

# WINTER HOT WORDS

## For Young Living essential oils labeled for topical and aromatic use (cosmetics)

Wondering which words to avoid when promoting and selling Young Living essential oils labeled as cosmetics? To help all Young Living members remain compliant with federal regulations, we compiled a list of hot words to avoid.

Please remove all of these words and any implications, restatements, or descriptions of them from personal and business websites used to promote and sell Young Living products. Also, remember to review any social media platforms you use, including Facebook, Twitter, Instagram, YouTube, Pinterest, blogs, or any other marketing pages you produce or control.

Topical and aromatic products fall under the cosmetic products regulation category. This means that these products can be used or applied externally. Cosmetic products typically moisturize, cleanse, beautify, and maintain the appearance of healthy skin or hair, but they can also be used for aromatic purposes. It is important to note that cosmetic products cannot be advertised to affect a structure or function of the body.

This is not an all-inclusive list. If you have any questions about other words or claims, please contact the Conduct Success team at [conduct@youngliving.com](mailto:conduct@youngliving.com). For products that are not cosmetic essential oils, please refer to their label for proper usage. This educational tool is consistent with labeling requirements for the United States only.

Below is a list of hot words to avoid when promoting and selling Young Living essential oils labeled for topical and aromatic use:

|   |   |
|---|---|
| Antibacterial   | Headache  |
| Antibiotic  | Illness   |
| Anti-Inflammatory   | Infection   |
| Antiseptic  | Migraine  |
| Arthritis   | Nausea  |
| Asthma  | Over the Counter (OTC)  |
| Bursitis  | Pain  |
| Carpal Tunnel   | Rosacea   |
| Cholesterol   | Sickness  |
| Chronic Fatigue   | Sinus Infection   |
| Cold  | Sore Throat   |
| Comparison or substitute for any over-the-counter or RX drugs | Strep Throat  |
| Congestion  | Stomachache   |
| Cough   | Using essential oils labeled as cosmetics—topically or aromatically—to support a system or function of the body |
| Depression  | Virus   |
| Eczema  | Sneezing  |
| Fever   | Runny Nose  |
| Flu   |   |