



Q. IS IDAHO GRAND FIR THE SAME ESSENTIAL OIL AS IDAHO BALSAM FIR?

A. Yes, the only differences between the two oils are the name on the front of the label and the scientific name listed as the ingredient. It is the same oil that was sold under the name Idaho Balsam Fir in the past.

Q. WHY DID THE NAME OF THE OIL CHANGE FROM IDAHO BALSAM FIR TO IDAHO GRAND FIR?

A. From when it was originally launched until now, the closest International Nomenclature of Cosmetic Ingredients (INCI) name for the oil was *Abies balsamea* (Balsam Fir), so that's what it was called. Recently, however, the Personal Care Products Council has approved *Abies grandis* (Grand Fir) as an INCI name for use on the label.

With a renewed supply of the oil, Young Living can again offer it under the new updated name of Idaho Grand Fir. It is the exact same oil from the same Young Living farm as in the past; the only changes will be the name on the front of the label and the name of the ingredient on the back of the label.

Q. WILL THIS NAME CHANGE AFFECT ANY ESSENTIAL OIL BLENDS?

A. Yes. This will affect several essential oil blends that contain the ingredient Idaho Balsam Fir. Beginning in January 2020, blend labels with the updated scientific name in the ingredient decks will begin rolling out to members. *Abies balsamea* (Idaho Balsam Fir) will be changed to *Abies grandis* (Grand Fir) in the following blends:

- Believe™
- Deep Relief™
- En-R-Gee™

Q. HOW SUSTAINABLE IS FARMING GRAND FIR TREES? ARE FORESTS BEING CUT DOWN TO CREATE THIS OIL?

A. Young Living promises sustainable farming practices for all its products under its Seed to Seal Standard. The Grand Fir trees harvested for YL's essential

oil are cut from farmed trees that are constantly being replaced by planting more tree seedlings. Young Living is not cutting down forests of Grand Fir to create this oil.

Q. WHAT SIZE/QUANTITY DOES THE PRODUCT COME IN?

A. It comes in a 5 ml bottle.

Q. WHAT IS THE PRICE OF THE PRODUCT FOR MEMBERS?

A. The wholesale price is \$33.75 CAD. The retail price is \$44.41 CAD.

Q. WHAT IS THE PRICE OF THE PRODUCT FOR PROFESSIONAL ACCOUNTS?

A. The price for Professional Accounts is \$26.64.

Q. WHAT IS THE PV ASSOCIATED WITH THE PRODUCT FOR MEMBERS?

A. The PV for members is 26.75.

Q. WHAT IS THE PV ASSOCIATED WITH THE PRODUCT FOR PROFESSIONAL ACCOUNTS?

A. The PV for Professional Accounts is 13.38.

Q. WHAT INGREDIENTS AND/OR ESSENTIAL OILS ARE FOUND IN THE PRODUCT?

A. The single ingredient is *Abies grandis* (Grand fir).

Q. WHAT ARE THE DIFFERENCES BETWEEN THE NEW AND OLD VERSION OF THE PRODUCT?

A. We have a renewed supply of the oil, so we can again offer it under the new, updated name of Idaho Grand Fir. It is the exact same oil from the same YL farm in Idaho as in the past; the only change will be the name on the front of the label and the name of the ingredient on the back of the label.





Q. WHAT ARE THE PRIMARY FEATURES/ BENEFITS OF THE PRODUCT?

A. The features and benefits of Idaho Grand Fir include:

- Increases spirituality when used during meditation
- Offers an aroma that creates a relaxing and grounding environment
- Contains the constituents beta pinene, alpha pinene, camphene, and beta phellandrene

Q. ARE THERE ANY CAUTIONS ASSOCIATED WITH THE PRODUCT?

A. Keep out of reach of children. For external use only. Keep away from eyes and mucous membranes. If you are pregnant, nursing, taking medication, or have a medical condition, consult a health care professional prior to use.

Q. WHAT ARE THE SUGGESTED USES FOR THE PRODUCT?

A. Diffuse for a grounding, relaxing, and calming atmosphere. Pairs well with Copaiba, Frankincense, and PanAway®. Combine with Cool Azul® Pain Relief Cream to relieve daily aches and pains.

Q. WHAT PRODUCTS ARE COMPLEMENTARY TO THE PRODUCT?

A. Copaiba, Frankincense, and PanAway® are complementary.

Q. ARE THERE ORDERING LIMITATIONS FOR THE PRODUCT?

A. No, there are not.

Q. ARE THERE EXTRA SHIPPING REQUIREMENTS FOR THE PRODUCT ?

A. No, there are not. However, please note that Idaho Grand Fir is categorized as a Dangerous Good (DG) item.

Q. CAN I USE ESSENTIAL REWARDS POINTS TO PURCHASE THE PRODUCT?

A. Yes, after 30 days.

Q. WILL THE PRODUCT REPLACE OR CAUSE ANOTHER PRODUCT TO BE PHASED OUT OF OUR PRODUCT OFFERINGS?

A. Yes. All products with the name Idaho Balsam Fir will be transitioned to the name Idaho Grand Fir.

Q. WHAT IS THE RETURN POLICY FOR THE PRODUCT?

A. The standard return policy for oils applies to this product.

Q. WHAT IS THE WARRANTY FOR THE PRODUCT?

A. The standard warranty for oils applies to this product.

