



*In the spotlight with:*

# Kim Thomson

**In what year did you join Young Living?**

2010.

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

My mother in law started using the Young Living products, and at first, I just wanted to get them on her account as I wasn't interested in joining 'one of those companies'. Eventually I needed a diffuser, so I joined when they had the free diffuser after 3 months offer. I was only going to order for the 3 months and that was it. I ordered 3 different kits (the Everyday Oils Collection, Raindrop Technique® Kit & Oils of Ancient Scripture Collection) over the 3 months as I figured that was the best way to buy the essential oils. In the 4th month, I thought I'd just get the Feelings Kit and that would be it, but 9 years later I've never missed a month.

**What was your occupation before Young Living?**

I was a Policy Officer for the NSW State Government.

**What makes Young Living unique?**

Definitely the farms. I've been very lucky to have visited the farms in Darwin, Mona, St Maries, Highland Flats, France and Croatia. When you visit a farm it just cements everything you think you know about the company and the integrity behind its Seed to Seal® processes. You really fall in love.

**How has your life changed since you joined Young Living?**

When I was growing up, we never got to travel overseas; but as I have grown my Young Living business over the years, I have been able to take my two girls to places like Bali and Disneyland, as well as to see the Mona farm in Utah and on an Alaskan cruise. Because of my hard work in growing my Young Living business, I now have the time to go to school things like swimming carnivals for my girls and even pick them up after school. This is a huge change for me.

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

Definitely Progescence Phyto Plus™. It's my happy oil, and trust me, if your partner is sceptical of the oils, he won't be after you start using this one - and he sees the difference it makes to your relationship.

# MEMBER SUCCESS STORY

PLATINUM



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

I wasn't skeptical about essential oils, but definitely of the business. I had been with another direct sales company before and it just cost me money. I had a high paying government job and I kept saying, "I don't need the money, so why would I want to join something like that?"

## What changed your mind about Young Living?

Ron Phythian, a Silver leader in my upline, asked me if I had considered the business side of Young Living and I said, "Don't be silly Ron, I have my government job that keeps me very busy." He then asked me if I had seen the Income Disclosure Statement, and after I looked at the potential average income of a Royal Crown Diamond, I decided to take the business seriously.

## Why would you recommend others join Young Living?

I think the Young Living mission statement pretty well sums it up. Whether you are looking for wellness through products such as NingXia Red®, the supplements range, essential oils or switching to natural cleaning and personal care products, they have you covered. Maybe you need a greater sense of purpose and meaning in your life rather than just getting up each day and going to a job to pay the bills. Or, if you are looking for abundance or even an abundance of oily, likeminded friends, then Young Living has it all. As my partner Jeremy says, "It's the whole package."

## MEMBER SUCCESS STORY

PLATINUM



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

"I can't build a Young Living business as I'm not..... (fill in your own beliefs) an aromatherapist, I don't know enough, I'm not outgoing enough, I'm not good on social media, I don't know enough people."

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

I tried to be all those things. I became an Aromatherapist. I learnt how to use social media. Basically I became the expert, but my business still wasn't growing. People in my team weren't duplicating me because they felt they couldn't build a business because they weren't ... ME. I had set the standard too high and was making it all look like hard work. However when I realised that and got back to basics (KISS, "Keep it simple, silly.") more people starting saying, "Well, I can do that," or, "I can do what she does," and a few were even saying, "I can do it better."

*~ Kim Thomson*