



In the spotlight with:

Aleena Simpson



In what year did you join Young Living?

In 2007, but I used the products for a long time before that.

How did you find out about Young Living & who introduced you to Young Living?

When I joined Young Living, my parents, who are now Young Living Diamonds, were well established within the Young Living community. Initially, it was my dad who introduced mum and I.

What was your occupation before joining Young Living?

At the time, I was studying to be an accountant whilst bookkeeping on the side. I loved maths, and my uncle was also an accountant, which made getting work experience easy. My career choice was based on logic; however, it is tricky to find a job in accounting these days.

What makes Young Living unique?

Young Living have products that everybody loves. In other network marketing companies, people purchase the products to go up in ranks. At Young Living, people mop up the essential oil with their feet if they happen to drop a bottle! That's how much they love it. The products are so incredible, we love them, share them and use them.

The culture is what I love about Young Living. It's the difference between Young Living and a lot of other companies because it's more than just products - they fit into your lifestyle. The Thieves® Household Cleaner can be used for washing dishes, clothes and for washing your hands, and many other Thieves® products have multiple uses as well.

Every product has such a wide range of uses, making them cost and time effective. These factors are important for me, as they mean I'm using something that is not harmful to the environment or myself.

How has your life changed since you joined Young Living?

I now have more flexibility in my day to day life, which is great for me because I don't enjoy routines. Recently, my husband had a death in his close family, but because of his work, he couldn't just get up and leave to spend time and grieve with his family members who live interstate. At the time, there was extra pressure to visit his relatives, and being with Young Living allowed me to visit his

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relatives and offer the support they needed. I could do this on my own merit without outside stress or pressure. Young Living has allowed me to travel more than ever before, and I love being able to do so.

The personal development I have undergone has impacted my life in such a positive way, helping me build the skills to accelerate my own growth. Young Living has

improved my public speaking abilities, whilst also building my confidence, giving me direction as to where to go in my life without worrying about my finances.

What is your favourite Young Living product? Why? Explain what the benefits are to you.

Which products don't I like...? After a lot of thinking, the products I couldn't imagine living without are the shampoos. Young Living have a great range of shampoos - the Lavender Mint Daily Shampoo is my favourite. It feels like a professional spa treatment each time I use them; it feels tingling yet relaxing, leaving my hair soft and smooth. It's as if I've just stepped out of the salon. Young Living products also go hand-in-hand with the environment. Their products were created to support the environment, and it's a good feeling knowing what I am using is natural and won't impact the environment.

Were you skeptical about essential oils and the Young Living opportunity before?

Initially I was, when my dad (Alan Simpson, Young Living Diamond Member) began to use the products, my mum and I were a bit sceptical. However, after seeing the positive things Young Living does, I began to see it in a completely different light. Now, I see how Young Living supports farmers and communities and all the wonderful things they do for others. For instance, my dad is now going to Nepal to help others in need.

When my dad began to look at Young Living as a business opportunity, I thought he was into yet another thing. However, the flourishing passion he had was inspiring. Eventually, my mum began to develop an interest also, and that was when I thought "Well, maybe there is something to this".

I once listened to someone who spoke about the 'cave mentality' - people that went through a cave had a negative experience based on what others told them, not what they experienced themselves. They would run through the cave in absolute panic, as if they had a terrible experience, yet it was just their friend's



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story, not their own true experience. The point I am trying to make is that the same applies quite a bit to network marketing. Other people create a story around it and then pass their opinion on, and many times, it's not based on the truth.

Numerous people see network marketing as a negative thing. However, I have found that network marketing is probably one of the fairest business models as it supports people like you & I.

Lots of companies become very wealthy from people getting sick, and that simply isn't humanitarian. Young Living is the opposite of all of that. They're humanitarian, support healthy lifestyles, care for other people and help them get back on their feet.



What changed your mind about Young Living?

When my dad insisted that my mother and I use Young Living products, we noticed positive changes that we weren't expecting to see. This experience made think "Hmmm, maybe I need to look more into it."

Why would you recommend others join Young Living?

There is no reason why you wouldn't. My mum and dad were working in their own business whilst they built Young Living.

Every opportunity they had, they spoke with people, went to markets and met with people.

It's like with any job or career - initially you put in more effort to get the momentum going. Young Living is a matter of investing into your future, where your family can benefit from it. Some people might have plenty of money, but usually they do not have a great deal of time. Very often, their lifestyle is out of balance, whereas with Young Living, you can balance those things perfectly.

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I just love doing meetings. Unless, of course, if you work in PR, you might have this experience - but you also must be on call 24/7. With Young Living, you choose when you want to work. If you are a morning person you work then, if you are a night owl, you can work late - it's completely up to you. You design your life the way you want to.

So many young kids who have just started their degree accrue massive amount of debt. When they finally graduate, they are excited because they get to wear those nice outfits - but that usually wears off quickly and they realise that it isn't all it's cracked up to be. At Young Living, you can do webinars in your pajamas - you do have to be disciplined to succeed, but it doesn't take a lot of effort because you enjoy doing it. You need to look at what lifestyle is on offer and how it could work for you.

What do you think is the most incorrect myth you have heard about Young Living?

The one that really took me back was that Young Living is second to another company. I heard that Young Living copied another company to follow suit. How that is physically possible? Young Living came first, just look at the evidence. On top of that, let's look at the range of products - Young Living has so many more products...you can see who's copying who.

What would your response be to correct this myth if you heard it yourself?

The first thing I would say is to look at when the companies were established. This clearly shows who was established first. It really comes down to integrity. If people are willing to change facts, what else are they willing to make up and say, and how can you trust these people?

~ Aleena Simpson