

THE ESSENTIAL EDGE

NEWS OF THE WORLD LEADER IN ESSENTIAL OILS



A MESSAGE FROM MARY

Hello, my friends,

It's hard to believe that spring is just about here. With so many changes worldwide and so many changes in Young Living, I feel like we are on a trajectory to explore space, meaning we are rebirthing Young Living in a way that is going to take us into a new world of exploration as we take our message to the world.

I am personally thrilled with the restructuring of our business, and every change has made the company more streamlined and efficient. Sometimes the changes facing us may seem unnecessary or confusing, but when you look at the big picture, you can see the long-term benefits. It's all about making our business easier and safer for you. Gary always said, "There is one thing in life that is certain, and that is that there will always be change."

Having been a distributor building a business in the field for 10 years, I always knew when something was positive or negative for the distributors. The experience was invaluable for me, because I think back on all that experience when I am making decisions on the corporate side now.

We have never had a stronger executive management team, dedicated to the future success of Young Living. I am thrilled with more focus on the farms and the return to building on that foundation. Our roots are going to grow deeper and stronger, and all of us are the nourishment for that growth. You are the messengers taking our mission to the world with the knowing that comes from the experiences and feelings that burn inside each of you.

During the 2003 Young Living Grand Convention, Gary shared some of his insight when he first began to teach about the oils as his vision evolved about Young Living. "Science and research are really important,"

he said, "but when you don't have the mechanical answers—that scientific proof—do you walk away? What about that subtle knowing that you have inside? All of you have the ability to have that knowing. The mechanics of how essential oils work doesn't make them work any better. When you can see some of the mechanics when you are sharing with somebody else, that may give you a little more strength in sharing, but ask this question: *Where would we be if I had waited until I had all the mechanics before I shared it with you?*"

Every day was trial and error for Gary, and every day was a new discovery that strengthened his knowing; and today more and more of his knowing is being proven scientifically. Our President and COO Joe Cannon has stated that he wants Young Living to become a powerful educational tool, with scientists who do research to substantiate the knowing that so many of us have.

A few days ago, Jacob asked me how I would define wellness, purpose, and abundance. I thought for a minute and thought back to our roots and the reason Gary was so determined to walk again after his accident, to look beyond his pain, to travel the world in search of the ancient mysteries surrounding essential oils, and to share his discoveries with all who would listen.

The following might be helpful to you in explaining Young Living to someone new.

Wellness, purpose, and abundance is the simple way of explaining what Young Living is about. Gary believed it was his mission to bring the living energy of Mother Nature's creations to the people of the world. All plants, bushes, flowers, fruits, seeds, and trees carry different chemical compounds that have different effects on the body, which is why each essential oil is different from the others.

The body is very intelligent, and when it receives oil topically, internally, or through diffusion, it knows what to do, so you don't have to figure it out. Naturally, there is much information available through different avenues that can guide you to be more specific, but it's fun experimenting just to see what you experience or may notice. Much scientific research is being conducted through various institutions and facilities on essential oils, and more and more discoveries are being scientifically documented. It's like being on a new frontier, which is what Gary started when he first saw the benefits in his research center almost 40 years ago.

Our purpose is to make these essential oils and supplements infused with essential oils available to individuals looking for something that might bring them wellness—physically, mentally, and spiritually—through natural substances.

We believe that the oils are the complete structure and a combination of the compounds as God created them, which is free of harsh chemicals and optimal for the body to recognize and use. Because these

oils come pure from Mother Nature, you never know exactly what your benefits might be. With natural products, only your body knows, so you have to let your body figure it out.

The word *abundance* usually causes people to think of money, but we see abundance as meaning much more. When you feel strong and healthy, you might say that you are abundantly blessed with health and well-being. If you choose to share what you love with others and they become excited about using our products, then you surely will experience the side benefit of an income; and the amount of that income is dependent upon how many people you help and the many others to whom you have introduced the products who decide to share them as well. It's like a snowball effect.

Our purpose is wellness, which is the end goal. Abundance is the side benefit and may be the side reward of reaching the end goal. It all fits together.

Young Living is a lifestyle, which is what the good people of the earth are looking for, a place where they can belong. We feel like a family—a Young Living family—which is why we want to support and help each other on our Young Living journey. It's all about being the servant of something greater than ourselves.

I listened at that first Young Living meeting I attended in 1992 and was excited. I was intrigued and wanted to know more. I could never have foreseen where my life would go and that I would someday hold the reigns for what my Gary created. I feel a responsibility to carry that mission forward, perhaps in a different way, as I'm not in the field with all of you; but I do everything I can to support you, as does everyone else in the office. I now see the big picture that Gary saw when we were in our first 5,000-square-foot, rundown office building in Riverton, Utah, in 1994.

Because you listened to the message, we are on this journey together, and what a journey this has been. I laugh thinking about the **Abundance™** blend that Gary sprinkled on the computer keyboard because we weren't making enough money to pay the bills. When we returned the next morning, the phones started ringing and they never stopped—and look where we are today. Be creative and with the right intention, you could have some fun experiences.

Remember to use **Valor®**, **Highest Potential™**, **Motivation™**, **Freedom™**, and **Live with Passion™** and always use some **Common Sense™** with a lot of **Gratitude™**.

May you all be blessed with **Abundance** as you **Journey On™**.

Mary Young

FLIPPING FOR FREEDOM RAISES FUNDS FOR FOUNDATION PARTNER

Platinum members spearhead fundraising effort to help end exploitation

Two years ago, Young Living Platinum members Bryan and Amanda Cooper traveled to Ecuador from the U.S. to meet a student they were sponsoring at the Young Living Academy. While there, they also met survivors of human trafficking who were recovering and receiving education and support through Hope for Justice, a D. Gary Young, Young Living Foundation partner committed to ending exploitation. Bryan and Amanda learned that these girls were only a few of the more than 40 million people trapped or trafficked globally each year—that's more than double the population of New York City.

The experience of meeting these resilient survivors changed Bryan and Amanda. They wanted to lend a hand and help, but they weren't sure what they could do to make a difference. What they knew best was how to flip houses in North America, yet they didn't know how that knowledge could help girls they'd never met in countries they've never been to.

Then came the idea for a new fundraiser called Flipping for Freedom. Partnering with the Foundation, Bryan and Amanda led the effort to completely gut, remodel, and flip a house in American Fork, Utah, so that the proceeds—an estimated \$60,000 to \$70,000 USD—can be donated to Hope for Justice. That money will fund the rescue, recovery, support, and independence of hundreds of girls who've been subjected to unspeakable abuse.

By connecting their unique skills with their desire to help, the Coopers have provided a deeply inspiring example. "My advice is, don't think of yourself as an insignificant thinker," Bryan says. "Whatever you have is valuable, and you can leverage it to help somebody else. I think that sometimes we think too small and don't think that what we have is of value. We all have a tremendous amount of value, and the more we can understand that and use that, the more it can benefit the people around us. It doesn't matter if you can give only \$1 or \$10,000—it's all energy toward something



greater. Everybody has something to offer."

All slots for this volunteer-run project were filled by individuals local to the project site and 70 Young Living employees. You can learn more about how to spot the signs of human trafficking and how to report it at YoungLivingFoundation.org/human-trafficking

Your awareness alone can save lives.

HAVE YOU REGISTERED FOR YL'S 2021 VIGC?

Join us for our second Virtual International Grand Convention



Are you registered for our 2021 Virtual International Grand Convention (VIGC)? Last year's VIGC set an exciting and innovative new standard for our conventions. We even won a Gold International Business Stevie Award for this groundbreaking event.

In 2021 we're excited to break records again and unite the whole Young Living global family on a massive scale. Although restrictions once again prevent us from gathering in person, our far-reaching global platform makes it possible to connect with hundreds of thousands of you for our second-ever virtual convention. Participation in all the thrilling convention events comes without having to travel, book hotels, or even change out of your pajamas!

We'll hold this year's convention June 16–19, leaving plenty of time to register. You can secure your spot at YoungLiving.com/2021convention through Tuesday, June 1, when registration closes. Admission costs \$55, and with it, you gain access to many of the perks you'd normally enjoy when attending the convention. These

perks include the ability to purchase all of the exclusive convention offers, first pick of the newly launched products,* and the opportunity to hear from our phenomenal speakers. Plus, your first convention order will qualify you for a special gift, compliments of Young Living.**

The D. Gary Young, Young Living Foundation's annual Run for a Cause 5K is also virtual this year, taking place on Saturday, June 19. You can rest easy knowing that, like all donations to the Foundation, 100 percent of your registration fee for our superhero-themed virtual 5K will go directly to protecting the world's youth and empowering people around the globe.

Anyone who's been to our previous conventions knows that this event is always full of celebrations, exciting announcements, training, inspiration, and more! Make sure you're registered and ready to capture every exciting moment, because you won't want to miss what we've planned to make 2021 a year to remember.

Register today at:

YoungLiving.com/2021convention

*Certain products may not be available in all markets

**All registration fees include a gift that will be included in your first convention order. You must place an order to receive the registration gift. Not all markets can receive the registration gift.

FINCA BOTANICA DISTILLED

Creating liquid gold in Ecuador



In the heat of Ecuador, Nicolas Chong and his team of 50 harvesters walk among the 320 acres of ylang ylang trees at the Young Living Finca Botanica Farm and Distillery.

We spoke with Nicolas about what an average day at Finca Botanica is really like. Here's what he had to say:

"The days are hot, as high as 87 degrees Fahrenheit (30 degrees Celsius), the air is thick with humidity, and for part of the year, powerful rainstorms roll in and out while the team handpicks ylang ylang flowers. Typically, we harvest year-round, but our high volume harvest months are from June to January."

With baskets strapped onto their backs, the team harvests only the flowers with all six petals in bloom and a red tint around their green center, leaving the younger flowers time to grow for later batches of essential oil. Only properly matured flowers produce a high-quality yield during distillation.

"Primo Chavez, who has over 10 years of experience with Young Living, then weighs the baskets and records the results as the flowers are dropped off in the distillery. The flowers are then loaded into one of the 14 cookers in the distillery. Each cooker holds 50 kilos of flowers, and they will steam, on average, for six hours.

"The steam captures the essence of the

petals as it rises from the bottom of the cooker to a tube on the top. As the ylang ylang steam cools in the tube, it condenses and exits the cooker into a beaker. Here, the oil and water separate. The water sinks to the bottom, and the pure Ylang Ylang essential oil rises to the surface in wobbly, golden-tinged bubbles.

"A sample from each batch of Ylang Ylang oil is collected and taken to a lab technician, where the specs are compared against Young Living's established, stringent Seed to Seal® quality commitment for our Ylang Ylang essential oil. After the exacting demands of organic cultivation practices, protecting soil health, and carefully hand-harvesting, these specifications are the final proof that the farm team has met Young Living's Seed to Seal quality commitment.

"Once testing is complete, the Ylang Ylang essential oil is stored in food-grade stainless steel canisters and shipped to the United States for bottling and distribution."

It is the team's dedication at every stage of cultivating, harvesting, distilling, and testing that provides Young Living members the only Seed to Seal premium Ylang Ylang in the world, a rich, golden oil to enrich your space and infuse it with a touch of sun.



THRIVE ON 2021 INCENTIVE TRIP



Join us with a unique and sensational 2D1N YL staycation in Rosewood Hong Kong! Be our Top 30 and enjoy fabulous activities including immersing with a YL-style aromatic spa experience with your favourite essential oils; morning Yoga in front of Victoria Harbour with 270° spectacular and stunning views; luxurious and elegant yacht celebration party, and more to come! It's our first ever local incentive trip and we welcome you to take this once-in-a-life-time opportunity to take a time off from this hustle and bustle city of life, to pamper yourself and experience a unique and exclusive staycation of Young Living style!

Qualification period: April 1 to June 30, 2021

Learn more: <https://bit.ly/3mC8AoH>

YOUNG LIVING

RANK QUALIFICATION

QUARTER 4 - 2020

NEW ROYAL CROWN DIAMONDS



KATHERI ANN CHARCOS-PUYO
PHL



KRISTINA DE GUZMAN
PHL



LOUISE MANUEL-PORTILLO
PHL



EMILY W. RECKER
USA

ROYAL CROWN DIAMONDS



Anita Hartono & Johannes Rusli (IDN)
Anita U. Barbra Ochsenhofer (AUT)
Annie & Chris Hauser (USA)
April & Jay Pointer (USA)
Brenda & Scott Schuler (USA)
Carol & Ben Howden (CAN)
Carol Yeh-Garner (USA)
Casey Wiegand (USA)
Ch rie Ross (USA)
Chris Opfer & Vicki Opfer (USA)
Christa & Jason Smith (USA)
Connie Marie McDanel (USA)
Courtney & John Critz (USA)
Danielle Burkleo (USA)
Debra Starkey (USA)

Dr. Marcella Vonn Harting & Jim Harting (USA)
Emily W. Recker (USA)
Erin Rodgers (USA)
Frances Fuller (SGP)
Franciela Madrid & Juan  lberto Arealo (MEX)
Gregg & Carol Johnson (USA)
Heather & John Brock (USA)
Irela Balderrama Hernandez (MEX)
Jeanmarie Hepworth (USA)
Jeffrey Lewis (USA)
Jeremiah & Monique McLean (USA)
Jessica & Brandon Garvin (USA)
Joanna & Justin Malone (USA)
Joanne Kan & Eric Yang (HKG)

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Jordan & Doug Schrandt (USA)
Julieta De la Garza Galv n (MEX)
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Kathy Farmer (USA)
Korbut Wong & Joseph Lau (HKG)
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Rachel Jamiro (PHL)
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Susana Armstrong (USA)
Team Oily Families Inc (USA)
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Vivian Wan & Alan Chik (HKG)
Wendy Mercure (USA)
Yonie Bonawi (SGP)
Zach & Kari Lewis (USA)

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Aditya Nowotny (DEU)
Agnes Eka Febrianti & Yudhistira Utomo (IDN)
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Alejandra Pompa Chavez (MEX)
Ana Cecilia Ibarra Peart (MEX)
Ana Karina Cardenas (USA)
Artemis (AUS)
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Essentials (USA)

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Summer Davis (USA)
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Ver nica Maria Ibarra Peart (MEX)
Wan Normajidah Wan Ab Aziz (MYS)
Wynne & Stephen Elder (USA)
Yvonne Litza (USA)
Zuraida Ahmad Danial (MYS)
       (TWN)

HOME COMPOSTING AND PLANT CARE: HOW ESSENTIAL OILS CAN HELP

Improve composting and houseplant care and even attract bees and butterflies to your garden

With Earth Day coming soon, we want to share some tips we’ve learned as an industry leader in sustainable farming that you can apply in your own home.

COMPOSTING

If you don’t have your own garden, you may have never thought much about composting, but did you know it can help make your garden thrive? When food is dumped in landfills, it releases methane, a powerful greenhouse gas. Composting at home helps organic material break down without releasing methane into the atmosphere, a huge help to our planet—and an enriching addition to your garden’s soil.

Some people worry about the smell of composting, especially when done indoors. By diffusing Peppermint essential oil or sprinkling a few drops in or on your composter, you can give the planet a helping hand without having to hold your nose. You may also consider buying or building a compost-specific receptacle to keep a lid on all of that soil-building goodness.

THIEVES IN PLANT CARE

You can also give your houseplants a natural boost with Thieves®. In a 16-ounce

spray bottle, combine 10 drops each of Rosemary, Clove, Peppermint, and Orange essential oils, as well as a capful of Thieves Household Cleaner and water. Spray the mixture directly onto the soil to make harmful bugs feel unwelcome. You can also spray it onto your plants’ leaves and gently wipe them with a soft cloth to give them a polish.

THE BUTTERFLIES AND THE BEES

If you’re setting your sights outdoors, try using Lavender essential oil to attract butterflies and bees to your garden or window boxes. These little creatures can help pollinate certain plants and also add a vibrant, magical feeling to your space. Simply drop Lavender onto a wooden skewer or thin wooden stick and place the stick in plant pots or spaced evenly around your garden. Bees and butterflies will love it.

By using essential oils and these handy tips, you can make a more beautiful home and help create a better world. For more tips on developing an eco-friendly lifestyle, check out *The Lavender Life* blog at YoungLiving.com/blog and keep an eye out for more Earth Day info from Young Living.



ANIMALS, INSECTS, AND FARMS: HOW THEY WORK TOGETHER

Sustainable farming with our animal friends

Young Living farms, partner farms, and Seed to Seal-certified providers rely on a wide range of animal friends to produce our premium essential oils. Each farm’s unique soil, climate, and crops require the contributions of many animals, from tiny microorganisms to lumbering livestock, to achieve a natural balance. Maintaining this balance is what allows us to farm as naturally, productively, and sustainably as possible.

FRIENDS YOU FIND UNDER A MICROSCOPE

Our animals help feed our farm soil, keeping it healthy. Animal waste, compost, and mulch—with help from microbe-rich organic fertilizers—cultivate a healthy microbial population in the soil. These microbial citizens include bacteria, fungi, nematodes, protozoa, and others that break down organic carbons. The breakdown of organic matter yields nutrients, enzymes, and amino acids that nurture the crops, ultimately producing the premium essential oils we love.



OUR HARDWORKING INSECT ALLIES

Friends like ladybugs, beetles, and praying mantises protect the plants, especially from aphids and other insects that damage plants. Bees, butterflies, and moths also pitch in to pollinate the crops, which prompts many plants into their final steps to produce their oils.



GOOD GLOBAL CITIZENS, FOUR-LEGGED AND OTHERWISE

Larger grazing animals do their part for the planet by sequestering carbon. This happens when sheep, horses, bison, deer, elk, and others capture and store carbon by consuming and digesting the plants they graze on. When they trample the manure and excess plant matter, they trap carbon in the soil rather than releasing it into the atmosphere.

ALL CREATURES GREAT AND SMALL

It takes a thriving ecosystem to produce premium essential oils. It’s our animal friends, large and small, that make sustainable farming possible. It’s their natural balance that makes it possible for us to create a healthy home for each of us and a healthy world for all of us.

FIND YOUR BALANCE WITH THIS EASY BREATHING MEDITATION

Reset your day and get back to your center

Work. Child care. Chores. Commutes. Stress adds up quickly! When there’s simply too much going on, it can feel difficult to find your balance and hit the reset button, which is why we’ve provided an easy meditation for you to try. This meditative alternate-nostril breathing technique is an easy way to hit the brakes and get back on track. The sweet, floral aroma of Lavender essential oil is a grounding complement to this mindfulness practice. Place 1–2 drops of oil on your left hand, then activate the oil by rubbing it three times clockwise with the right hand. Cup your hands on your face, take a deep breath, and then apply the oil to your wrists and forehead, behind your ears, and on your neck.

- Take a comfortable and tall seated position, making sure your spine is straight and your shoulders are comfortably rolled back, allowing your chest to feel open and expansive.
- Relax your left palm comfortably upright on your lap and bring your right hand just in front of your face.
- With your right hand, bring your pointer finger and middle finger to rest between your eyebrows, lightly using them as an anchor. You’ll be actively using your thumb and ring finger.
- Close your eyes and take a deep breath in and out through your nose.
- Close your right nostril with your right thumb. Inhale through the left nostril slowly and steadily.
- Close the left nostril with your ring finger so both nostrils are



- held closed; retain your breath at the top of the inhale for a brief pause.
- Open your right nostril and release the breath slowly through the right side; pause briefly at the bottom of the exhale.
- Inhale through the right side slowly.
- Hold both nostrils closed with your ring finger and thumb.
- Exhale through the left nostril. Repeat this process, alternating sides, for five minutes.

When life feels like it’s speeding out of control, use these breathing exercises to slow things down, recenter, and take the time you need to get things back on track. Check out *The Lavender Life* blog at YoungLiving.com/blog for more meditation tips and find a wealth of other product tips on our YouTube channel at YouTube.com/younglivingessentialoils



SILVER BOUND IS BACK

Find out what the new and improved Silver Bound can do for you

Silver Bound is back and better than ever. By updating the Silver Bound program, we expect it to create strong, sustainable success for you and your teams, so you can reach greater heights and build the business of your dreams. The new structure of the program makes the incentives more

targeted, more focused on growth, and more sustainable—so you can continue making the most of this popular program.

So how can you take advantage of Silver Bound? Head to the Virtual Office and read about the details to get your business booming!

