

Fearless 4-page Script

By Young Living Diamond Sarah Harnisch

Why Oil

Meet *FEARLESS*. This is my newest mini book! It's something you can read in 2 hours, and it is designed to make you a confident oiler. This lecture is a snippet of the book that Young Living Diamond Sarah Harnisch uses to train people how to oil. Sarah wrote it after sitting with a Gold in Young Living that had only opened 3 bottles in her starter kit years into her business, because she did not know how to oil. After a night of tossing and turning, then calling over a thousand people on her team who had only gotten the kit and never pursued a love of oiling, she realized that we live in FEAR when it comes to oiling. What's going on? Most of us fall into five categories:

- you're not sure how to incorporate oils into your daily routine
- the literature is overwhelming and contradicting
- you're afraid of wasting the oil you spent your check on
- you are afraid the oils won't stack up to what you've been using for years
- you aren't ready to step out of habits—and switch out stuff you are used to that may be toxic

There is a huge chasm between the mysterious amber bottles and a life filled sunup to sundown with essential oils. Oils have the power to alter your life! They are a course correction. They are the gateway to change how you care for your family. They aren't just weird bottles that only certified aromatherapists know how to use—they have been around for millennia. The reality is that some of us fall between the crunchy enthusiast that sleeps on bamboo sheets and eats leaves and nothing else—and the fast-food dining connoisseur who lives in a chemical cesspool. We want to do better for our families, but it seems like the information out there would take a lifetime to learn.

I was where you are! I grew up on Pop Tarts and Pinesol. I will shoot straight with you—there is a learning curve to oiling—but not because it's hard. It's because you have to untrain yourself from reaching for other options. You have to untrain all your connections to old smells and things you've used for years.

My why

I am tired of what the industry tells me is safe

I am tired of government approvals of products that should never be in anyone's home

I am tired of wiping down my counters with bottles that say they are poisonous

I am tired of smelling like toxic chemicals when I wash my hair

Or smelling my friend's laundry soap on their clothes at work

Or getting a headache when I walk by the cleaning aisle at Walmart

Let's talk stats

The number 2 cause of death in the U.S. is cancer: 1,620 people die a day. There are 1,685,000 new cases are diagnosed each year (National Cancer Institute). 1 in 3 cases are directly linked to poor diet, physical inactivity, or chemical exposure. The American Cancer society says 90-95 percent of cancer cases are outside our genes. It's what we allow into our homes! This impacts you on every front: your cleaning supplies, what you wash your family with, personal care items like toothpaste and deodorant, and what you eat. Let's take a look at chemicals in what you eat first.

Look at this video on YouTube: (it's called "The Organic Effect and runs 1 minute 34 seconds):

<https://www.youtube.com/watch?v=UPirDWfxfKc>

Young Living has changed my life. And it's because of the mindset. It's about a lifestyle, not 1 box of oils. Do you realize they are on the cutting edge of everything? Oil infused everything, sourcing of oils, distilleries that are copied all over the world—FDA approvals of product. Cutting edge research. This company is AWESOME.

How often should you use oils? Every single day. As much as you can. The biggest mistake Sarah sees as an aromatherapist is that people aren't using oils frequently enough.

One woman asked me on Facebook the other day if my “hokey” oils actually worked. I told her Young Living is doing 1.5 billion dollars in sales every year, and selling 50,000 to 100,000 starter kits a month. (Eddie Silcock, Direct Selling News, Starter Kits: A New Consultant’s First Impression). That means they are either duping a lot of people, or the oils work. On our own team, we have over 40% on Essential Rewards, where they order what they choose every single month. If four in ten people on my team are re-ordering every single month, and our team does 500,000 dollars in sales a month just three years after I got my starter kit; something they order must actually work. They keep coming back.

There are 3 ways to use oils: aromatic, topical, and internal. There are a lot of books written about these three methods! That isn’t the purpose of this class. This Fearless class is to train you how to make oiling a habit. We’ll run through the three techniques, and then I will give you the first five challenges and a printable calendar to take home to start training yourself to oil with purpose and deliberation every day. There is a lot more content in the 60 pages of Fearless, so your first homework assignment is to grab the book and read it. Each time you have a chance to reach for a chemical, reach for an oil instead. There are 5 more challenges in the book, and another six challenges on our Fearless page online, for free, at oilabilityteam.com/fearless. Keep oiling, and never stop learning!

There are 3 schools of thought in aromatherapy. The aromatic method is from the German line of training, and is based on diffuser use. The topical method is the British school of thought. And the internal method comes from decades of French training. Young Living uses all three methods. If you hear contradictions in how to use oils online, it’s usually because one school is promoting its method over others. But all three are viable and all three work when done safely.

Aromatic tips

Hand cupping: drop the oil into the palm of your hand and breathe!

Diffuser jewelry: drop oils onto untreated wood, cork, felt, or lava stones and enjoy for 4-8 hours

Spritzers: 10 drops of oil in a small spray bottle with a pinch of salt as an emulsifier (I love the Young Living DIY kit with a spritzer inside! My favorite Young Living item is the Thieves cleaning bucket with an entire recipe book inside!)

Diffusers: Doctor Andrew Sledd, who is a pediatrician who specializes in Environmental Toxicology, says “it takes only 1 hour of burning a candle to produce the same effects as smoking a single cigarette.” One of my first ditches was all my candles and plug ins and car fresheners. They are poison.

How do you use the diffuser? Generally, 6-8 drops of oil. What if that’s too strong for you? The number of drops depends on what your body wants—it may want less or more on a given day. Oils you loved yesterday may repulse you today. So always revisit them. If they don’t smell good to you, grab one that does. If it’s too strong, put in fewer drops. If it’s not strong enough and your body craves it, add more. One day you may want 8 drops of lemon oil—the next, 1 or 2 may be strong.

Challenge 1: Make it a point to try all 11 oils from your starter kit in your diffuser over the next 11 days. Then after that, start mixing and matching them to find your favorite combos. Remember to write your recipes down! After 11 days, go another 19 days repeating some of your favorite smells. It’s said that anything you do for 30 days becomes a habit. Let’s make it a habit of getting a diffuser going in your home every single day.

Topical tips

I usually as an adult use my oils undiluted. There is 1 exception though—when I’m trying a new oil or a hot oil (like Peppermint, Oregano or Cassia). The hot oils in the starter kit are Peppermint and Pan Away. I always put a little on my hand first to see how it responds.

The rule of thumb: ALWAYS CARRY A CARRIER OIL WITH YOU. Difference between carrier and no carrier! If your skin turns red, don’t panic. Just use a carrier like olive or coconut oil. I never know how my body will respond from one day to the next. It doesn’t mean the oil is making you sick, it just means it’s doing what it was designed to do—going after stuff. Safety tips: always dilute on kids, don’t place oils in sensitive places like the eye or in the ear, and don’t use photosensitive oils (Lemon and Stress Away are photosensitive in your Starter Kit) and go in the sun for hours. If you have to be out, put those oils on skin that will be covered by clothing.

Challenge 2: make 3 roll ons of carrier oil and put them in strategic places where you'll have them ready when you need them! My favorite places are the car, my medicine cabinet and my purse.

My favorite places of using topically: big toes, on my chest, under my third and 4th fingers (that's where your sinus nerve endings come out), over my heart for emotional oils or on the top insides of my ears (but never inside the ear), anywhere on my feet and hands, my spine if you have someone there to apply for you, and the back of my neck.

Challenge 3: Put an oil tonight on a place of your body where you have never applied one! It might be on the inside of your ear or your big toe! Sucker your spouse into a stress away back massage!

Challenge 4: Make up your own blend and put it in a strategic part of the house where you'll remember where you use it. 80 percent of oiling is putting it where you see it to use it! Put Pan Away by your bedside. Leave Stress away and an orb diffuser in your car. Place Lemon Vitality where you make breakfast.

Internal Use

We have gotten to the hum-zinger. This is the one that scares the tar out of new oilers. It's the topic of most controversy. If you Google it, you'll see many, many posts against internal use. Let's start by wiping away fear.

All of the oils in Young Living's Vitality line have GRAS (Generally Regarded As Safe) status from the Food and Drug Administration, which means Vitality oils are approved as food additives. You can put them in food and drinks and safely consume them at reasonable doses. Every GRAS oil has a well-documented history of safe use. For a food substance to meet GRAS specifications, the following four criteria must be met:

- ✓ the substance has to be recognized as safe by experts
- ✓ the experts have to be well trained
- ✓ safety must be scientifically proven
- ✓ the FDA must know the intended use of the food

When GRAS experts go to evaluate a food additive, like Grapefruit Vitality oil in your water, they work through a rigorous test set. For an essential oil to reach GRAS status, they look at toxicology, organic chemistry, biochemistry, metabolism and pathology. It's intense to pass. Many of the Vitality oils in Young Living's collection are names you know: Basil, Cinnamon Bark, Clove, Copaiba (the elusive South American oil!) They have been used for centuries in food. There is a free downloadable (compliant) image on the Fearless page at oilabilityteam.com/fearless-tools for you to get some ideas on how to start using your kit. Five of the 11 oils in the kit (Lemon, Copaiba, Digize, Thieves and Peppermint) are Vitality oils!

Challenge 5: the empty the kit box challenge. Go back to your starter kit. Use the oils you don't use at least once a week. Drink all the NingXia—I know some of you are afraid of it! Drink it cold! Read all the literature that came in your box. Check out the Seed to Seal website—seedtoseal.com. The Young Living blog—blog.youngliving.com. They are great idea generators.

Keep Learning

We have hit on a LOT in this Fearless class. And you have a list of challenges to teach you to start reaching for oils first. Every time your hand goes to a cabinet for something you once used, pause and ask yourself if there is an oil you can use instead.

The most important step in going toxin-free is being willing to keep learning and to look things up! Google is your friend! Whenever I have a question, I type it into the Google search bar with the words "Young Living". For example: "Young Living relaxation." I get great ideas! I also like Life Science Publishing's, "Essential Oils Desk Reference," and the search bar on the website pubmed.com (a medical research site) when I have oils questions. Learn the art of looking things up by flipping over the bottles of the products you use now and googling the ingredients. Type in "dangers of" before an ingredient and look at what you are putting on your skin, inhaling and digesting. Then replace it with a safe Young Living product. Before you contact the person that helped you get your kit, always try looking it up first! Learning to research will be one of your greatest tools in oiling.

Something in this class hit you in the gut. Something convicted you. I want you to begin in that place. Perhaps it was the laundry soap in your cabinets right now or the cleaning supplies under your sink. (Did you know that Thieves cleaner costs \$1.50 per spray bottle to use? One container of Thieves cleaner is concentrated and makes

over 20 spray bottles to replace glass cleaner, floor cleaner, bathroom cleaner and a spray for your counters. It's affordable! It's the first item I tell my team to put on their essential rewards order right after they get their Premium Starter Kit). Maybe you are convicted about the shampoo in your shower. Perhaps it is your morning routine, which is completely empty of real nutrients to start your day—and you want to incorporate Pure Protein Complete.

Here's the thing, there's no wrong way to start. You're not wrong if you try just one new thing. You're not wrong if it takes years to get some of the things out of your home. It's not a race. But every decision you make is better than staying where you are.

If I could slip into your home and train you how to use your kit today, I'd say just open the bottles. Even if you are not sure how to use them, open them and be brave. Apply an oil before bed. Apply three different oils during your day tomorrow. Carry them with you, and see how you feel. Put an oil you have never diffused in your diffuser. Creatively make your own blends. *Play*. You have a big playground in front of you!

You will either take clean living seriously, or it will be a hobby as you dance on the outskirts of kicking chemicals to the curb. You either protect the four walls of your home, or you ignore the dangers in your cabinets. The serious oiler will play. And the most affordable way to play is with essential rewards. Those are oils that you pick every single month that come to your home. With essential rewards, you get 10 percent back on your first order, 20 percent back after 4 months, and 25 percent back after 25 months. You're getting paid to buy your laundry soap and floor cleaner! And every step is another toxin kicked to curb. It's another cabinet cleaned out. And it is WORTH it. Log into your virtual office and click on "essential rewards" on the left side of the page to get started.

Start small. Do what I call the "simple swap." It doesn't need to be an entire room at a time, or even multiple products. Pick what bothers you the most, sign up for essential rewards and commit to kicking toxic chemicals out of your home, one month at a time. There are free room by room checklists on our website at oilabilityteam.com/fearless so you can pinpoint some of the danger zones in your house.

Is it worth it? Yes. Never once have I regretted my decision to go chemical free! (Share your story). You CAN do this. Stay focused, go room by room, and accept the challenges. You are *FEARLESS*.

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Leaders: I'd hand a copy of the Fearless book to each attendee at the end of the class as well as the free Simple Swap pages and Fearless checklist calendar off the website at oilabilityteam.com/fearless-tools. Set a date to check in with them on the completion of the challenges, and offer a reward for those that get on ER. Fearless works! Develop the habit of oiling!