



*In the spotlight with:*

## Alan & Linda Simpson



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

We joined in 2001.

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

**Linda:** Our friend Christopher Lewin (Platinum Young Living Member) cared enough to share with us something that had impacted his life. He first sent Alan 'The Missing Link', a lecture by Gary Young. At the time, Young Living used to send out lectures by Gary, which Chris would then pass onto Alan. Gary's insights on health and essential oils intrigued him as there was no one else talking about them.

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

**Linda:** Before starting Young Living, we both had two jobs each to make ends meet. Alan was working as a night shift foreman in a cereal company, but his entrepreneurial mindset had him constantly looking for something better. If you know Alan, you would agree that he fits in more in a day than one would think was possible. After night shift he would do up cars and sell them, while at the same time working on a product to be launched in the USA health industry. When there were no cars, he would either instruct at the local flying school or be putting out flyers for joy flights. To top it off, he was also working with a major hospital in Sydney on a secret patented formula.

I was a teacher by day and a tutor by night, as I ran two Kip McGrath tutoring franchises. Our schedules were so busy that our daughter Aleena (Diamond Young Living Member) often had to take turns running around with us. This was not an ideal situation, but the only one that could help us breathe financially.

### **What makes Young Living unique?**

**Alan & Linda:** The Seed to Seal process - and above all, Gary Young's vision. As Deborah Rayburn says, "It is better to be with an innovator than an imitator," and we couldn't agree more. The research that Gary puts into everything and the unique vibrational symphony of these essential oils show that he stands for perfection. No other company replicates this choir of compounds because they don't generate huge profits.

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

**Alan & Linda:** Simple - everything that happened before we joined Young Living does not happen anymore. We get to spend quality time with our daughter, her husband Jarrod and our friends all around the world. Life now is just fun and that is why we are proud to be part of the 'Fun Team'.

Young Living has taken us to more places than we could have dreamed of because of the hard work we have put into growing our YL business. Places like the Cook Islands, the Caribbean,

## MEMBER SUCCESS STORY

### CROWN DIAMOND



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New Zealand, the Greek Islands, Croatia, the Mediterranean, Asia, France, Nepal, many countries in South America, Canada, Hawaii and soon Banff for Diamond Club. Not only have we been to just about every continent around the world, but we also get to travel all around this beautiful country of ours, sight-seeing and training about this wonderful company in our fully custom-built motor home. We feel so blessed.

Our absolute favourite though would have to be visiting and working on the Young Living farms. We have made awesome memories there and the best lifelong friends.

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

**Linda:** White Angelica was the first essential oil Alan bought for me and is still my favourite essential oil today. I love the smell of this special blend as it makes me feel safe, confident and 10 feet tall. I was actually lucky enough to even experience what this essential oil does to someone's aura once it is applied. One day, as I applied it on a man who felt he was being



spiritually attacked, a gentleman came up to me and asked what I had just done. When I told him, he went on to explain how he could see auras and that as I applied the essential oil, he saw the man's energy field expand. Needless to say, I went and dowsed myself with it.

**Alan:** My favourite essential oil would have to be Peppermint, because I use it for everything. It keeps me cool, makes me laugh and makes me feel super-human when I use it. Life without it would be only half as much fun.

**Alan & Linda:** Another thing that makes Young Living unique - the business opportunity. We are now passionate to not only help those who want a healthier lifestyle but to also assist those that are looking for a supplemental side income.

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

**Alan & Linda:** Very sceptical. We saw network-marketing hype in the past and came across so many products that promised the earth but didn't deliver, as nobody had their lives changed because of them. Our friend was into everything so we thought this was another one of those companies.

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#### What changed your mind about Young Living?

**Alan:** What changed things for me was when I saw how effective the products were and how good I and others felt. Comments like ‘You don’t look like you have aged’ also helped to confirm that there was something different about these products. I felt like I had arrived home.

**Linda:** Alan had been telling me about the essential oils but it went in one ear and out the other. You never listen to your husband, right? In 2007, I purchased a biofeedback device that worked on frequency and that changed everything for me. During my training, the inventor of the machine mentioned that he used Young Living’s essential oils in the device. He said they were the only ones in the market that he could find that were pure, had a huge range, and were high in frequency. As he had no vested interest in Young Living, it made me sit up and listen. Couple this with my stories, as well as my client’s stories, and bingo – a convert was formed.

#### Why would you recommend others join Young Living?

**Alan & Linda:** The real question is, ‘why not?’ We wish we had started in 2001. As our friend Steve Martin (Young Living Gold member) says, “That was the costliest seven years of our life,” (laughs) – both health-wise, lifestyle-wise and financial-wise.

The Young Living lifestyle has been the best thing we have done and it’s been fun the whole way. We have been empowered to make our own choices rather than have them dictated to us.

We know brand partners from all over the world and now have someone to stay with that is like family now. As Art Williams says, “JUST DO IT!”

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

**Alan & Linda:** That Gary Young wants to take over all of the essential oil market by buying up all the farm land, and that Young Living adulterates their essential oils.



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

**Alan & Linda:** We personally know of farmers in Australia that have had their livelihood returned back to them because of Young Living. As long as they produce the quality that Gary requires, he will not start a farm nor will he bargain a farmer down to make more profits. As a farmer, Gary knows what big companies have done to farmers for more profits. Knowing this, we are happy to pay whatever the farmer requires to stay afloat.

**Linda:** No other company personally owns the amount of testing equipment that Young Living has to ensure safety, purity and potency. None are as committed to testing every batch internally and externally to get this. I used to think that having out-of-stock items was a pain until Alan pointed out that this was my guarantee that Young Living would never compromise their quality.

*~ Alan & Linda Simpson*