

# SHARING IS EASY!

# HOW TO SHARE YOUNG LIVING PRODUCTS SAFELY



Young Living wants to help people enjoy lives filled with wellness, which includes the safe use of Young Living products. Because of this, we carefully label our products for their intended use. While sharing Young Living products, it's important to discuss them according to their labels and designations.

In general, Young Living products are labeled as cosmetics, dietary supplements, and cleaning products, as well as some that have been designated as over-the-counter products. It is critical that everyone shares Young Living products in accordance with their specific usage instructions.

### WHAT IS CONSIDERED A COSMETIC PRODUCT?

Topical and aromatic products fall under the category of cosmetic products. This means that individuals can apply or use these products externally. Cosmetic products typically moisturize, cleanse, beautify, and maintain the appearance of healthy skin or hair, but they can also be used for aromatic purposes.

Our essential oil products that are intended for cosmetic use are generally labeled "essential oil" on the front of the label and have topical and/or aromatic usage directions on the back of the label. It is important to note that cosmetic products cannot be advertised to affect a structure or function of the body.

# WHAT CAN I SAY ABOUT ESSENTIAL OILS LABELED AS COSMETICS?

"I add Frankincense to my moisturizer to smooth the appearance of healthy-looking skin."

"I use Lavender to complement my favorite shampoos, lotions, and skin care products." "I put a few drops of Purification" on cotton balls and place them on vents in the house, car, and closets to freshen the air."

#### WHAT IS CONSIDERED A DIETARY SUPPLEMENT?

Dietary supplements are ingested. Young Living's dietary supplements come in the form of our Vitality<sup>™</sup> line of essential oils, powders, capsules, and other liquids. These supplements are specifically designed for ingestion and are intended to support the normal, healthy function of internal body systems. Because these products are taken internally, individuals can make certain approved structure-function claims about the effect of these products on the body.

# WHAT CAN I SAY ABOUT ESSENTIAL OILS LABELED AS DIETARY SUPPLEMENTS?

"I love adding a drop of Lemon Vitality™ to vanilla yogurt and topping it with fresh berries."

"I add Peppermint Vitality™
to a clear veggie capsule
to enhance healthy
gut function."\*

"I add 1—2 drops of Thieves Vitality™ to my tea every morning to support healthy immune function."\*

\*This statement has not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

#### WHAT IS CONSIDERED A CLEANING PRODUCT?

Young Living carries products labeled specifically for cleaning. These products have been developed for very specific cleaning purposes and should be presented as such. Young Living does not recommend using any of our cleaning products topically, aromatically, or internally.

#### WHAT ARE OVER-THE-COUNTER PRODUCTS?

Over-the-counter (OTC) products are those that have been found to be safe to use without the supervision of a health professional such as a physician. OTC products can be purchased by consumers without a prescription. OTC products must follow very strict quidelines for ingredients, doses, formulations, labeling, safety, effectiveness, and marketing.

#### SHARING COMPLIANTLY IS EASY!

## WHAT ARE COMPLIANT CLAIMS?

It is important to remember that most Young Living products are regulated as cosmetic products or nutritional/dietary supplements. In the United States, only a registered drug can be promoted to diagnose, treat, cure, or prevent a disease or condition in a human or animal.

It is very important to understand how a product is labeled and what product claims can be made when sharing. Young Living members should avoid making direct or implied claims that present Young Living products as a treatment or cure to a specific disease.

#### WHAT IS A DISEASE?

A disease is defined as damage to an organ, part, or structure of the body that causes it to function improperly.

#### WHAT IS A DRUG CLAIM?

Any statement that a product diagnoses, treats, cures, or prevents a disease is considered a drug claim. In the United States, only registered drugs can be promoted to diagnose, treat, cure, or prevent a disease or condition in a human or animal.

#### WHAT IS AN IMPLIED DISEASE CLAIM?

Implied disease claims may refer to symptoms of a disease or imply the use of a product in the treatment of a disease.

#### WHAT IS A STRUCTURE-FUNCTION CLAIM?

When individuals discuss a product's intended effect on a specific structure or function of the body, it's known as a structure-function claim. For example, the claim that Peppermint Vitality supports the gastrointestinal system is a structure-function claim since it states that Peppermint Vitality can support a function of the body: digestion. Only products intended for internal use can qualify for a substantiated claim.