

Hot Towel Essential Oil Foot Massage

Basic Instructions

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Chris Anderson, my Young Living Team Leader has been very successful in sharing the Young Living essential oils having what she calls FOOTIE TOOTSIE PARTIES. It is done by inviting some guests over and then sharing the oils with them by applying them to their feet so they can actually experience the oils rather than just hearing about them. It is not a sales meeting. Normally she does not even talk about buying the oils in this meeting unless they specifically ask. She just sends them home with information and lets them ask if they want to purchase the oils or become a distributor themselves. That seems to work much better than having a meeting where they feel pressure to purchase what you are showing. Think of it as SHARING not SHOWING. These instructions are based on my similar but different way of sharing the oils with others. I tend to emphasize essential oils used as a part of disaster preparedness when there will be no doctors to help us rather than preventive health care as she does in hers.

If you would like to see the Chris Anderson's ADVANCED HANDOUT on how to do a Footsie Tootsie Party, that handout is on our training web page www.younglivingoils.net. This handout is my version of that concept. I do it a little different than Chris. My focus is more on emergency preparedness in a disaster rather than focusing on preventive health like she does. If you go to <http://www.cordellvail.com/younglivingoils> you can see all my essential oil emergency preparedness information there. Also at www.goldenmailbox.com/ep you can see my emergency preparedness page.

These basic instructions are intended for beginners who are just learning about essential oils themselves and want to share them with others. I have tried to give you all the information you will need to successfully demonstrate the oils to others. One of the most important things you can learn in sharing essential oils with your guests is to learn to say, "I DON'T KNOW BUT I WILL FIND OUT". Almost anything you could want to know can be found in the pocket desk reference or the Essential Oils Desk Reference by Life Science Publishing. If you are a member of my Young Living Team we can get you the hard bound book for about \$35. We can also get you the pocket reference for about \$13.00. (There is no charge for shipping and handling).



There is also a lot of information about essential oils available on the Internet. However you have to be very careful about that information because many times it is just someone's opinion and is not documented. Anything you learn from Young Living you will find to be 100% accurate and truthful. If you are a member of my Young Living Team, I have a CD with several hundred educational handouts on it as well that I will provide to you so you can learn about essential oils and how they are used.

One of the first things to learn about sharing Young Living oils is QUALITY. We try to put this statement in all of our handouts:

Warning: Not all essential oil brands are the same quality. If you expect to achieve results similar to those described in this handout, then ensure that the oil you are using is made from pesticide-free plants grown in optimal conditions. Also, the brand should be a 100% pure, high-quality essential oil that does not contain any synthetic additives. Do your own research. Young Living Essential Oils meets all of those requirements. It is a very reputable company and the world leader in producing the highest quality, 100% pure essential oils.

Here is an example of what I mean about learning about the quality of essential oils. You will learn that Lavender oil has been shown to help on a burn. If you buy Lavender oil at Walmart for 1/3 the price of Young Living lavender, you are likely not getting real lavender but rather Lavandin which has camphor in it. Lavandin will make a burn worse because of the camphor in it. So if they go buy the cheaper lavender oil thinking it will help with a burn they will then think that essential oils do not work. There is very little regulation on labeling in the essential oils business so you do not necessarily know what you are buying in cheaper oils.

If you go to Gary Young's blog you can learn about the difference in the quality of essential oils like that. On our training web page I have put some articles on Lavender as well to help you learn about the difference in the quality of oils.

Many times people come to our meetings and learn about the oils then go to the health food store and buy cheaper oils then wonder why they did not work like you told them they would. YOU GET WHAT YOU PAY FOR IS MORE TRUE IN THIS BUSINESS THAN MOST ANY OTHER SITUATION.

When we do this foot message, we are going to use several oils. In the advanced handout Chris Anderson suggests that you use 9 different oils. However when you are just first starting out, you may not be able to afford to buy all those oils right away. In this handout we will show you how you can still share the oils with your guests by using a smaller number and kinds of oils that you can afford at first. Then you can eventually graduate up to doing the full scale advanced Footsie Tootsie Party.

Another thing that is very critical when you present the oils is to be careful what you tell people. We are not allowed to diagnose or prescribe. We can't even share personal successes with the oils. We are not medical practitioners, just health consultants. We call that being "COMPLIANT", compliant meaning compliant with FDA rules and regulations. Young Living is very concerned that you not say things that are not compliant with the FDA when presenting the oils. We have put a section on our training web page about compliance. I hope you will go there and read those documents and watch those videos before you hold your first meeting. This is a very serious matter that if not followed could get the Young Living company and yourself in serious trouble with the FDA. Here is a little summary of what compliance means from our training web page:

Please be very careful what you are telling people. An even more important point, if you have new members of your team there listening at a meeting and you think it won't hurt to just tell the guests a few things this time because it is not a public meeting, those new members will take license from that and may very well then later in a more public meeting repeat what you said. The Young Living SHARING YOUNG LIVING THE RIGHT WAY compliance handout says:

*"No matter how much success you feel you've had with a Young Living product in helping your family fight disease, **avoid claiming as much when you are sharing our products.** Personal experiences do not replace scientific studies; and when you share your personal experiences in a business-building setting, no matter how remarkable, they may count as a disease claim."*

That means that if you got stung by a bee and put purification oil on the sting, you cannot tell people that the sting did not swell up and was gone then next day!

To share the essential oils with your guests there are some simple steps that we will outline for you here in this handout so you will be successful. Those steps will include learning how to invite your guests, get the contact information from them when they arrive, what to say to them during your meeting, how to apply the oils, and what to send home with them. (see Chris Anderson's handout for even more details!)

1. Who Should I Invite?

- a) If you are not very aggressive like me then you may want to just start with one person, a friend. That will be easy to do because you can just tell them you are trying to learn about the oils and need to practice on someone. Then ask them if they would be willing to let you give them a "HOT TOWEL ESSENTIAL OIL FOOT MESSAGE" so you can practice. You may be surprised at the results of that.
- b) It is best to start out with your close friends and family. If you are concerned they will think you are trying to sell them something, explain to them that you are going to be doing these meetings and you need to practice doing a few first. Then ask them if they would be willing to come and let you learn how to do it.
- c) Most of us don't like to prospect (cold call people). On the other hand, when we are excited about something we normally talk to everyone we have a conversation with about it. So that is the key to finding people to invite. Study the handouts and materials we have given you so that you have a real testimony of the oils, to the point you truly do want to share that information with others. Then you will find it is easy to talk to strangers you meet about the oils. You will find yourself just bringing it up in the conversation and telling them what you do. If they are not interested they will say that is nice and change the subject. You do not need to confront them like a sales person. You will find people just by talking about how excited you are about what you are doing to build your new business.
- d) There are lots of ideas on how to find people on our training web page. You may want to go there and read some of those things to help you get started sharing the oils with others.
- e) As you have success in inviting people to your meetings I hope you will share those ideas with us so we can add them to the training web page to help the other team members learn how too.
- f) Most people you talk to know someone who is having health issues. If you talk to them about that person they know and the possibility of the essential oils helping the other person that is not so confrontive to the person you are talking to.
- g) When you do have someone over for a meeting, be sure to ask them who else they know that might be interested in hearing about the oils (Referrals are the best source of finding new people that we know of)
- h) Once you are confident in having the meetings, then you can start to invite people you know and new people you have just met. We have found that many of our YL Team Members have been surprised at the response when they send out invitation to all their friends inviting them to come have a "FREE FOOT MASSAGE". One of our team members put it on her Facebook Page and got 12 replies. I have included some example invitations you can use at the end of this handout.
- i) Don't be afraid to invite people. Make sure that they know you are not going to be trying to sell them anything. This is a meeting to simply let them experience what essential oils are all about. Keep in mind that this is an opportunity for you to share your knowledge about the oils with others not a sales meeting.

2. How many should I invite?

- a) It will take you about 20 minutes to apply the oils to each person's feet. So you do not want to have too many guests at each meeting. I would recommend that you not have more than 2 or 3 at the very most.
- b) Once you have learned how to do it, then you can have other team members help you apply the oils by having one of them sit on each side of you and just do what you do. That way you can do 3 at a time and could have more guest at your meeting.

3. Where should I have the meeting?

- a) It is best to have the meeting in your home or the home of one of your guests if possible. You are going to want to heat up towels and that works best with a kitchen oven. You can also heat them up with a microwave but that is not as effective because the towels do not stay hot as long. We have also had meetings in a place like the library where there is not oven or microwave so we brought the towels in an insulated drink container to keep them hot until you are ready for them (but it has to be a really well insulated container to do that). Others have also put the towels in a large banquet type broiler that runs on electricity. That will also keep the towels hot but limits how many you can heat up at a time. That should work ok if you only have 2 or 3 guests (4 to 6 towels).
- b) It is really important to think about the environment. If you are going to have it in a home (yours included) you need to make sure there are not little children running in and out of the meeting or making noise in an adjacent room where it makes it hard for your guest to hear or concentrate. You may need to bring a baby setter to take the kids upstairs or have the kids stay with a friend for a few hours.
- c) We have had several meetings where the host did not plan well enough for chairs and ended up with more people than there were chairs. You also need to think about having a table there to put your things on. A carpet is nice to have on the floor if possible because you are going to be sitting on the floor to apply the oils to your guest's feet.
- d) You also need to think about access to your meeting place and parking. If your meeting is going to be at a place that is hard to find or hard to find parking at, you may want to provide your guests with a map on how to get there.
- e) It is really important to give your guests your phone number so they can contact you if they are going to be late or not be able to come the last minute. It is hard to start a meeting if you don't know if everyone is coming.
- f) One of the most important things you can do in having a meeting is to make sure your guests know it is very important to not come late. If you start to give your presentation on the oils and then 10 minutes later someone comes in, what are you going to do? Start over!. Then 10 minutes later 2 more come. What are you going to do? Start over. Now your first guest are either bored to tears hearing the same thing again or your late guests do not learn the important information you are going to give them right at first.
- g) Make sure you have all the equipment you need. For example, if you are going to use a projector make sure you have an extension chord with you. Also if you are not bringing a screen, check ahead of time to make sure you have a clear white wall or white board to use as the screen.
- h) If you are going to have any kind of video or sound presentation make sure you have speakers that will allow everyone in the meeting to hear clearly. There is nothing quite so boring as to watch a video on the value of essential oils that you cannot hear.

4. Follow up!

- a) Most of us have had meetings where we invited 10 people and only 3 show up. It is really important to make sure they want to come, as well as are willing to come. **DON'T PRESSURE THEM TO COME BECAUSE THEY ARE YOUR FRIEND.**
- b) One way to make sure they will come is to send them an invitation and then have them call you to RSVP. Normally if someone does not want to come they will not RSVP.
- c) Once someone has committed to come then it is very helpful to remind them about the meeting a couple of times ahead of time. Maybe one week before and then the day before. If they can get text messages that is a good way to remind them.
- d) I would recommend that you call each of your guests the night before or the morning of to make sure they are committed to come. That also gives you a good chance to remind them that it is important to be on time because you will be talking about the oils the first 10 or 15 minutes then doing the foot massages all the rest of the time. Tell them you would hate for them to miss out on the information

about how the oils work. If they are not going to be able to come on time you would be better to have them come to a different meeting so they don't miss your introduction.

5. What should I do when they arrive?

- a) **START ON TIME.** Make sure the meeting does not last more than 1 ½ hours. People are busy.
- b) Make sure there is someone to greet them at the door, especially if they are new friends.
- c) If they will be wearing a coat have a place to put the coats.
- d) If you have a home where you ask people to remove their shoes, remember some people do not like to do that , especially if they have foot problems. If you ask them to remove their shoes, have some booties there for them to wear.
- e) It is best to not have food but if you do, have it be very light snacks like vegetable trays that everyone for sure can eat. Lots of people now days don't want sugar. Have the food first while you are waiting to start, not after.
- f) When everyone comes, make sure they sign the guest roster giving you their phone number and email address. If there are only one or two guests you may want to wait until you start and then just write that information down if you don't know it.

Here is an example of a sign in log you might want to make:

Name	Address	Phone Number	Email Address	Best time to call you

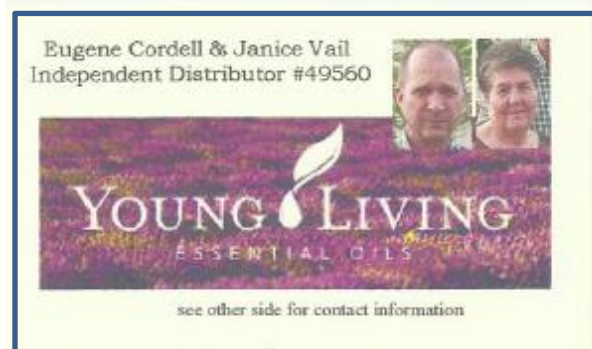
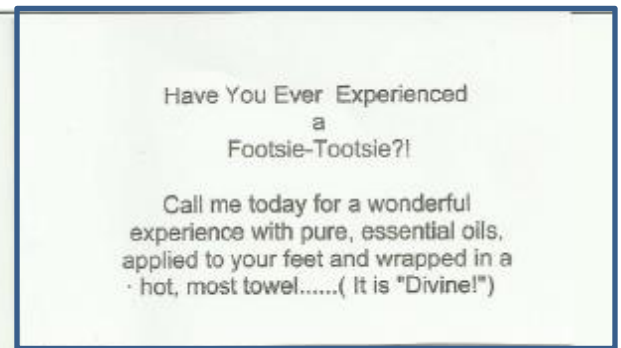
6. Getting ready for the meeting.

- a) You are going to need to have 2 towels and a plastic bag for each guest. You can buy hand towels at Costco quite inexpensively. We use small hand towels that are 18 X 28 or 16 X 30.
- b) You will need a towel for your lap (and one for any other person helping you apply the oils) and one to put on the floor under their feet so you are sure no water gets on the carpet or floor.
- c) Tongs to grasp the extremely hot towels from the oven.
- d) A tote of some sort to carry the wet towels in after the meeting (if you are not at home).
- e) A packet of sanitized hand wipes to clean their feet before you start applying the oils.

- f) Have some business cards. If you don't have any they are really cheap to print on line or just make your own. Chris had hers made, I made my own. Here is what they look like (front and back):

FRONT

BACK



- g) It is good to give each of them a product guide. They cost about \$3.00 each so you will have to consider that and the handouts as an investment in building your business at each meeting.
- h) You will need to have the oils you are going to use out and ready to go.
Here is a little oil holder I made to make it easier for me to have the carrier oil and my essential oils by my side while applying them:



- i) You will need to have a bottle of carrier oil (that is the large bottle in the carrier above). You can buy V6 oil from Young Living or just use a light oil like Coconut or Almond oil (olive oil will work but it is much heavier and does not work as well). When you apply hot oil like Oregano you will want to put it on with carrier oil (another thing for you to study up on... WHICH OILS ARE HOT OILS AND NEED CARRIER OILS

WHEN APPLIED). Also if someone for some reason has it on their hands and touches sensitive skin or their face near their eye it could start to feel uncomfortable in their eye. **YOU DO NOT WANT TO WASH THEIR EYE OUT WITH WATER.** Water drives the oil in and will just make it worse. Dilute the oil by putting the carrier oil in their eye or on the sensitive part of the skin where they feel the discomfort.

- j) You will need to have the handouts ready to give them. (I will discuss handouts later)
- k) You will need a packet of information for them to take home. We prefer to put that information in an colored Astro Bright 5 X 7 envelope so when they get home they will not set it aside and forget to open it. Here is an example of one of our take home packets:



- l) If the guests don't know each other, it is very helpful to have name tags to help them learn each other's names.
- m) Have all of the oils you are going to apply. I will list them later in the order you should apply them.
- n) You will need a glass of water for each guest. When you apply oils to their feet, they need to drink a glass of water after you are done to make sure any toxins released into their system by the oils is flushed out.
- o) It will be very helpful for you to have the Essential Oils Desk Reference with you so you can look things up to answer questions they ask that you do not know the answer to. If they tell you they have some problem and want to know what oil to use **DO NOT ANSWER THAT QUESTION.** That is diagnosing and prescribing. Instead say, "let's look in the book and see what oils it suggests". Then let them read it and decide for themselves what to do.

7. What should I say at the beginning of the meeting?

- a) Be happy and enthusiastic. Let them know you are happy to see them when you greet them. Your demeanor will carry over to your guests!
- b) Welcome them and thank them for coming. Assure them that the meeting will only be about 1 to 1 ½ hours long so they will know what to plan on.
- c) Invite them to ask questions as you go along.
- d) Tell them what experience you have had with the oils. Don't be afraid to tell them you are a new distributor just starting out and wanting to share with them what you have learned.
- e) It is very important that what you tell your guests is compliant with the FDA. Young Living has ask us to not use words like "HEAL", "CURE", "PREVENT". We are not medical practitioners or health care providers. We are just Essential Oil Consultants. We have put a great deal of information on our training web page about what language you can use to be compliant with FDA rules. Please go there and read that material and watch those videos. Do not under any circumstances diagnose or prescribe. That means if someone tells you an ailment they have and asks you what to do for it. **DO NOT ANSWER THAT QUESTION DIRECTLY.** Again, we are not medical practitioners or health care providers. If they ask a question like that, then tell them that we need to look it up in the desk reference and see what it says. Then let them read it themselves in the book rather than you telling them what oil to use for that condition. **THAT IS REALLY IMPORTANT!** If you tell them what oils to use you are acting as a medical practitioner and could lose your Young Living distributorship or get the company in trouble with the FDA. Young Living calls that being "COMPLIANT". It is very important that everything you say and all the

materials you give them is compliant with FDA rules. You will find that all of the literature from Young Living is 100% compliant with FDA rules. If you stick to the wording found in the Young Living materials you will do just fine.

- f) A good way to introduce the oils to your guests is to read some of the literature from Young Living beforehand. **DO NOT READ THAT INFORMATION TO THE GUESTS.** People are very bored when you start reading things. Learn some basic facts about Young Living and the basic essential oils we use most often. Then prepare a little presentation that will last about 10 or 15 minutes about the value of essential oils and the importance of purity. I like to emphasize the importance of essential oils in a disaster when there will be no doctors available. That is my specialty. If you have guests who are big pet lovers you may want to read up on oils for pets (that is on our training web page). Be creative!
- g) It is best to specialize in some aspect of the oils (emergency preparedness, animals, emotional oils, etc). If you study the materials on the Young Living web page and all the handouts we have prepared you will not find it hard to become very knowledgeable about the oils in your area of interest.
- h) Get to know your guests before they come. Ask them if they have any friends or relatives who are struggling with health challenges. Then have handouts for them on that subject when they arrive at the meeting. The more you know about your guest the easier it will be to share the oils they are interested in with them.
- i) You will need to do a little studying but here is a simple dialog outline made up of questions for you to answer for you to start with. You will want to learn some of these facts and then revise the outline and make it your own. It is fine to use notes in your presentation as long as you don't read from them. It is good to include any personal experience you have had yourself in your presentation. You do not need to use all these or any of them. They are just suggestions to help you develop a dialog. All of this information can be found on the Young Living web page:
 - When was Young Living Started?
 - Who is Gary Young?
 - Why did he start Young Living Essential Oils?
 - Why are Young Living oils better than any other oils on the market? Why are Essential Oils are 80 times stronger than herbs.
 - How are essential oils made (distilled, cold pressed, etc)
 - Why is it best to put the oils on our feet rather than any other place?
 - Why are we doing this Hot Towel Essential Oil Foot Massage?
 - How do essential oils flush toxins out of your body?
 - We would suggest that you offer to have classes later on specific oils like emotional oils, oils for children, sleep apnea oils or animal oils. This gives you a chance to say that you will cover that in more detail in the class when they ask questions you are not sure about.
 - Know which Young Living Oils can be ingested, applied and inhaled.
 - No harmful chemicals are allowed at Young Living.
 - From Seed to Seal, all our oils are of the highest grade, never allowing any harmful chemicals from the ground to the distillation. What does "SEED TO SEAL" mean?
 - Why is there a UV warning associated with some of the Young Living Essential Oils?
 - Which essential oils can be inhaled?
 - Tell them peppermint oil as an example of one of the most used oils. Tell them you will be massaging each foot for about 5 minutes, then putting peppermint on as the last oil, then applying hot moist towels to their feet. While you are talking about peppermint oil tell them some of the things it is known to help and then put a drop of it in the palm of each guest's hand. Have them rub their hands together then breath into their cupped hands. (NOTE: Do not let them take the bottle of oil. If they do many of them will touch the opening of the bottle on their finger and could contaminate the oil. It is best if you drop the oil on their hand yourself then you will know they do not have too much for this breathing exercise.

8. APPLYING THE OILS

- a) (see below the pictures of how to put on the oils)
- b) I have given you 2 different lists of oils below. But you may want to even modify those lists to use oils you are more familiar with or your guests have a particular interest in (like some of the emotional oils).
- c) NOTE: Some people may not want to have the oils put on their feet. If they show any hesitation at all , offer to put the oils on their hands and arms instead.
- d) If you have a guest that does not want you to message the oils on their hands or feet, then you might want to just let them smell the oils in the palms of their hands.
- e) If you look in the desk reference book it will tell you how each of the oils can be used. Do your homework before they come. Know your guests as best you can. You can find those things out about them on the phone when you invite them to the meeting. If there are guests who have special needs (like being pregnant or nursing or under special doctor’s care) you may want to change the oils you use, even from the basic list. For example a pregnant woman you may want to do some research first. Here is an example of a web page about essential oils for pregnant women:
<https://www.youngliving.com/blog/essential-oils-by-trimester-a-pregnant-womans-guide/>
 For example you may want to only use Geranium and Gentle Baby Essential Oil on a woman who is pregnant. Gentle Baby Essential Oil is a gentle oil blend that was designed for moms, moms to be and even newborns! It has ten therapeutic grade essential oils that are safe to use during pregnancy and on your baby.
- f) Here is a list of oils you might want to use. I have made four separate lists because at first you may not be able to afford to purchase all of the oils form the ADVANCE FOOTSIE TOOTSIE application. However that should not stop you from having your meeting. You can start out with the basic list and then as you learn and your business grows you can move on to the next level of oils. In each list we have also given you a choice of oils. Apply them in the order they are listed on the chart. We normally start with Valor but it has not been available for quite some time. Gary Young has made a similar oil he calls Valor II that you can use instead. A good alternative to start with is Grounding Essential oil because it has a similar effect on the body to Valor.

Basic List	Intermediate List	Emotional Oils List	Pregnant or Nursing Mother List
Name of oil	Name of oil	Name of oil	Name of oil
Valor II	Valor, Valor II or Grounding	Grounding	Geranium
Tangerine	Lavender	Peace & Calming	Gentle Baby
Peppermint	Peace and Calming	Joy	
	Frankincense	Stress Away	
	Peppermint	Peppermint	

Don’t be afraid to change this list of oils to your own needs. Learn about the oils and what they do for the body and then apply that knowledge to the needs or wants of your guests (i.e. the emotional oils).

NOTE: Here is Chris Anderson’s Footsie Tootsie party ADVANCED FOOTSIE TOOTSIE LIST of oils to choose from:

Valor or Grounding
Cedarwood or Release or Surrender or Sage or Valor
Tangerine or Bergamot or Di-Gize or Peace and Calming or Fennel
Ginger or Lemon or Sandalwood
Aroma Life or Jasmine or Lavender or Marjoram or Rose
Endogize or Transformation or Lemongrass or Myrtle
Frankincense or 3 Wise Men
Peppermint

If you would like more information about why she uses each of these oils, please go to her handout on the training web page.

Here is a little information for each of these oils in my lists so you can learn more about them. Try to talk to the guests about the oils as you apply each one of them. You may want to go to Nan Martin's <http://www.experience-essential-oils.com/> web page to learn more about each of the oils you are using.

Valor: Its woody, positive scent comes from a blend of Black Spruce, Blue Tansy, Rosewood, and Frankincense. Helps you have a positive attitude. Helps you unwind before bed with a relaxing foot or back massage.*

Valor II: Made from Young Living's exclusive Northern Lights Black Spruce and Idaho Blue Spruce essential oils, along with Ylang Ylang, Frankincense, Vetiver, Cistus, Bergamot, Cassia, German Chamomile, and other oils. Valor II Essential Oil Balances Energies in the Body. Brings Courage to the Mind*

Grounding: This oil will help stabilize and calm you or an animal. Will help you focus on your work. This essential oil is balancing and stabilizing for the emotions.

Tangerine: Tangerine Vitality Essential Oil Zests up Your Fitness Routine. This oil may help maintain a healthy lifestyle regimen and may create a feeling of satiety*

Lavender: The benefits of **Lavender oil** include relaxation, easing stress and anxiety. Its balancing properties make it gentle enough to use on dogs, horses and cats. Helps promote normal sleep and soothes burns. *

Peace and Calming: Diffuse or apply topically for a calming and soothing aroma and to experience an empowering and uplifting fragrance. Apply topically to beautify the appearance of skin. Dilute and apply topically to moisturize skin. *

Frankincense: (You will want to go to our web emergency preparedness web page <http://www.cordellvail.com/younglivingoils> to learn about Frankincense. Also see handout attached to his document.

Peppermint: We always apply peppermint oil last because it drives in the other oils. Peppermint is one of the most popular of Young Living oils. Peppermint oil invigorates the mind and senses, while inspiring a sense of peace. It creates a cool, tingling sensation on the skin. When your day is dragging—through a workout, class, or day at work—enjoy some Peppermint oil benefits by applying it to your head and neck. The refreshing aroma will give you a boost of positivity! Students apply it to help them be at peak performance when studying or taking tests. *

*These statements have not been evaluated by the Food and Drug Administration. This information is not intended to diagnose, treat, cure or prevent ANY disease. A decision to use/not use this information is the sole responsibility of the reader. Please see your health care professional for medical evaluation for advice on use of all health related issues.

9. HOW TO APPLY THE OILS

About one hour before the meeting, start by pre-heating the oven to 350 degrees.



Then prepare two hand towels for each guest by getting them soaking wet. Fold the wet towels neatly on top of each other and place them on a cookie sheet. Place them in the oven to be getting hot until you are ready for them.



Get out the oils you plan to use for the meeting and put them in your holder in the order you plan to use them.



START ON TIME!!!! Give your opening presentation. It should not be longer that about 10 or 15 minutes. Be sure to answer questions and don't be afraid to say, "I don't know, I will have to look it up and get back to you later".

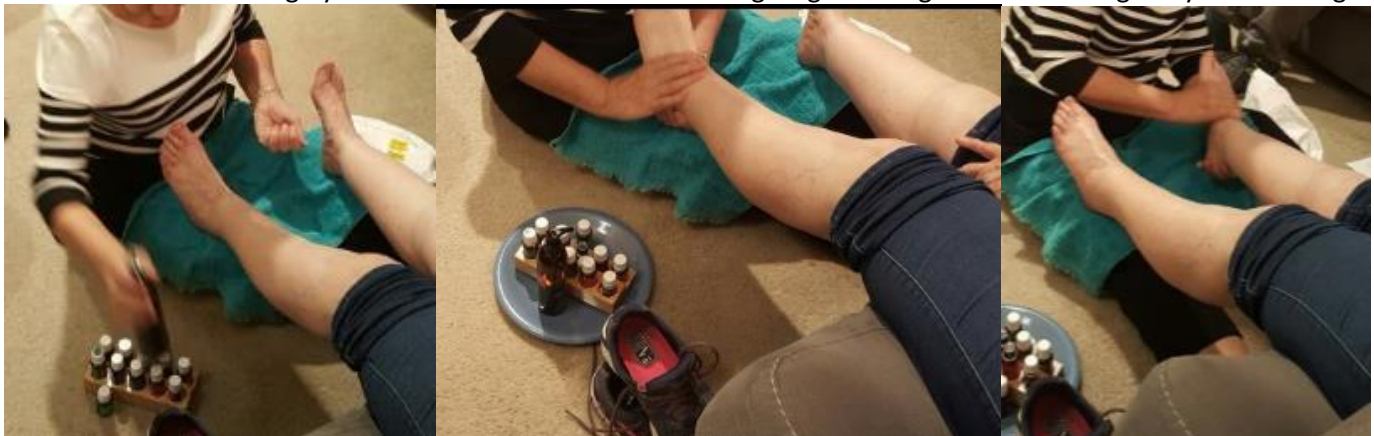


Once you are ready to put the oils on their feet, have the first guest remove their shoes. You then need to sit on the floor in front of them. It is easier for the guest to relax. They feel less threatened about us coming on strong to “sell the product”. It is a subconscious feeling that develops if you are sitting below the guest serving them, not coming across as a high pressured salesman. Have them put their feet on the towel. Then clean each foot with a sanitized hand wipe.



While you are applying oils to each guest’s feet, you can continue to talk to the group about the oils and answer questions they might have. If there are two of you presenting the meeting that is even better. One can continue to talk about oils while the other host is applying the oils. You can also have them doing the peppermint in the hands demonstration while you are applying the oils.

First put carrier oil liberally on each of the guest’s feet, and then apply the first oil to each foot. After applying the first essential oil rub the oil toughly into each foot for several minutes giving them a good foot message as you are doing it.



After you have applied all the oils (that should take about 20 minutes) ask someone to bring you a hot towel using the tongs so they don’t get burned. The towel will be very hot when you get (too hot to put directly on their feet). Take the towel by the edges and shake it a little until it is cool enough for you to handle with your bear hands.



Fold the towel in half and put it under both of the guest's feet.



Now place your hand on top of their feet and fold the towel over your hand. This will make sure you are not putting a towel that is too hot on their feet. Ask them if it is comfortable. If not wait until the towel cools a little before proceeding. Once they say the towel is ok, remove your hand and fold the towel tightly over both feet.



Ask someone to bring you a second hot towel. Again holding it by the edges until it is cool enough to touch with your bare hands. Then place the towel under both of the guest's feet.



Wrap the towel snugly around both feet. Then put their feet into a plastic bag to help retain the heat and moisture.



Place their feet on the floor in front of them and move on to the next guest.



It is really important that you have each guest drink a glass of water after you apply the oils to their hands or feet. You should also ask them to drink a lot of water tonight and tomorrow to help the oils remove the toxins from their body.



When you put the towels on a guest feet, they should stay warm for about 20 minutes. Once they become cold you can tell them to remove them. Leave the wet towels in the bag for easy removal later to be washed and dried for another day. (NOTE: We also have these pictures in a Power Point presentation on the training web page so you can use them to train your down line team members.)

10. MAKE THE MEETING YOUR MEETING

I have given you some suggestions here but those suggestions are tailored after my style. You need to find your niche in essential oils and fill it. A lot of Young Living team members like to talk about Chakras, body auras and body frequencies. However I have found that a person who knows very little about essential oils or their use finds that to be unusual and sometimes is not well accepted information. I prefer to not mention those things in my presentations. Sometimes I will talk about acupuncture points and applying oils to those areas because that is a pretty well accepted practice in our culture now. So you may want to read up on Chakras and body auras or frequency changes from essential oils if that fits your personality. Chris Anderson has put a lot of that in the Advanced Footsie Tootsie handout if you want to start there to learn about it. It is on our training web page: www.younglivingoils.net

11. FOLLOW UP AFTER THE MEETING

- a) Just because someone does not show interest, does not mean they are not interested.
- b) When they leave the meeting ask them if it is OK for you to call them in a few days to see how the oils effected them and answer any questions they may have. That way they will be expecting your call.
- c) If they are hesitant to let you call them ask if you can send them more information.
- d) Ask them if they would like to get a newsletter from you (if you plan to have one).
- e) Keep a book of contacts and write down what they told you about themselves so you will remember. Put their contact information there as well. Have a plan of when you are going to get in touch with them again.
- f) The first time you call them, be sure to ask if they have any questions you can answer.
- g) When you contact them again ask them if there are other people who they think might want to have a free foot message and learn about the oils.
- h) In my meetings, I like to talk about emergency preparedness and the value of essential oils in a disaster. Everyone may not be interested in that aspect of the oils. Find out what their interests are and have another meeting at their home with their guests on what every most interests them.

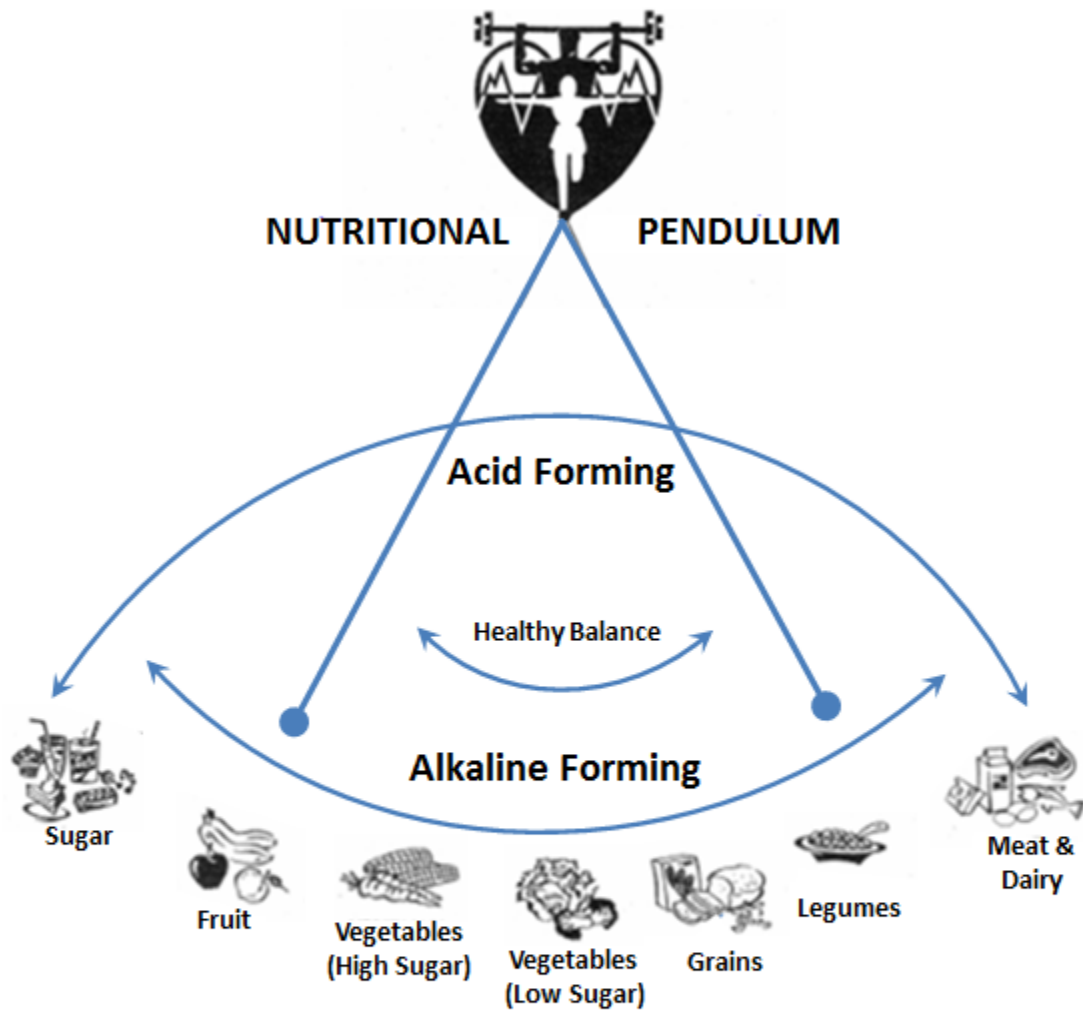
12. HANDOUTS

Attached are some suggestions of things that I put in the Astro Bright envelopes as handouts for them to take home. As a member of our Young Living team I can provide you with a CD that has a huge number of these kinds of handouts on it. You need to learn from talking to your guests what they are interested in before they come to the meeting so you can focus that and prepare handouts related to their interests. They may have an aunt who has diabetes or a child who gets colds a lot. They may not be interested in essential oils for animals at all. Try to have an individualized packet prepared for each guest with their name on it with content that will perk their interest.



The following pages are just some suggestion of some compliant handouts that you might want to put in the packet for your guests. We can provide members of our downline with many more of them on the Young Living Team Members. These are also some example meeting invitations in #13. Be original. Make handouts and invitations that match your style. NOTE: These are only examples to help you get started. Don't be afraid to make your own!

The Pendulum of Health



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Explanation of What Causes Cravings and Diseases

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Pretend our bodies are similar to a fulcrum pendulum. If you lift the pendulum on the left side 45 degrees and let it go, it will sway to the right side almost 45 degrees. This is called "Energy in Motion". Again, if you lift the pendulum up 60 degrees, it will sway to the other side almost 60 degrees. Just as a pendulum is "Energy in Motion", our bodies are similar in design. The body wants to complete the energy it creates and it also wants to remain in balance.

What would happen if a janitor of a science museum that has a fulcrum pendulum decides it would be fun to stop the swing of the pendulum? If that energy is interrupted in completing its purpose of movement, it would start to shake, quivering, because it was thrown out of balance. Let's equate that with our body systems. Take the illustration of this pendulum below. It represents the food chain that our bodies need to fulfill its energy cycles for optimum health. On the right side, we have complete protein through animal products. Next to complete protein, we can get protein from plant sources such as nuts, beans or legumes. Legumes must be accompanied with grains to make it a complete protein. To the left of the vegetable proteins, moving towards the center are vegetables. These are specific vegetables called cruciferous vegetables. Examples are arugula, Bok choy, broccoli, Brussel sprouts, cabbage, cauliflower, Chinese cabbage, collard greens, daikon, kale, kohlrabi, mustard greens, radishes, rutabaga, turnips, watercress, and wheatgrass. To most children, these are the boring vegetables, the "yucky" ones! To the left of the cruciferous vegetables are the sweet and popular ones! They are the ones our children and society predominantly eat. Examples are Potatoes (French Fries!) corn, beets, peas and carrots. Next to the sweet vegetables on the food chain are fruits. To the far left or the outside of the pendulum is straight sugar!

Here is the secret! The kicker to bring you into health or the kicker to kick you out of health, depends on this principle of eating acid or alkaline forming foods! When you want balance, eat the foods on the inside of the triangle, between the black dots of the pendulum chart. This creates alkaline blood. But if you want to be kicked out of "health balance" eat on the parameter of the food chain! When we eat on the outside parameter of the food chain, the body must swing to its counterpart to bring it back into balance. If you eat a Big Mac with two meat patties, by pendulum law, the body needs a coke and French fries or something sweet to BRING IT BACK INTO BALANCE! The outside choices we make, brings cravings. If you eat four Oreo cookies, what do you crave? Milk!!! That is the body trying to seek balance! If you eat a huge Thanksgiving dinner with lots of turkey, by pendulum law, your body creates cravings for sugar to bring it back into balance. Thus, when we eat in the parameter of the food chain, acid blood is created in us. Acid blood creates disease. Alkaline blood keeps the body in balance. Notice what is in the pendulum of our food chain on this chart! It is the natural foods that our Creator made for us. You can lose cravings by moving into the middle of the food chain.

Eskimos live in a severe climate. Thus they require more meat. Hawaiians did better on fruits and nuts for their climate was hot, but invaders on the islands introduced meat to them. The Islanders gained weight and became less healthy! In more temperate climates, there is a pattern also for us to learn from. In the fall, when it starts to get colder, squash is harvested. But in the hot summer months, the water plants come on like zucchini and watermelon. August is a time for the body to detoxify itself from environmental chemicals and wrong foods. In the spring, more flushing takes place as detoxifying fruits come into season such as raspberries and strawberries.

Many new discoveries are being made by people who have tried and proved this theory. And many doctors and scientists are seeing results also. When you keep your food intake in the middle of this pendulum, it helps create and alkaline blood state pH of 7.6. You can be healthy and well by staying in the middle! When you are sick, if you move further into cruciferous vegetables (the darker the better) the blood will go more alkaline, helping your immune system to overcome its health challenges. Move away from sugar and meat to stay healthy! Check out "THE RAVE DIET" from the Cleveland Clinic, "The China Study" by Campbell and "Acid/Alkaline Diet" by Rudolph Wiley for even more data on this subject. A powerful book now out: "The Fast Metabolism Diet" by Pomroy. Incredible books to understand diet! Another grain free diet book you might want to read is by Mark Sisson called *The Primal Blueprint*.

(THAT IS THE FRONT AND BACK OF THIS TWO-SIDED HANDOUT BY CHRIS ANDERSON)

Essential Oils....Why are they receiving so much attention?

We've spent billions of dollars on cancer research and cancer continues to strike! We spend billions of dollars on drugs to cure our bodies, discovering that the drugs have side effects that cause secondary weaknesses. Yet there are those who obtain health naturally without drugs and without any recurrence of the health challenge. There are many factors to consider. Each person's genetics are different. Life style characteristics such as environment, choices of foods we eat and attitude, all play a part in disease. Stress is another related factor that attacks our immune system. What is exciting is to see are the many people who are discovering health principles so simple that they are balancing themselves through complicated health diseases to full health. The body is an incredible machine if given the proper nutrients to work towards its balance. Many scientific fields are beginning to understand healing in alternative ways. How do we fill in the missing link to our nutrient supply? How can we make better medical choices without so many negative side effects from drugs? Why do we rely so heavily on drugs as the medium for healing? How do we find the right answers and make the correct choices? We would like to introduce you to "Essential" plant oils, a kinder path to healing without the many side effects that drugs often bring



What are essential oils?

Essential oils are the heartbeat of the plant kingdom, the energy created in the plant to deliver the nutrients into every cell of the body. They have the ability to regenerate and strengthen and protect our bodies from the threatening illnesses of today. The pure intelligence of essential oils can naturally reach into the deep blood barrier of our brain, cross into the chemical barriers of the cells and bring life to dying cells. As blood is essential in carrying nutrients and oxygen to our body, the oil of the plant is the life blood to the roots and stems and flowers of the plant.

How do essential oils work?

Essential oils are carriers of nutrients. They oxygenate the cells. They are anti-oxidants to the cell. They are capable of killing bacteria and viruses in the cell. Scientists have been astonished at how essential oils play a major role in not only the delivering of oxygen and nutrients to the tissues, but also in assisting in the disposal of toxic waste from the tissues. There are 200-800 chemical constituents within a single oil. No two oils are alike in their effect on the body. What do chemical constituents do in the cell?

Aldehydes: are anti-infectious, sedative and calming to the nervous system. Lavender and Chamomile are examples of calming oils.

Eugenols: are antiseptic and stimulating. These chemical constituents are found in Cinnamon and Clove oil

Ketones: stimulate cell regeneration, liquefy mucous, and help dry asthma, colds and flu. Lavender, Hyssop, and Patchouly oils can work here.

Phenols: are antiseptic and kill bacteria and viruses. Oregano and Thyme oils are examples of phenols.

Sesquiterpenes: are anti-inflammatory, work as liver and gland stimulants, and can go beyond the brain blood barrier, increasing oxygen around the pineal and pituitary glands. Oils that carry this are Frankincense and Sandalwood.

Terpene alcohols: are antibacterial and work as diuretics and decongestants. Juniper and Citrus oils are examples of Terpene alcohols.

Is this a recent discovery?

No! The first records date back to Biblical times. In 1817, the Ebers Papyrus was discovered. It was over 870 feet long and was referred as a medicinal scroll. It dated back to 1500 B.C. and included over 800 different formulations of herbal prescriptions and remedies of oils. There are 188 references of essential oils in the Bible:

*"Moreover; the Lord spoke unto Moses saying: Take thou also unto thee principal of spices of pure myrrh...of sweet cinnamon...of sweet calamus...of cassia...and of olive...and thou shalt make it an oil of holy ointment, an ointment compound after the art of the apothecary, it shall be an holy anointing."
Exodus 30:22-25*

Some have labeled essential oils as alternative healing methods, but they were the original medicines! European doctors and hospitals are now using essential oils for their patients with success. Thousands in America and around the world, are discovering the healing properties of essential oils also!

We invite you to learn more:

These are pure oils, not diluted or altered by chemicals. Young Living Essential Oils sells the finest and purest oils by one of the foremost researcher in the United States, Dr. Gary Young, N.D. Young Living is dedicated to "Healing Principles", with a mission to educate the buyer about the importance and usage of each oil.

Valor Essential Oil

Balances Energies in the Body

<http://www.experience-essential-oils.com/valor-essential-oil.html> by Nan Martin



Valor Essential Oil **aligns** the physical, mental and emotional energies of the body when applied to shoulders and/or feet; or used in conjunction with the Raindrop Technique and massage therapy. When we have more *courage* to take on new things and/or change, we are better able to **release** old patterns that are not working for us.

Valor's smell is very soothing and calming! Valor may be especially calming and comforting to young children after an overactive and stressful day. Use alternatively with Peace and Calming Blend. It is one of my **top ten** favorite oils, and it is a must have. I use it every day at the farm for horses that need to relax but also require courage to do their job. It is also a very important fundamental oil that is used during Raindrop Technique.

Valor is also available in an easy to use roll on applicator as well.

Please note at this time Valor is not available as a single oil. It is a vital oil in the Raindrop Kit or the Everyday Oils Collection.

Valor Essential Oil

What is in Valor Blend? There are four different oils in Valor Blend.

They are listed below along with a brief description of each oil.

- Rosewood Essential Oil (*Aniba rosaeodora*) is soothing to the skin it is emotionally stabilizing and is used for relaxation.
- Spruce Essential Oil (*Picea mariana*) is grounding and releasing.
- Frankincense Essential Oil (*Boswellia carteri*) is high in sesquiterpenes which stimulates and oxygenates the limbic system of the brain which helps to elevate our mood and helps us relax (overcome stress).

- Blue Tansy Essential Oil (*Tanacetum annuum*) has a slightly sweet and herbaceous aroma. Tansy plants have several species and this one is also called Moroccan Chamomile or Annual Tansy. Emotionally, it combats anger and negative emotions.

What is the Carrier Oil? Sweet Almond (*Prunus dulcis*) or Coconut.

What are the Documented Uses for Valor Essential Oil? Nervous system, calming, alignment of energy of the body, easing stress; unwinding before bed time and occasional sleeplessness.

What Healthy Body Systems are Supported? Nervous System

What is the Aromatic Effect on the Mind? Calming and balancing.

What is the Spiritual Influence? When the body, mind and spirit are aligned, we are able to open and release emotional barriers that are keeping us stuck. This oil **allows** us have the courage and self-esteem to allow us to overcome those things that are holding us back. Remember, when we are stressed or worried we are **creating** imbalance in our bodies on all levels.

What Chakra is Affected? Balances the root, solar plexus, heart, throat and third eye chakras.

How do I Use it?

Use NEAT (undiluted) then,

- Apply several drops (2-4) to wrists, chest, base of neck, bottom of feet
- Add several drops (2-4) to bath water
- Apply to vitaflex points
- Directly inhale, diffuse
- Dilute 1:15 with vegetable oil for body massage, or
- Use in Raindrop Technique.

Good oil for the First Aid Kit? Yes, don't leave home without it!

Can this oil be used for Animals? Yes, I have had great results with this oil.

I use it on a **daily** basis out at the barn. It helps the young horse or a horse that has been traumatized to have courage to overcome fear and embody new things in training. I place it on the **base** of the tail to help the structural and electrical alignment on the horse.

Frankincense Oil combats Infection and offers Immune System Support!

Created by Nan Martin

Frankincense Oil, Olibanum Oil or Oil of Lebanon is considered a **holy oil** in the Middle East and we know that it was given to **Christ** at the time of his birth. The uses and benefits of Frankincense date back way before the time of Christ to the Egyptians and Sumerians.

The Egyptians used it for incense, skin care, stomach ailments and kohl. Kohl is today's equivalent of black eye liner!

Today, we know through Chemistry that Frankincense contains sesquiterpenes that **stimulate** the part of the brain that controls emotions. It also helps the hypothalamus, pineal and pituitary glands that produce many of the important hormones in our body. And it helps **strengthen the immune system** by increasing leukocyte activity.



For years Frankincense was known to the holistic world to assist with **cancer** because of many of the properties listed in the previous paragraph. But recently in 2010 Frankincense has made the news again saying that the medical community is starting to understand why it is useful in combating cancer!

It was interesting that the BBC article stated that Frankincense "**closes down the nucleus to stop it reproducing corrupted DNA codes.**" Those using essential oil for years have known through Organic Chemistry that oils heal through a "**PMS model**" as presented by Dr. David Stewart.

The PMS Model consists of **Phenols, Sesquiterpenes and Monoterpenes**. Phenols **clean** the receptor sites of the cell; Sesquiterpenes **delete** bad information from cellular memory (DNA) and monoterpenes **awaken or restore the correct information stored in the cell at a DNA level.**

This is one of the benefits of the [Raindrop Technique](#). As the oils are applied they simulate the PMS chemistry and together are a perfect blend of healing oils.

Frankincense contains **8% sesquiterpenes** and is **78% monoterpenes**. PMS does not tell the entire story but I find it interesting that so many of our answers are right there in the chemistry of the oils.

Unfortunately with popularity comes **adulteration** as with some of the other well known essential oils such as [lavender](#), [Melaleuca alternifolia essential oil \(Tea Tree\)](#) and [Eucalyptus](#) species. Because there are many species of Frankincense and resins used today it can be confusing to the oil user. (See species information).

My favorite spiritual oils that contain Frankincense are [3 Wise Men](#) and [Transformation](#) blends.

I also want to point out that there is another species of Frankincense that is available, [Boswellia sacra or Sacred Frankincense](#). Studies have shown that this is the only Frankincense of the Oman region of the Middle East; and the anticancer and antitumoral activity far exceeds that of *Boswellia carterii* according to the research that is now being conducted in Oman by Dr. Mahmoud Sunhail.

As I do receive new information and testimonials for Frankincense Oil, they will be added to this page. So check back frequently or subscribe to the Oil Blog so you don't miss a thing!

What is the Genus Species? *Boswellia carterii*

Why is this information important? There are several species of Frankincense that are grown in different parts of the Middle East. The carterii or sacra species have documented healing properties but it can be confusing.

The carterii species from Somalia and [Boswellia sacra or Sacred Frankincense](#) from Oman have powerful healing properties and they are the oils that I am most familiar with. But as I mentioned in the introduction so much of the Frankincense oil is being **adulterated** (changed) or synthetically made.

And most companies are selling it under the **generic name** Frankincense. So unless we know what the genus species is and where it comes from we really have no idea if it is the real thing or not!

Where is the name derived from? The name Olibanum is derived from the Arabic word "al-luban" which means "that which results from milking".

Why is this information so important? Its not, it's just a fun fact!

What Part of the Plant is Used? Gum/resin

What is the ORAC Value? 630 µTE/100g

Why know about this number? ORAC stands for Oxygen Radical Absorbance Capacity. It tells you the antioxidant capacity of a food item. Antioxidants have shown to reduce the risk of age related conditions and cancer! This was developed by the USDA researchers. For instance: Spinach = 1,400; Clove = 1,078,700. Wow! The number for clove is NOT a typo!

Most Interesting Historical Reference?

Did you know that Frankincense was traded over **5000 years ago** in North Africa and on the Arabian Peninsula?

Did you know that Frankincense Oil was found in King Tutankhamen's tomb in Ancient Egypt? King Tut died in 1323 BC!

What are the Plant Properties? Anti-catarthal, anti-depressant, anti-infectious, anti-tumoral, antiseptic, expectorant, immune-stimulant, muscle relaxant and sedative.

What are the Documented Uses and Benefits of Frankincense? Asthma, cancer, depression, infection (colds, coughs, pneumonia, respiratory, staph, strep), immune stimulant, inflammation, muscles, nervous conditions, supports the nervous system, stress, ulcers and vertigo.

What is the Aromatic Affect on the Mind? It is uplifting and centering. Has a sweet, balsamic and warm aroma with incense-like overtones.

What is the Spiritual Influence? Frankincense oil has been used to awaken our spiritual awareness and connect with spirit for 5000 years or more. It will help us **release** parts of our ego which hold us back from connecting with our soul, as well as feelings of unworthiness and insecurity.

Once we are able to **connect** with our spiritual side, we can **embrace** our true purpose in the world and become more spiritually driven rather than ego driven.

Use Frankincense during meditation to connect with spirit and stay centered in meditation.

Most of the oils that are from trees (Western Red Cedar, Spruce, Pine, Palo Santo, etc) will provide stabilization, grounding and security to our being, physically and emotionally.

How do I use it?

Use diluted - 50:50 dilution (one part essential oil: one part of vegetable oil). Then,

- Apply several drops (2-4) on location
- Apply to chakras/vitaflex points
- Directly inhale
- Diffuse, or
- Dietary Supplement

Good oil for the First Aid Kit? No

Can this Oil be used for Pets? Yes, but once again, dilute!

I use Frankincense to treat growths on my dog, my horses and my self. And to boost the immune system. If Frankincense doesn't work than I suggest trying [Palo Santo](#) because they share many of the same properties.

It is in many of the professionally made blends that I use at the farm for the [horses](#) frequently. The top four oils I use that contain Frankincense are [Into the Future Trauma Life](#), [Acceptance](#) and [Valor](#).

Note about Animal Use: Certain oils can be very toxic to [cats](#). Citrus and pine oils in particular that are not of therapeutic grade. Please consult your vet if you are not sure about applying any essential oil to your pet.

What are the Safety Precautions? Only therapeutic grade essential oils should be used for healing results. Because it is approved as a Food Additive (FA) and Flavoring Agent (FL) by the FDA, Frankincense Oil is readily available on the market in many different qualities.

Although it may be used as a dietary supplement, it is advised **not** to use it in this manner for children under 6 years of age.

Essential Oil Trivia?

Did you know that in the original Catholic Bible Olibanum was referred to as Francium Incenseum, meaning "real, pure or true incense"? This is where the English version of "Frankincense" came from!

Did you know that Frankincense is referred to in the Bible over **52** times?

Tips and Testimonials from an Essential Oil User

Place a drop on your forehead (third eye) to assist with meditation!

Place several drops of Frankincense oil on warts 2 to 3 times a day until they are gone.

13. Two example invitations you can use to invite people to your meeting (create your own)



You are invited to a Hot Towel Essential Oil Foot Massage Party

"Oh! What is that?" *Come see!*
Experience a new sensation of feelings!

When:

Where:

Time:

Date:

Please RSVP to:

I would like to invite you to a



Hot Towel Essential Oil Foot Massage Party

What is that?

It is a wonderful way to experience a luxurious foot massage in my home. Your feet will be massaged lovingly with the purest of Young Living's Essential Oils. Then we will surround your feet with hot, moist towels. The oils will penetrate your feet and you will have an awakening experience of pure essential oils you will not soon forget!

Please Come!

This will be a time to learn about new ways to feel great and experience a whole new way to approaching health! It is a time to enjoy friendships, learn new ways of using essential oils to support our health with no side effects. I am so excited about this that I wanted to share it with my wonderful friends! We will laugh, visit and have a foot massage! (Then you will see why we say the foot massages are heavenly!)

When:

Where:

Time:

My phone:

Please RSVP to:

If you would like more information on how to do a Hot Towel Essential Oil Foot Message please contact me. If you have any suggestions on how it could be improved or if you find errors in these instructions please contact me.

Cordell Vail
CaCvJv@yahoo.com

Click here to go back to the www.younglivingoils.net training page.

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