



In the spotlight with:

Katie Cole



In what year did you join Young Living?

I joined Young Living in October 2014, but I didn't join at my first Young Living class. I was fascinated, but I had to leave before the class finished to drop my friend at home. I thought about Young Living for a while, and then I went to a second class 2 weeks later and joined! At the time, I was certain I didn't need Essential Rewards or an essential oil kit and that I only needed Progence Phyto Plus and Peace & Calming essential oil, but I have been ordering on Essential Rewards ever since I joined. I also knew from that workshop I wanted to do Young Living as a business. I was waiting for this opportunity to walk into my life – and little did I know how much it had in store for me!

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

I was introduced to Young Living when I complained to my friend Kim Dellar about how tired and busy I was with my young family, and she actually gave me a sample of Peace & Calming® essential oil. At the time, my kids were 1 and 3 years old. I reluctantly took the sample and rolled my eyes, thinking, "I am not going to fall for the placebo effect!". That night, I put a drop on the soles of my feet as instructed and had the best sleep of my life. I haven't been able to keep quiet about it ever since.

What was your occupation before joining Young Living?

My last role before joining Young Living was an Agribusiness Bank Manager for ANZ. At university, I studied Agribusiness Marketing, so my career of ten years before becoming a stay-at-home mum was various roles in the grains industry.

What makes Young Living unique?

Seed to Seal, The Gold Standard and The D. Gary Young, Young Living Foundation make Young Living unique. I am very proud of their eco conscience and philanthropic heart. I also understand how hard it is to farm organically on a macro scale, since our family are also farmers, so what Young Living offers us is so special.

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How has your life changed since you joined Young Living?

Oh my, I am not sure there is enough room to list all of the changes in my life since joining Young Living! Well, I sleep swiftly and deeply every single night, despite breaking all the pre-sleep routines and working on my computer until 5 minutes before bed.

As a family we are so much healthier, avoiding much of the illness that goes through my kids' school. I love that my children, ages 2.5, 4.5 and nearly 7, are big fans of the essential oils and they intuitively know what they need. They each have a Young Living Dewdrop diffuser on their bedside table. I tried to tell

them which essential oil they are having in it, but now they tell me instead!! It has become a part of their routine, and they think they're so clever to tell mum how it is.

Also, I love all the beautiful people I have met and will be connected with for life - people I might otherwise wouldn't have met. I will never tire of the people I teach telling me the obvious changes they notice in their families after ditching nasty chemicals. Also, I will never tire of following the Young Living Foundation and seeing the beautiful nature of Young Living's heart. This November, I cannot wait to go to Ecuador to explore more of it first-hand.

At times, I may be a distracted mum, but I am still home, and my cherubs are home with me. I want that for all mums struggling with mother guilt. It's debilitating, that mother guilt! Therefore, I am grateful for this business, and its flexibility around family life.



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

Can I narrow it down to 20?

Peace & Calming Essential Oil created such a sentiment that I have never tried Peace and Calming II. I order an essential oil bottle every month, and if I could get it in a 15 ml, I would!

Lavender Essential Oil would have to be my next love. We also use and diffuse Stress Away Essential Oil daily. My cherubs call it happy oil! We don't leave the house without our Stress Away perfume on!

I also love Thieves Household Cleaner & recommend everyone tries it on their first or second order. There is no cheaper way to clean your home. Finally, NingXia Red is a favourite - we all have NingXia Red every day and will forever more

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

Yes! I thought essential oils were a placebo effect.

What changed your mind about Young Living?

The essential oils spoke for themselves, as most people see. Peace and Calming essential oil worked so well that I couldn't help but tell everyone. I ended up with a business and an income on the side of a busy family life.

Why would you recommend others join Young Living?

Yes, for all the of reasons above. It was the best decision ever. We have Young Living in every room of our home, and we are all so much better for it. There are so many best bits - I am always saying 'that's the best bit'. The blessings just keep coming with Young Living. At times, it's been really challenging building a business around a very young family, but the blessings have always been greater than the challenges.

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

The most incorrect myth I have heard about Young Living is the countless smear campaigns said to target the 'tall poppies' of the industry (Young Living). They used to really get me down, and I used to worry if people from other essential oil companies were coming to my class. These days I welcome it and look forward to it. I love watching their eyes open and the essential oils work their magic on them. Almost 100% of the time they swap because they can see, feel, hear and smell the difference for themselves.

~ *Katie Cole*