatically (smelling the oil), topically (putting it on your body), or internally (ingesting the oil).**

**Many of Young Living's oils can be used in all three ways we just mentioned. In fact, when you start to do your own research online, using our team's educational materials, or your personal reference tools... you'll find hundreds, if not thousands, of uses**



for your oils! However, because plants and oils aren't regulated by the FDA, it has limited us to only one use for each oil.

Young Living is working hand-in-hand with the FDA to follow compliance requirements to protect the public health by assuring the safety, efficacy and security of products. This is a positive step that further illustrates Young Living's professionalism and commitment to high quality services. As such, Young Living, and all of its members, are working hard to share the right way, which includes us sharing only one use per oil... I know you'll do your own research and find lots of fun recipes of your own.

We HIGHLY recommend that everyone who uses essential oils has their personal reference tool to use at home! There are many places to get essential oil reference tools: you could go to [Lifesciencepublishing.com](http://Lifesciencepublishing.com), [Abundanthealth4u.com](http://Abundanthealth4u.com), Amazon, or even the App Store on your phone.

On our Simply Serendipity team, we are passionate about education and safety. Here's a safety handout with important guidelines for you (**pass out Safety Guidelines handout**).

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We can't talk about wellness without talking about your digestive tract, keeping your tummy feeling good. We have a couple of oils that are a great support for our digestive system.

We already talked about Peppermint. Ever use Peppermint tea to help your tummy? Peppermint oil has the strength of 28 cups of peppermint tea.

**Pass the DiGize blend around.** We also have Digize. This oil blend was designed specifically to support the digestive system. You could put a drop or two in your midmorning water... or you could put 12 drops in a capsule and swallow it down.

LOVE this oil! It helps anyway you need digestive support!

**Pass the Purification and encourage people to take a quick smell.**

You can put Purification in a spray bottle with a little water, or you can put it in your diffuser. This blend neutralizes odors of any kind stinky bathrooms, stinky sneakers, stinky pets, musty basements, garbage cans, cooking odors, whatever! Anywhere and anything that smells!

You might even like to spray some on your bed linens to freshen them up. And many people use Purification to enjoy being outside in the summer, annoyance-free.

So now you're moving through your day... you've had breakfast and lunch. Maybe you've been out and about, maybe you've done your workout, been stuck in traffic, in class. So how do you easily fit in wellness throughout the second half of your day to keep your energy high, your body feeling good, and your moods balanced? It's really easy. Here's what you can do!

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If you have a drop in energy around 2-3 in the afternoon, you have options. You can do another shot of NingXia Red or if you need an extra boost, you can use your **PEPPERMINT** oil again, or you can do a shot of **NingXia NITRO** (which is NingXia on steroids)! This is great to give you mental focus and clarity before a test or physical energy before a big game or a workout.

Ningxia Nitro is a powerful and potent source of energy and clarity. We love how clear our thinking can be with this supplement. You can achieve twice as much in half the time.

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Does everyone feel more energized after that peppermint we tried earlier? Great! So, we know that we need to have balanced energy and nutrition throughout the day... and we want to maintain a healthy weight. But life is busy, and we're

often looking for something healthy. But it's got to be quick, easy, and delicious... otherwise, it's just not going to work!

So for breakfast, lunch, or a late afternoon snack... you can always make a protein shake or smoothie. Young Living's **PURE PROTEIN COMPLETE** has 25 grams of protein. It also contains probiotics, vitamins and minerals. It comes in chocolate and vanilla spice... and they're both delicious! You don't need to add anything but water or milk... but you could add greens, fruit, oils, or your NingXia Red. It's endless and versatile you can even add it to your waffles, pancakes, or oatmeal.

From time to time, our oil team gets together to share all our recipes... whether it's a Make 'n' Shake, a Make 'n' Take, or a Make 'n' Bake! These events are super fun!

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***As you go through the following Thieves products, you can hold them up, or point to them in the product catalogue):*** There's a whole **THIEVES LINE** that addresses so many hot topics around chemicals and toxins today. There is a Thieves cleaner that is highly concentrated. You simply add a capful into a spray bottle with water and voila! An all purpose cleaner for everything from windows to toilets.

You've all heard how bad antibacterial soaps are for you, right? There's a Thieves Foaming Hand Soap. You've heard about the harmful ingredients in Purell and other hand sanitizers? There's a Thieves hand purifier. You've heard about the toxins in your laundry detergents and dryer sheets? There's a Thieves laundry detergent... very cost effective... only 30 cents a load! You know you have to wash your produce before you eat it because of the pesticides? There's a Thieves fruit & veggie wash. There is even a Thieves Dish soap to do your dishes! I always put at least

1-2 Thieves products in my monthly Essential Rewards orders... because I use Thieves products all day long and I love earning points towards free products when we order them!

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Everyday life can take a toll on our bodies. By the end of the day, whether you've been sitting at the computer for hours or lugging a 20-pound backpack or purse around everywhere, sometimes it's nice to have a natural way to soothe those kinks in your body. **PANAWAY** is a definite go to blend for this. It has wintergreen, peppermint, clove, and helichrysum... it smells amazing. There is also **DEEP RELIEF** oil and **COOL AZUL**, a sports gel, which are also great options.

**Pass the PanAway. Deep Relief and Cool Azul.** Go ahead and smell the oils. Is there anybody who has a spot on their body that needs a little TLC? Feel free to put a drop or two of either of the oils or some of the cool azul on that spot... and check back in with us in a few minutes to let us know how it's feeling!

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How many of you breathe every day? I do, too! That's why I love having **RC** in my diffuser all year round, it is excellent to support your respiratory system.

**Pass the RC so guests can smell it.** This blend has three different kind of eucalyptus essential oil in it, and it makes a fantastic rub: simply mix a few drops of RC with coconut oil and apply on the chest, upper back, and the bridge of the nose. In the winter, you might like to do a little steam tent with your RC. You can add a drop or two of RC to a bowl of hot, steaming water. Place a towel over your head and inhale the soothing steam. It's really soothing and comforting... and it really opens you up!

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As we approach the end of the day, a routine can really help your body wind down and begin to relax. Let's go over our

favorite snooze routine, which will help your body get some restful sleep.

30-60 minutes before bedtime, you can take **SLEEP ESSENCE**, which is a supplement that contains lavender, ruta, and valerian essential oils, as well as melatonin. Or you can take **IMMUPRO**, a supplement that also has melatonin, but has the NingXia Wolfberry and immune supporting oils in it. All of Young Living's supplements contain essential oils because the oils enhance the body's ability to absorb and utilize the nutrients in the supplements. Sleep Essence and ImmuPro offer really nice relief from occasional sleeplessness.

After you take your Sleep Essence or ImmuPro, you can make a nice cup of warm tea with honey and a drop of **COPAIBA** essential oil. *Pass the Copaiba oil.* This oil supports the muscular and skeletal systems and helps the body renew and rejuvenate. Don't be fooled by its mild, gentle aroma. Copaiba has powerful calming and restorative properties.

**Speaking of muscles and bones, let's check in and see how that PanAway, Deep Relief or Cool Azul is feeling for you? (check in with each person briefly )**

Another thing you can do to soothe your body and mind at night is run yourself a warm bath and put lavender or any of your favorite, calming essential oils in. We actually make a variety of wonderful bath salts with Epsom salts and oils at our team Make 'n' Takes! Because, what I'm sharing with you today is the starter kit.... it's not the finish kit! These oils are just the beginning... you're going to love learning more and more through our team FB pages, teleclasses, and live events!

One of our must have supplements that is best to take at bedtime is the **LIFE 5 PROBIOTIC** . We know that health starts in our gut, and taking a probiotic before bed helps your body maintain healthy intestinal flora. Life 5 will also help you with

those “morning movements” we talked about earlier! And that bring us full circle, doesn't it?

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Whew! Everybody take a deep breath! We just covered so many simple and fun ways to get the chemicals and toxins out... and the wellness in. You're not going to do everything we talked about today right away... but even if you just did a couple of these things each day, imagine what that would do for you and your family?

1. So, did you learn a lot about bringing essential oils into your daily routine?
2. Can you see yourself using these products in your life, with your family?
3. Would it be OK if I show you how you can get your own oils at wholesale, like I do?

Great! How it works is you can order directly from Young Living and they'll send your products directly to you.

First, you need to decide if you want to have a retail or a wholesale account. For retail, you pay full price right off the website.

With a wholesale account, you receive 24% off all products in perpetuity. You just need to start with a starter kit and purchase \$50 worth of product each year to keep your account going. Most people choose the wholesale account because it is such a great deal.

So let's talk about how to get a wholesale account by showing you how to get SET - S.E.T.:

**“S” means choosing a STARTER KIT which will set up your wholesale membership** . With your wholesale membership, you get 24% off the retail price.

There are THREE starter kits from which to choose.... and you can choose the one that fits your goals the best.

1) If you want to get started with **ESSENTIAL OILS**, the best starter kit is the Premium Starter Kit which we went through today. As far as oils go, it's the best buy. Period. You get 11 oils, a Home or Dewdrop diffuser, NingXia Red samples, and oil samples to share with others. This kit costs \$160, which is a steal because the diffuser alone retails for \$100. This brings the price of all 11 oils to around \$5 a bottle... and some of these oils retail for \$50 or more!

On the rare occasion that one of your starter kit oils is not available because the plant isn't ready to be harvested or distilled yet, don't worry, Young Living has you covered. Rather than put your starter kit on backorder and make you wait for your oils, Young Living will simply replace the out of stock oil with one of their five amazing flex oils (lemongrass, tea tree, orange, aroma ease, Citrus Fresh).

2) The **THIEVES STARTER KIT** is a great choice if you are ready to focus on your family's immunity... and if you want to give your home a #switchtosafer makeover! It comes with a 15 ml bottle of Thieves essential oil, Thieves Aromabright Toothpaste, Thieves mouthwash, 2 bottles of Thieves cleaner, 2 Thieves foaming hand soaps, 2 Thieves sprays, 2 hand purifiers, a bottle of Stress Away, NingXia Red samples, and some oil samples. This kit costs \$160. Purchased separately, this kit would cost \$201.33!

3) The **NINGXIA RED** starter kit is great if you want super every cell and system in your body! It comes with 2 glass bottles of NR, a box of 30 packets of NR, AND a box of NingXia Nitro. You also get a bottle of Stress Away and other samples with this kit. This kit costs \$185.

Once you get your starter kit, you'll have your wholesale membership, and everything you purchase going forward will be at wholesale pricing, which is 24% off the retail price. This wholesale pricing is good for one year from the time you get your starter kit. To keep your wholesale account active beyond that time, all you need to do is make a 50PV purchase before the year is up.

Take a minute to write down the starter kit that makes the most sense to you. And keep in mind, this is a starter kit, not a finish kit... as you're shifting towards a wellness lifestyle!

**The “E” in “SET” stands for our amazing ESSENTIAL REWARDS PROGRAM**, which you heard me mention already. This is a PERK offered only to wholesale members. Essential Rewards is a monthly auto-ship program that is EXTREMELY FLEXIBLE. You get to choose what arrives at your doorstep each month, you get to choose your shipping day, AND you get reduced shipping. The very best part is that you earn 10-20% back on everything you purchase, and you're eligible for extra freebies and discounted products! While this program is not required, MOST people jump right in because they see the value in it. Getting a few new products each month through Essential Rewards makes “SWITCHING TO SAFER” much less overwhelming, because it helps you take monthly “baby steps” in a healthy direction.

You can choose to have your Essential Rewards kit shipped today - with your starter kit - and save on shipping. Shipping it today would also qualify you to get the monthly promotions for free which are \_\_\_\_\_ **(HAVE MONTHLY PROMOTIONS FLYER ON DISPLAY)**.



Or... you can also set your Essential Rewards up so that it starts next month.

One of the discounted Essential Rewards kits that college kids really like is the NingXia Red kit. It gives you enough Ningxia Red to keep you in energy for two months. You also might like to add a box of Nitro to give you that extra energy and focus for studying and tests.

**The “T” in “SET” stands for “Three For Free!” and this is really exciting!** Let’s say you have your diffuser running in your dorm room or bedroom and your neighbor stops by and falls in love with it. Rather than you sending your neighbor back to me, you can simply help them open a wholesale account using YOUR Young Living number. By helping 3 people get their own Premium Starter Kits, you will receive a “thank you check” from Young Living for just about the cost of your starter kit. It’s SO easy to get your kit paid for... and our team is here to help you every step of the way... I bet you can think of a few friends right now can use this!

When you set up your account, you’ll be welcomed into our Simply Serendipity community. We’re here to help you learn how to use your products through our team FB page, virtual and live trainings, and personal connections. We’re like one big oily family!

**For those of you who are ready to get started, I’ll help set up your account now. It only takes 5 minutes. We’ll stay here together in a group, so that - if questions pop up - we can answer them so everyone can hear. Who wants to go first?**

**\*\* Go through and help each guest set up their account... one at a time... in front of the group... so that everyone can hear the questions that are asked, and see how you help the person figure out the best enrollment options for them.**

**\*\* Before your guests leave, THERE ARE TWO IMPORTANT THINGS TO DO:**

1. **Hand out the Invitations to your next class!** We hope you had a super time today! We're having another class on \_\_\_\_\_ **date/ time** \_\_\_ and we have a few spaces left for new team members to come back with a guest. Here are the details about the next class... would you like me to save a spot for you and a guest?

**Put their name down on your RSVP list, and set up a time to confirm by phone and find out who they're bringing as their guest!**

2. **Set up welcome calls with your brand new team members.**

Now that your account is set up, we're going to set up your welcome call. This is a short 20-minute call that will take place after your kit arrives. Let's take a moment to look at our calendars and find a time slot before you head out.