

MEMBER SUCCESS STORIES

*In the spotlight with*

SHARON AND ANDREW WILD



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

July 2008.

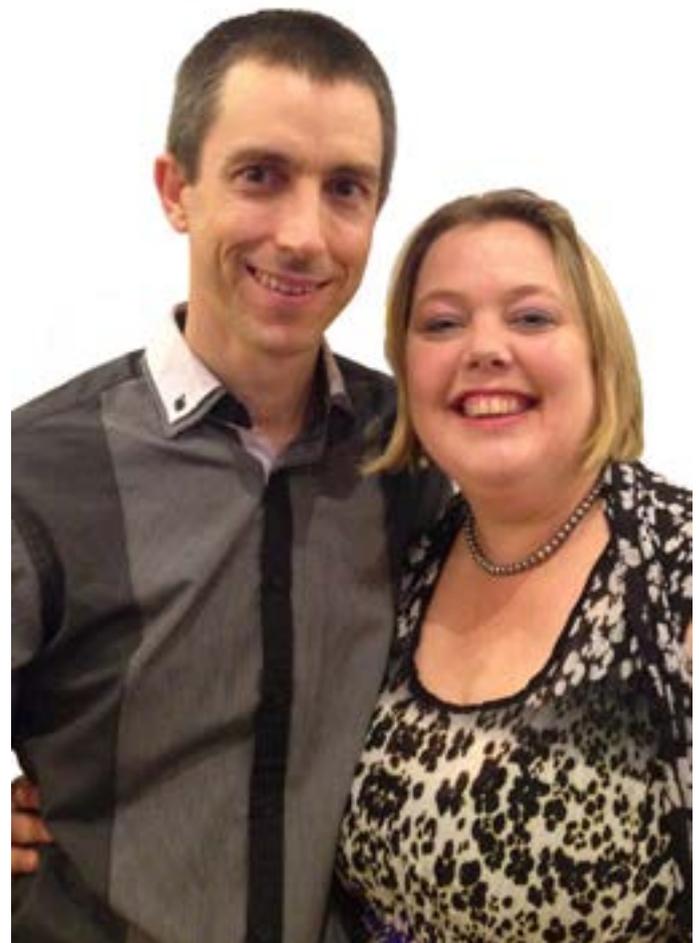
**How did you find out about Young Living & who introduced you to Young Living?**

Sharon: I first encountered Young Living at a health expo where I attended a short presentation by a Young Living member. The member briefly mentioned Thieves, Valor and Raindrop Technique. I wanted more info, so she sold me a CD about Young Living and essential oils. I was intrigued in what I heard Gary Young speak about on the CD, though the lady didn't collect my contact info, nor follow up with me. So, I didn't join at that time. I joined when I encountered Young Living again at another health expo a few years later.

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

Sharon: Have you ever felt like you are overworked, underpaid and underappreciated at work? That's how I felt. You see, I was formerly a lawyer. Some people might think that sounds prestigious, but the reality was I was working long hours. I was expected to work back late every night without getting paid for those extra hours. I was expected to work weekends that I wasn't getting paid to work. It felt like I had to beg to take annual leave and no matter how hard I worked or how good a job I did, there was always someone who was unhappy with me. There was always someone chasing me to do more work or complaining that I'd given priority to one client's file over another's. There was always another client's last-minute crisis thrown at me.

Each morning I would wake up feeling the dread of having to go to work. I remembered back to when I first started as a lawyer, how excited and enthusiastic I was. What started as excitement, within a few years had turned to dread. I remember hearing stories from colleagues of relationship problems, major health challenges, complaints of having no time for themselves. One night it was like looking into a crystal ball at my future - is this what life is going to be like for me? Am I going to wake up - every day dreading having

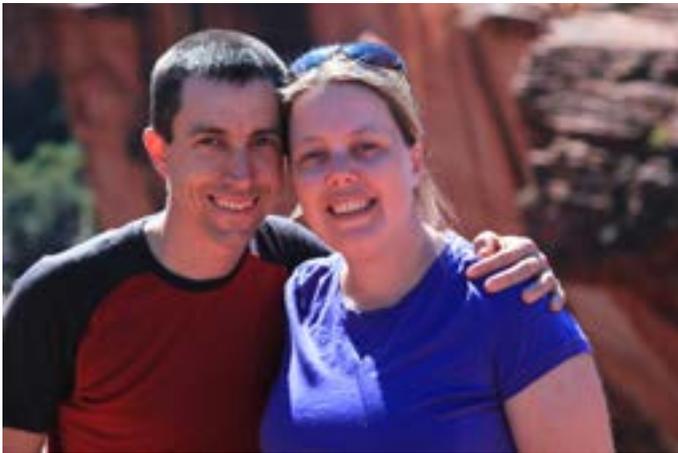


to get out of bed to go to a job I hate? I didn't want that for my life. So, I decided to leave that life behind. Most people thought I was crazy to leave after 6 years of university and 2 university degrees. But I had the courage to do it, and I did.

Andrew studied IT at university and was working as an internet programmer. So, we decided to start our own internet-based business. For the next 10 years Andrew and I owned an internet business together. We ran a large online retail jewellery store and we also developed internet technology services including

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a search engine, a currency conversion service for e-commerce websites and an internet marketing tracking system.

Sharon served on several boards including as a Director on the Board of Civic Solutions (formerly Mt Gravatt Training Centre), a multi-million dollar non-profit organisation and was the President of eBIG (Electronic Business Interest Group), a Brisbane City Council backed non-profit organisation through which she and Andrew taught internet marketing workshops. Sharon wrote a newspaper column on internet marketing and together Sharon and Andrew have won 7 business awards including the QUT Alumni Young Achiever Award and the 'Top Entrepreneur' QUT Entrepreneur Award. I mention this background to show that you don't need to have a background in wellness to succeed in Young Living.

But after years of running our business, there was one thing that was missing. A sense of purpose. You see, selling another retail product simply didn't give us a sense of purpose. That's where Young Living came into our lives.

### What makes Young Living unique?

Three factors underpin why Young Living is unlike any other wellness company.

1. The integrity and ethics of our founder, D. Gary Young
2. Our Young Living farms and the Seed to Seal guarantee
3. The calibre of people that Young Living attracts into the Young Living community

We've had the fortunate privilege of spending time at the Young Living farms with Young Living's founder Gary Young. We've seen first-hand the Seed to Seal process. We've planted seedlings. We've stood inside a distiller to help with preparing for the

distillation process. We've seen the lengths that Young Living go to, to ensure the purity of their oils. We've seen the testing that Young Living carry out for their oils. These are lengths that no other companies go to. The time, energy and commitment that Young Living invests in growing and distilling is far beyond what any other essential oil company does. Young Living's commitment to sustainability and ethical sourcing is unsurpassed. Those standards all came from Gary Young's legacy of unwavering commitment to purity and his commitment to purpose over profit.

*"We're grateful to be part of a global community in which we've formed amazing friendships with people from all around the world."*



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

We could never have imagined that taking our first smell of a Young Living essential oil over 10 years ago would lead to a life that gave us a sense of purpose.

Young Living facilitated an improvement in our physical and emotional well-being. Though the Young Living journey extends far beyond wellness.

We're grateful to be part of a global community in which we've formed amazing friendships with people from all around the world - people who without Young Living we would never have met.

The network marketing journey forces a person to be stretched and to grow on a personal level and it also allows us to be part

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of that personal growth journey for the members of our Young Living community too. Young Living has facilitated some of our personal passions being amongst nature and landscape photography. We've visited 7 Young Living farms including 3 in the USA, Hawaii, France, Darwin and Ecuador.

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

Sharon: For a person who uses Young Living products every waking moment of the day from morning to night, it's not possible to limit it to one. I love Copaiba oil because I've found that it enhances all of the other Young Living oils that I use, and it offers a sense of emotional balance. I love peppermint as it's so versatile, I carry it everywhere with me. Reducing my exposure to synthetic chemicals in the home is important to me, so the Thieves Household Cleaner is a must-have in my home.



Andrew: My favourite product is one I believe every man should use on a daily basis and that is the Shutran essential oil blend.

### Were you sceptical about essential oils before?

Andrew: When Sharon brought home an Everyday Oils collection from a health expo I said to her "Why do you need more oils? You already have a cupboard full of oils." Sharon answered, "There's something different about these. I don't know what it is yet. But there's something different about them". Though it wasn't until I had my own experiences with the oils that I became interested. After experiencing peppermint oil applied to my shoulders to help with some neck and shoulder tension I'd experienced after hours of sitting at a computer, that is when I started to take notice.

Sharon: I already had an interest in essential oils and herbs. So when I first came across Young Living, I was very interested in the info I heard on the CD. But at that time, the difference in



quality that Young Living offers hadn't been explained to me. Without having experienced the Young Living oils at that time, I couldn't understand why Young Living oils had a different price point compared to the other oils I'd bought before. I'd assumed that all essential oil brands were pretty much the same. I didn't understand that there were differences between companies in the ways that essential oils are grown and distilled.

At the second health expo that I attended, some Young Living oils were applied to my skin. I then experienced the frequency of Young Living oils, which was a feeling beyond all the essential oils I'd experienced before. That's when I knew the Young Living oils were different to the other brands I'd used before.

I then became fascinated and immersed myself with as much info as I could get my hands on. I purchased a large set of CDs of Gary Young speaking about essential oils. I'd often listen to the CDs in the car, so Andrew would hear them too, which grew Andrew's interest. Andrew and I are now equally passionate about essential oils.

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### Were you sceptical about the Young Living opportunity before?

Sharon: At the time we joined Young Living we weren't looking for a business opportunity. I had no intention of sharing Young Living at that time, as we already had a business. Though as my personal interest in the oils grew, I couldn't help but to tell my friends and family about the experiences I was having. My friends and family started to have their own amazing experiences too. And then I felt a sense of moral obligation to let people know about these life enhancing products.

Though I didn't know anything about network marketing, Andrew and I both have family backgrounds of entrepreneurship. Both our families owned their own businesses and most of our siblings owned their own businesses. Since we hadn't been exposed to network marketing, we hadn't realised the potential of network marketing.

### What changed your mind about Young Living?

It wasn't until 2013 when we attended our 3rd international grand convention in the US that we saw the vision of what was possible with the opportunity of network marketing with Young Living. We saw Adam Green (now a Royal Crown Diamond) speaking about how his life had changed when he embraced the network marketing model with Young Living. Before that time, we loved the Young Living company and the products, though we didn't know that Young Living was something that was possible to facilitate earning an income. We knew there were no guarantees and that it would take a lot of work and sustained commitment to make it happen. We then followed leaders' suggestions for learning about network marketing from experts including Eric Worre and Richard Bliss Brooke. We now love the network marketing model.

### At what point did you decide to focus on Young Living full time?

We transitioned to focus on Young Living in late 2013.

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

There are many options that could be pursued for enhancing a person's well-being. There are many network marketing companies. Though there aren't any other companies like Young Living that offer wellness, purpose and abundance. Young Living

*“Being part of Young Living means being part of a global community of heart-centred, like-minded, purpose-driven people.”*

not only offers the purest, high quality, plant-based products that can enhance a person's well-being on a physical, emotional and spiritual level. They are a company of integrity, using sustainable and ethical practices. Being part of Young Living means being part of a global community of heart-centred, like-minded, purpose-driven people who together are collectively making a real difference in this world.

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

There are several myths. Some unsavoury rumours on the internet about our founder Gary Young, and rumours about the existence of Young Living farms and purity of Young Living oils.

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

Ethics and integrity are important to me. I'm not interested in being associated with companies that are built on marketing and hype. I choose not to belittle or comment on other companies. All I can say is what I've seen with my own eyes. I've had the opportunity of discussing these rumours directly with Gary Young. I've heard the truth directly from Gary's mouth. I've seen the openness and authenticity in his eyes. I'm 200% confident in knowing Young Living and it's founder Gary Young are backed by integrity and ethics. I've also been to 7 Young Living farms to see the Seed to Seal process first-hand.

*~ Andrew and Sharon Wild*