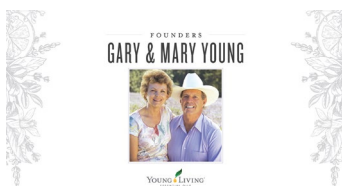




HI EVERYONE!

I just wanted to start by thanking you all so much for making the time and effort to come to my YL2U Get together today. I really appreciate it and I know that we will all have a lot of fun today.

Before we get into it, I'd like to give you all a bit of a background about Young Living, **a company that I'm very proud to represent...**

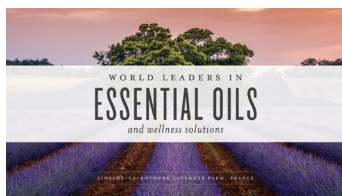


Young Living Essential Oils was **founded by Gary and Mary Young** in **1994** after Gary discovered the **incredible power of essential oils** and created their first organic herb farming and distillation operations, in the north of Idaho – the first of many.



A LITTLE ABOUT YOUNG LIVING

- Although you may not have heard of Young Living until now, it's the **original and the largest essential oil company in the world.**
- 2019 was the company's 25th anniversary and its revenue is now almost 2 billion US dollars each year.
- Young Living is sold to millions of customers in almost every country in the world!



THE YOUNG LIVING DIFFERENCE

- When Gary Young discovered the **incredible power of essential oils**, he also realised that the quality of essential oils on the market varied greatly and that the majority were either diluted or “extended” with the addition of carrier oils or synthetics.
- He learned that to ensure purity and potency and to be able to fully harness the ultimate potential of each oil that rigorous, expert analysis of finished oils was critical. So he established the global standard now known as **Young Living Therapeutic Grade™**.



SEED TO SEAL

- Young Living stands out from the competition and sets the industry standard by its guarantee that it will only sell 100% pure, authentic, natural, uncut essential oils that maintain their vital potency.
- This unrivaled programme is called **“Seed to Seal®”**.



YOUNG LIVING QUALITY STANDARDS IT'S OUR CALLING

- I'm proud to be part of a company that doesn't just talk 'values' but **delivers on them.**
- We know that a product is only as good as the process that created it, and **Young Living is committed to a quality process far beyond all industry expectations.**
- The **Seed to Seal[®]** programme applies rigorous **quality controls and carefully monitors the sourcing and production of its essential oils.**
- The **Seed to Seal[®]** standard doesn't just apply to essential oils - it extends to the ways in which Young Living ensures the **ingredients** in its **food, personal care, household products** and **supplements** are clean, natural and toxin-free.



SEED TO SEAL - SOURCING

- All Young Living oils are sourced from corporate-owned farms, partner farms and Seed to Seal certified suppliers.
- This ensures the purity of the oils and the use of only the best possible premium ingredients, free of all the nasties contained in so many products available on the market.
- Young Living also ensures that all products are manufactured according to industry best practices and their own exceptional standards.



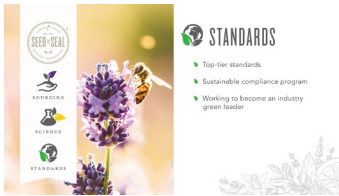
CORPORATE AND PARTNER FARMS

- Young Living currently has **22 corporate or partner farms** around the world and is committed to purchasing or partnering with **5 more each year**.
- The farms are located in **Australia, Bulgaria, Canada, Croatia, Ecuador, France, Oman, South Africa, Taiwan** and the **USA**.
- This is one of the corporate owned farms called Whispering Springs in Mona, Utah in North America.



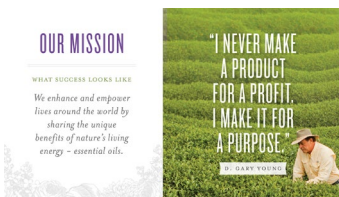
SEED TO SEAL - SCIENCE

- Young Living conducts extensive internal and third-party testing to ensure the purity, efficacy and authenticity of the over 220 essential oils and the over 600 personal care, household and nutritional products.
- Young Living has leading edge manufacturing, extraction and distillation practices, ingredient selection, testing, storage and bottling.
- Young Living is passionate about quality, and knows the lengths that suppliers go to in order to disguise adulterants in their oils. In order to guarantee that the oils you buy are pure and unadulterated, Young Living has invested millions of dollars into in-house testing equipment and also works in partnership with the world's most reputable independent labs. A minimum of 90 tests are performed on every batch of essential oils. An oil is released to market only if it passes all these rigorous tests.



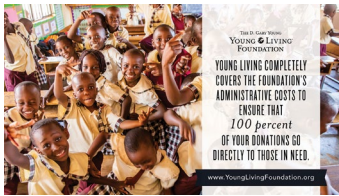
SEED TO SEAL - STANDARDS

- The '**Standards**' pillar determines how Young Living reduces their environmental impact, benefits communities and partners with nature.
- It also represents their work to meet and exceed national and international guidelines for sustainable sourcing of essential oils and product ingredients.



YL MISSION & VISION

What I **love** about working with this company is that, unlike so many other companies who are out to make a profit for shareholders, this family-owned business has a mission statement that says it wants to ***“foster a community of healing and discovery, while inspiring individuals to wellness, purpose and abundance.”***



OUR HELPING HANDS

- I'm so grateful that I represent a company that is committed to making a difference and gives back on a global scale.
- The Young Living Foundation is a non-profit organisation that runs major projects globally including:
 - **Young Living Academy, Ecuador** - a school for 350 children from K-12 in Chongon Ecuador.
 - **Healing Faith** - a malaria centre in Uganda that treats over 100 individuals a day and has treated over 90,000 individuals to date.
 - **Hope for Justice** - fights against human sex trafficking around the world.
 - **Rebuild Nepal** - focuses on rebuilding houses and schools in Nepal after the 2015 earthquake.
 - **Sole Hope** - treats children with jigger parasites in their feet.
- Young Living covers all administrative costs of the foundation, so 100% of donations go directly to the projects and partnerships.



MY WHY...

As you can see **Young Living is an amazing company** with a rich heritage and exceptional values. That's what initially captured my attention.

Add your 2-minute story here.

NOTE

Add a VERY brief 2-minute story of your own.

- It should resonate with your particular guests/audience.
- It may be a solution that YL provided wellness, confidence, financial, social
- Keep it brief – and consider structure. E.g. Who. What. When. Where. How = your WHY.

**Be sure to keep it compliant.
Avoid making income or product claims.**



ABOUT ESSENTIAL OILS

- Young Living has more than 220 therapeutic-grade essential oils and blends in its range, and it also sells a wide range of ultrasonic and nebulising-style diffusers. Diffusing oils is the perfect way to bring nature into your home or office environment.
- Young Living is a recognised authority on Essential Oils and their wellness benefits but what do you know about them? Briefly:
 - Essential oils have enhanced lives for thousands of years with their wellness benefits.
 - They are extracted from botanicals such as trees, grasses, herbs and flowers through steam distillation, resin tapping or cold pressing.
 - The purest essential oils are far more powerful than the botanicals from which they come and can be used in many ways: The most common ways to benefit from essential oils is through:
 - Aromatic diffusion in a diffuser
 - Inhale the essential oil directly from the bottle
 - Topical application directly to your skin either neat or diluted
 - Adding a few drops to drinks and meals



YOUNG LIVING PRODUCT RANGE

In addition to essential oils and diffusers, Young Living sells an extensive range of oil-infused products including:

- Household cleaning products free from harsh chemicals
- Health & Wellness Supplements
- Personal Care
- Baby Care & Kids' care
- Animal Care
- And a range of toxin-free mineral makeup



And now for the reason we're all here today...



ESSENTIAL NUTRITION RANGE!

- So let's talk Young Living's Essential Nutrition!
- True wellness starts from within!



- We all try our best to eat a healthy diet and get regular exercise, however, we all know that it's not always easy to get the nutrition we need from our daily diet.
- Today we will take a look at some healthy snack options and nutritional supplements to help you kickstart your wellness journey.
- So, what makes Young Living's nutritional range different to other products on the market?
- Most Young Living nutritional products contain an infusion of powerful 100% pure, therapeutic grade essential oils.
- Plus unlike many health foods, Young Living's snacks and foods also taste great!
- All of them contain the absolute highest quality ingredients without any cheap fillers whatsoever.



There are so many supplements and more being added to the range every year, so to keep it simple I'm going to group them into 4 categories:

1. Healthy Eating, Snacking and Drinking
2. Cleansing
3. Personal Wellbeing
4. Targeted Support



INTRODUCING NINGXIA

Young Living foods, snacks and drinks offer the perfect natural alternative to over-processed, sugary and salty treats and to carbonated, sugary and caffeinated drinks.

- How many of you are looking to sustain energy? Well, the solution for you may be in this extraordinary superfruit.
- How many of you have heard of goji berries? The actual Chinese name for the goji berry is the wolfberry.
- For thousands of years dating back to the Ming Dynasty, it was sought after for its rich nutritional content and used in ancient Chinese practices.
- This berry is native to a very remote region in China called NingXia.
- Because of the region's physical and political isolation, knowledge of this remarkable original superfruit remained relatively hidden from Western culture, until recent times.
- Young Living is now partnered with the farm in China that supplies the NingXia wolfberry for our NingXia products!
- Wolfberry puree is the core ingredient in our NingXia range. The entire fruit is pureed, so it contains all the benefits of the skin, the stem and the fruit.
- The wolfberry has an unparalleled nutritional profile - This includes: *fibre, zeaxanthin, critical amino acids, polyphenols, polysaccharides, and a distinctive ratio of trace nutrients.*



NINGXIA RED

- NingXia Red is Young Living's TOP selling product worldwide!
- It is a powerful superfruit drink formulated to energise, fortify, and revitalise the body and the mind.
- NingXia Red combines this extraordinary wolfberry superfruit puree with pure **Orange, Yuzu, Lemon, and Tangerine** essential oils.
- Along with **blueberry, aronia, cherry, pomegranate, and plum** juices to supply your body with vital phytonutrients.
- Chosen specifically for their flavour profiles, the **essential oils** used in NingXia Red **also contain d-limonene**, a powerful, naturally occurring component found in citrus oils.
- NingXia red is available in **2 or 4-pack 750ml bottles** or as convenient single serving 60ml sachets which are fantastic to pop into kids school lunch boxes or to keep in your handbag for when you're out and about.
- It is extremely versatile and makes amazing slushies, smoothies, mocktails and even kids popsicles!



6 REASONS TO DRINK NINGXIA RED

1. RICH IN NUTRIENTS & ANTIOXIDANTS

Your daily energy boost including an array of antioxidants, beta-carotene, lycopene and d-limonene.

2. GOJI BERRY GOODNESS

Also known as NingXia wolfberries, goji berries provide energy without harmful side effects.

3. INFUSED WITH ESSENTIAL OILS

Infused with a sweet citrus taste and d-limonene from Young Living Orange, Yuzu, Lemon & Tangerine essentials oils!

4. FRUIT JUICE BENEFITS

Packed with blueberry, plum, aronia, cherry, grapeseed and pomegranate juices for delicious flavour and vibrant colour.

5. NATURALLY SWEETENED

Sweetened with Stevia extract, a zero-calorie sweetener, with only 5 grams of sugar per 60 ml serving!

6. SUPPORTS WELLNESS

Effectively energises, fortifies and revitalises the body to support good overall health.



NINGXIA ZYNG

- NingXia Zyng is the perfect pick-me-up drink when you need an energy boost without resorting to unhealthy sugary soft drinks or energy drinks.
- This berry-infused citrus drink is light, sparkling, delicious and has a kick with 35mg of naturally occurring caffeine.
- The thing I love the most about it is that it has only 35 calories per can!
- Compare that to the 16 teaspoons of sugar in a can of sugary soft drink!
- NingXia Zyng contains Black Pepper and Lime essential oils, wolfberry puree and white tea extract.
- NingXia Zyng comes in a 12 pack of 250ml cans.



NINGXIA DRIED WOLFBERRIES

- NingXia Dried Wolfberries are a **sweet and tangy snack** or a **nutritious ingredient** to add to your meals.
- Young Living uses a **gentle drying process** which makes these wolfberries versatile and easy to incorporate into lots of recipes, so you can **get the benefits from this superfood** in anything from stir-fries to baked goods!
- Or just grab a handful when you need a **snack on the go**.



SLIQUE RANGE

- The Slique range is specially designed with **delicious, natural ingredients** that will complement a busy and healthy lifestyle.
- The range includes: Slique Tea, Slique Bars, and Slique Essence culinary essential oil blend.

SLIQUE BARS

- Slique Bars are filled with **wholesome ingredients**, such as dates, coconut, almonds, chia seeds, bing cherries, and cacao nibs.
- These snack bars are really delicious, are **high in fibre** to help you feel full without excess calories – and they are also **gluten free!**

SLIQUE TEA

- Slique Tea is a delicious, rare blend of **naturally-derived ingredients** chosen for their impressive **phytonutrient content**.
- This tea features an exquisite blend of **cacao powder, cinnamon bark, flavourful ground nutmeg and pure, proprietary vanilla essential oil**.
- Unlike most tea bags on the market, Slique tea bag is **100% biodegradable**.

SLIQUE ESSENCE

- Slique Essence has a pleasant citrusy combination of **Grapefruit, Tangerine, Lemon, and Spearmint** essential oils for flavour and an uplifting element.
- Oocotea essential oil adds an irresistible, **cinnamon-like aroma**, while **stevia** adds an **all-natural sweetener** that provides a pleasant taste with no added calories.



GARY'S TRUE GRIT EINKORN

- This range of Young Living foods is made from the ancient Einkorn grain.

- Unlike most mass-produced modern grains, Einkorn is untouched by hybridisation and it has retained its primitive genetic code that contains only 14 chromosomes.
- This is a huge difference from the 42 chromosomes contained in modern hybridised wheat.
- This superior ancient grain also contains less gluten than modern whole wheat and is more abundant in many vitamins and minerals.

GARY'S TRUE GRIT EINKORN

- Served hot or cold, Gary's True Grit Einkorn Granola is a great way to start your day.
- It's sweetened with wolfberries, cranberries, cacao nibs, and coconut sugar.
- Those sweet hints are balanced by hearty sunflower seeds, almonds, walnuts, and pecans, with just the right amount of sea salt.

GARY'S TRUE GRIT EINKORN

- Gary's True Grit Einkorn Flakes Cereal is crispy and lightly sweetened with organic coconut sugar.
- Whether you need a way to fuel up before a busy day or want to sneak a late-night snack, Einkorn Flakes Cereal will be your go-to cold cereal choice.



BALANCE COMPLETE

- Balance Complete is an essential oil-infused, superfood-based meal replacement powder, formulated to energise and cleanse.
- Balance Complete can help support your weight management goals when consumed in conjunction with a low calorie, nutritious diet and regular exercise.
- This drink contains
 - whole Ningxia wolfberry (goji berry) powder,
 - nutrient-dense brown rice bran and
 - an assortment of other super-foods
- This provides a balanced, complete and nutritionally dynamic meal, with an **incredible 12 grams of fibre per serving**.
- Use it to replace your least nutritious meal of the day.
- It's so quick and easy to make a shake! You just add 2 scoops to cold water or milk and blend. For extra flavour, I like to add fruit and a few drops of a YL culinary essential oil.
- Balance Complete is most **beneficial when used daily and combined with a healthy and active lifestyle**.

Consult your Doctor prior to beginning any weight loss program, if you are taking medications or if you have any health concerns.



PURE PROTEIN COMPLETE CHOCOLATE & VANILLA

- Pure Protein Complete is a formulated supplementary sports food designed to give you a protein boost.
- Protein is necessary for
 - tissue building and repair, and is essential for whole-body health,
 - contributing to the growth and maintenance of muscle mass and the maintenance of normal bones.
- Pure Protein Complete comes in two delicious flavours: Vanilla and Chocolate.
- It contains three different protein sources and six different amino acids.
- As an added benefit, both flavours contain Orange essential oil which is known for its uplifting and energising qualities.
- Pure Protein Complete can be blended with cold water or your choice of milk. You can also add fruits or YL culinary essential oils for an extra boost of flavour.
- Best to use after exercising for a protein boost.
- This is not meant as a meal replacement - if that is what you're looking for, use Balance Complete as previously shown.



ALKALIME

- AlkaLime is a powder supplement formulated with Lemon and Lime essential oils, organic lemon powder, antioxidants and biochemical mineral cell salts.
- AlkaLime can help to restore a feeling of balance to the body by reducing the symptoms of heartburn.
- This effervescent antacid formula starts working right away to
 - relieve symptoms of heartburn
 - support intestinal health
 - help decrease free radical damage to body cells
 - while the citrus oils also give it a really great taste



INNER DEFENSE

- Inner Defense capsules are designed to
 - support the immune system and
 - promote a healthy respiratory system
- Inner Defense contains 8 potent essential oils including
 - Oregano,
 - Thyme and
 - Thieves essential oil blend
- Which are rich in thymol, carvacrol, and eugenol.
- Each capsule contains helpful antioxidants to protect against free-radical damage.



LIFE 9

- Life 9 is a high-potency probiotic that combines calcium in the form of calcium carbonate with 17 billion live cultures from 9 beneficial bacteria strains.
- Life 9 promotes healthy digestion, maintains immune system health, supports the natural detoxification processes of the gastrointestinal system and aids in the natural cleansing process of the gut.
- Note that Life 9 is for adult use only.
- To ensure that the 17 billion live cultures stay alive and effective during the international and local shipping process, Life 9 has been **specially designed with targeted-release capsules**, a dual-sorbent desiccant, and a special bottle and cap. It doesn't need to be refrigerated before opening, but it's best to refrigerate it after opening.



MINERAL ESSENCE

- Mineral Essence is a natural liquid mineral complex, containing full-spectrum ionic minerals that are the most efficiently absorbed form of minerals available.
- It is **Broad Spectrum** - With over 62 trace minerals, Mineral Essence enjoys one of the most complete mineral profiles available.
- It is **Exquisitely Balanced** - Not only does Mineral Essence contain an incredibly wide spectrum of different minerals, but each mineral component is precisely proportioned in relation to the others.
- Such careful control of mineral content is of paramount importance.
- Why? Because too much or too little of one mineral can not only gum up the body's absorption of other minerals but might even be toxic.
- All of the minerals in **Mineral Essence** are ionic - a chemical form which maximizes mineral absorption in the intestines.
- Minerals in an organic or colloidal state are not as readily assimilated.



OLIVE ESSENTIALS

- We've all heard about how fantastic the world-renowned Mediterranean diet is. Well, now you can get the same benefits in a supplement!

- The olive fruit is a staple of the Mediterranean diet. The fruit has been **esteemed so highly** throughout history that it was even used as currency and stood as a symbol of prosperity and wealth.
- **Olive Essentials is made from handpicked Spanish olives.** The oil is extracted from the **whole fruit** as well as the leaves using a patented water extract technology.
- The key ingredient in Spanish olives is **hydroxytyrosol**, a very powerful antioxidant.
- Each capsule of Olive Essentials has as so much concentrated hydroxytyrosol that you receive the **benefits from one capsule** as you would get from one litre of extra virgin olive oil.
- It contains **Parsley and Rosemary essential oils** and benefits your overall wellbeing by **reducing free radicals formed in the body.**
- And like all Young Living nutritional products, Olive Essentials is guaranteed to be free from pesticides, GRAS (generally recognized as safe) certified and Non-GMO (non-Genetically Modified)



OMEGAGIZE³

- OmegaGize³ capsules combine the power of three core daily supplements - omega-3 fish oil, vitamin D3, and CoQ10 (ubiquinone).
- These supplements are combined with our proprietary essential oil blend to create an omega-3 fish oil supplement that supports in adults a healthy cardiovascular system, energy levels, healthy teeth, bone health, brain function and general health and wellbeing.
- OmegaGize³ contains antioxidants to reduce free radicals formed in the body.
- The omega-3 in OmegaGize³ is one of the purest fish oils available and is rigorously and independently tested to ensure that it is free of environmental pollutants and mercury.



BLM

- BLM capsules combine powerful ingredients such as:
 - Type II Collagen,
 - MSM (Methylsulfonylmethane) and
 - Glucosamine sulphate
- To relieve symptoms of mild arthritis and support joint cartilage health.
- **NOTE:** Not suitable for vegetarians or those who suffer from shellfish allergies.



ILLUMINEYES

- Support your eyes and skin with IlluminEyes, featuring powerful ingredients such as lutein and zeaxanthin to help reduce eye strain, maintain healthy eyesight and enhance skin health.

- IlluminEyes can also help support healthy vision development. Whether you spend your days in bright light from the sun, exposed to blue light from electronics, or both, IlluminEyes is here to maintain your clear view of the world.

Key ingredients:

- Vitamin A (beta-carotene)
- Vitamin C (acerola cherry)
- Lutein (marigold flower)
- Zeaxanthin (marigold flower)
- Wolfberry (*Lycium barbarum*) fruit powder

Purpose:

- Helps reduce eye strain
- Maintain healthy eyesight
- Enhance skin health



MEGACAL

- MegaCal is a powerful calcium and mineral powder, flavoured with lemon essential oil.
- This supplement is a brilliant source of
 - Calcium,
 - Magnesium,
 - Manganese, and
 - Vitamin C
- One serving of MegaCal contains 207 mg of calcium and 188 mg of magnesium!



PROSTATE HEALTH

- Young Living's Prostate Health capsules are a uniquely formulated essential oil supplement traditionally used for its effect on prostate health as an anti-inflammatory agent.
- Prostate Health contains:
 - Geranium,
 - Fennel,
 - Myrtle,
 - Lavender and
 - Peppermint essential oils
- Prostate Health also delivers 235 mg of saw palmetto and 175 mg of pumpkin seed oil.



SULFURZYME

- Sulfurzyme capsules contain **three active ingredients** including
 - MSM
 - Ningxia Wolfberry (goji berry) fruit powder and
 - Copaiba essential oil.
- MSM is a naturally occurring form of dietary sulphur and helps to relieve symptoms of mild arthritis.
- Note: Suitable for vegetarians.



SLIQUE KIT

- If you'd prefer some motivation to kick your current mindset into gear, we offer a Slique Kit, consisting of
 - **two boxes of Slique Tea,**
 - **two tubs of Balance Complete and**
 - **one 15ml bottle of Slique Essence**
- Everything you need to reach your daily goals and complement a natural lifestyle!



ESSENTIAL REWARDS BUNDLES

- Here are two of the amazing Young Living Essential Rewards Bundles!
- Essential Rewards Bundles, or ER Bundles, are a wonderful way to ensure that you always have your favourite Young Living products on hand with the convenience of Essential Rewards, where products are sent hassle-free from Young Living to your door each month!
- Let me show you two of the member favourite bundles....

NINGXIA RED ER BUNDLE

- 4 x NingXia Red 750 ml
- 10 x NingXia Red 60 ml Single Sachets

EVERYDAY NUTRITION ER BUNDLE

- 2 x Ningxia Red 750 ml
- OmegaGize³
- These bundles are **ONLY** available on an Essential Rewards order.



- Now that you know more about Young Living and how you can use the Essential Nutrition supplements range as part of a balanced lifestyle and everyday wellness, now it's time to get familiar with the products and fast track your wellness journey!
- Before you start, however:
 - If you would like to stay up to date on any upcoming events, workshops or webinars to learn even more about Young Living products such as
 - Savvy Minerals by Young Living makeup,
 - Thieves Healthy Homes,
 - Beauty Essentials and
 - How essential oils can bring wellness into your life,
 - Just let me know and I'll make sure you stay informed!
 - I'm sure that you have found some products that you feel would **make a positive difference in your life** - so let me show you how you can easily get them into your life **STARTING TODAY!**



I hope everyone enjoyed today. Let's finish up!

NOTE

Now that you are finished your experience with your guests, ask them to come back to the flipchart so that you can begin the last chapter of the YL2U Get2Gether event.

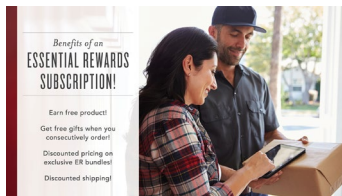


There are **three ways** to buy Young Living products...

- 1. You can purchase as a Retail Customer** at full retail price if you'd like to purchase single items to trial.
- 2. Alternatively, you can become a Member of Young Living which enables you to save 24 percent off the retail price and always buy products at the wholesale price.**

You can enrol as a Member by either purchasing a Starter Kit or by Customizing your Enrolment Order. We have a whole heap of different Starter Kits to choose from and they're all discounted from what the individual product price would be. Or if, you prefer to make up your own Customised Enrolment Order, you just need to choose products to the value of 100 Point Value (which we call PV).

I definitely recommend becoming a Member as the savings when buying at wholesale price really do add up.



3. If you're going to buy products a few times a year, then I recommend signing up for the Essential Rewards programme.

Essential Rewards - which is also referred to as 'ER' - is an optional monthly subscription programme where you earn points for placing a monthly order and redeem the points for free product.

The percentage of rewards points you earn depends on how many months you have consecutively placed qualifying ER orders.

1-3 MONTHS: **10% of each ER order**

4-24 MONTHS: **20% of each ER order**

25+ MONTHS: **25% of each ER order**

If you're on ER, you also get **FREE gifts** when you consecutively order a minimum of 100PV worth of product!

You'll be rewarded after each month for 3, 6 and 9 months. Plus, receive an exclusive essential oil blend after 12 consecutive months of ER orders. It also gives you discounted shipping and access to exclusive promotions. Managing your monthly ER subscription is easy to do and gives you the best value for money that Young Living offers.

If you'd like to live a healthier, non-toxic lifestyle for you and your family the Essential Rewards programme is a cost effective way for you to brand swap to Young Living. If you have a Young Living business, being on ER also gives you access to certain bonuses as part of the Compensation Plan.

I'm happy to explain it clearer one-to-one before we finish up today, so please reach out!



MONEY-BACK GUARANTEE

If you are not satisfied with any Young Living product, you may return it within 10 days for a full refund or product credit.

This satisfaction guarantee is in addition to the Young Living 30 days return policy allowing members to return unused product for a full refund of purchase price, less shipping charges. See our full return policy in the Policies and Procedures booklet.



OUR BUSINESS OPPORTUNITY

- It's a proven fact that stress plays a huge role in wellness.
- Money and work are two of the major causes of stress.
- How many of you feel like you would like to do more with your life?
- Would you like to be able to donate more to your favourite charity or have a bit of extra money to gift a friend in need or create an even-more-special family celebration or birthday?
- If you want to share the Young Living lifestyle with others, just as I have done today, you could potentially earn commissions and bonuses for your hard work and effort. Young Living has one of the most generous compensation plans in the industry so if you want to create and grow a business with Young Living, come and have a chat with me!
- Now I'll show a video about the opportunities with Young Living and how you can Live it, Love it, Share it!

YORK LIVING 2017 ANNUAL INCOME DISCLOSURE STATEMENT

WHAT ARE MY EARNING OPPORTUNITIES? The following table shows the total amount of income earned by the York Living Trust in 2017, broken down by source. The table also shows the amount of income earned by the York Living Trust in 2016 for comparison.

Source of Income	2017	2016
Income from Real Estate	\$1,234,567	\$1,123,456
Income from Investments	\$987,654	\$876,543
Income from Other Sources	\$543,210	\$432,109
Total	\$2,765,432	\$2,432,109

The following table shows the total amount of income earned by the York Living Trust in 2017, broken down by source. The table also shows the amount of income earned by the York Living Trust in 2016 for comparison.

Income from Real Estate: This category includes income from rental properties, real estate sales, and other real estate-related activities.

Income from Investments: This category includes income from stocks, bonds, mutual funds, and other investment vehicles.

Income from Other Sources: This category includes income from royalties, licensing, and other miscellaneous sources.

INCOME DISCLOSURE STATEMENT

- Here is the latest income disclosure statement, I will provide you all with a link to view this online.



THANK YOU SO MUCH!

- Thank you for letting me share the Young Living lifestyle with you today!

NOTE

Complete the event with a rundown of everything you have gone through with them during the event. Provide your contact information, your Young Living member ID and all of the promised collateral from the slides.