Natural Solutions Class Script  
(To go along with the Natural Solutions Handout)

Key Phrases (say them word for word) in GREEN

(DAY 7, Email DAY BEFORE CLASS) I can hardly wait for our class tomorrow! Be prepared to relax and be oily;

(DAY 6, Email DAY OF CLASS) Hey everyone! I’m so excited for tonight’s class! There’s gonna be some awesome food & smells. Can’t wait to hang out!

CLASS BEGINS

Welcome & Intro:
To start things off, I’ll tell you a little about myself.
• I live [WHERE YOU LIVE]
• I haven’t always been into “natural stuff”, I was eating pretty well but still relying on medication to help me with my various issues.
• Really, essential oils came at the perfect time for me (even though I was still pretty skeptical).
• I was still struggling with [LIST A FEW HEALTH ISSUES YOU HAVE]. Turning to essential oils radically transformed my family’s wellness, and it’s also transformed our finances as I’ve taken advantage of the business opportunity.
• Today, my intention is to educate and empower you as you explore these oils for yourself. Who knows, maybe you’ll find a few you want to try!

Give 2 Handouts:
1- Family Physician Handout - Print/Download HERE
2- Natural Solutions Handout - Print/Download HERE or Purchase HERE

Explain 2 Handouts:
“Let me show you these handouts. This is called the Family Physician Handout. This is just a list of the different ailments and the oils you use for those ailments. But, I want you to notice that on this handout that you find minor ailments like asthma, or arthritis, things like that, but your major ailments like diabetes, or lupus, or even cancer, those are not going to be on this sheet, those will be in the book, and we’ll talk about that later. The reason I like you to have this handout, is that not everybody has a book yet.”

“Now the second handout, is a summary of what we’re going to be covering tonight. It’s hard to remember everything you’ve learned, so it’s going to help you remember what we’ve talked about.”

“On this second handout you’ll also see the price list. I’m giving this to you for two reasons:
1) Because I can’t stand it when I’m at a class and don’t know the prices! One column on the sheet shows the retail price and one shows the wholesale price. The wholesale price is in bold, and that’s the one you’ll want to look at. Most everyone purchases that way, whether they want to be a consumer or build a business, so just look at that price.
2) The second reason is that in my experience, as you’re listening to the class, you might hear of an oil that would be good for asthma, or some other ailment, so use this as a wish list and make notes on it throughout the class.”
HAVE THEM LOOK AT TIMELINE on NSH:
I think one of the coolest things is that plants have been used for their therapeutic benefits since the history of human civilization! I love this graphic, as it shows how natural solutions have been used for thousands of years—this is nothing new!

You can see in the early 1900s, modern medicine came onto the scene and things started to change. I feel like this has been the same with food and farming…talk about that. Have you noticed a shift recently as more people are turning to less processed food and more natural remedies?

QUESTION: How have you made your way back to a more natural way of living?

HAVE THEM LOOK AT END OF TIMELINE on NSH:
And so here we find ourselves with health issues and modern medicine as the only option, which is really a problem because while modern medicine creates a very powerful product, let’s face it, it’s synthetic. When you have an active ingredient separated from the whole plant, it’s unnatural, and then you have side effects.

Did you know that most medicine is derived from a plant? So, what happens is drug companies will find a plant somewhere in nature, and they’ll realize that this plant has properties that are beneficial to the body and then they will extract the active ingredient from the plant.

Have you ever been given morphine? What I’ve discovered since using essential oils is that even something like morphine was originally derived from a plant. The plant is called Poppyseed Opium and as a plant, it can relieve pain.

The problem is when drug companies take something that’s whole and natural and they extract only that active ingredients. It’s called ‘side effects’ and it happens because our bodies have to break down the active ingredient by itself. Now, if the plant is in it’s whole form, with the other cofactors & enzymes needed to effectively break it down, our bodies do fine, and we don’t have side effects.

Synthetic medicine has a big catch. And that catch is side effects. That’s the price we pay for that kind of medicine. And honestly, if you find me in the hospital, I’m happy to use them, but in my everyday life, I want to use natural medicine. Also, modern medicine focuses on symptom management, which often doesn’t allow us to address the root cause. Thankfully, we can reenter into natural solutions and go back to the things which have worked for thousands of years. I’m not here to slam modern medicine, and I’m grateful for it when I need it, but for the rest of the time, in my everyday life, I use natural remedies because they work!

NEXT SECTION:
So, WHY would you use essential oils? Essential oils are natural aromatic compounds found in the seeds, flowers, bark, rind, and leaves of plants, extracted and distilled for health benefits. I love the magnified picture of this peppermint leaf—you can actually see the oil sacs!

Have you ever squeezed the rind of an orange and noticed that mist that squirts into the air? That mist is an essential oil! Check out this picture of Peppermint essential oil. Did you know that peppermint oil is as powerful as
28 cups of peppermint tea? Essential oils are 50-70x more powerful than the herbs themselves. That’s incredible. What’s also incredible is because they are so powerful, one dose is only 1 drop!

**NEXT SECTION:**
Essential oils work rapidly and are incredibly effective. They work with the body to address issues and root causes on a cellular level. Hundreds of different compounds provide complex & versatile ability to combat threats without building up resistance. This blood sample shows the effect of Balance - this is one of my favorite oils for mood management, the pictures show how quickly it works!

**NEXT SECTION:**
Now, there are several grades of essential oils, and keep in mind that none of these are regulated (not even “therapeutic grade”). Because of this lack of regulation, the owners of doTERRA wanted to come up with their own standard of purity and safety—that’s where CPTG (Certified Pure Therapeutic Grade) comes in. Our CPTG oils are beyond organic and undergo stringent testing to make sure they are absolutely pure for us.

**Question:** Have you ever tried essential oils from a health food store before? What did you think? *(Talk about poor quality & having to use A LOT to produce results. Also, health food store brands can’t be taken internally)*

**NEXT SECTION:**
Usually the first thing that pops into peoples’ minds when we start talking about these natural solutions is all the issues they want to fix! Let’s take a few moments to jot down your top THREE health concerns.

Use the price list handout as your wish list to mark down which options would fit your needs and concerns make sure they are absolutely pure for us.

It’s important to remember when looking at this price list that one bottle contains 250 doses, because remember, with pure essential oils, you only need 1-2 drops at the most!

**Question:** What would you guess your family spends annually on healthcare, doctor visits, & medications? *(Tell them how yours have reduced since using essential oils)*

**NEXT SECTION:**
Life’s little emergencies happen, and we have SO many natural options when they do. This picture shows just a few of the options we have.

My current favorites? On Guard (for immune support) to prevent sickness, Balance (for emotional support), and peppermint (to keep me focused while I work). We use lavender for sleep or anything skin related like bug bites or burns, and I LOVE using Clary Calm when I’m on my period. It completely eliminates cramps within minutes! Pretty amazing stuff! I also love to use Oregano & Lemongrass when I’m feeling a lot of inflammation! Serenity & Balance are my go to oils for anxiety and for getting a deep sleep!

My medicine cabinet is WAY different now. And I LOVE that I have essential oils and that I can use them for pretty much anything! I don’t have a magic wand, but I do have essential oils, derived from plants & herbs that exists
naturally all around us. Did you know that Lemongrass helps stabilize blood sugar and supports a healthy cholesterol? Did you know that Basil is a natural muscle relaxer? Did you know that Wintergreen & Eucalyptus can help open airways? Did you know that Lavender, Lemon, & Peppermint work together to stop the histamine response in the body, helping to relieve allergies within seconds? Did you know Lavender can help combat insomnia? Tell me your health issue, I guarantee there is an essential oil for that!

EO’s have multiple uses, which means you don’t have to have EVERY essential oil. In fact, with just a few oils, you can help hundreds of issues!

NEXT SECTION:

But what about prevention? Prevention is key as we focus on quality of life, so I want to mention the Lifelong Vitality trio. This supplement set provides the foundation to help us achieve our nutrition goals. I take this every day and feel a HUGE difference in my energy levels.

Here is a sample day of how to use the Lifelong Vitality Pack to provide consistent support for energy and vitality.

NEXT SECTION:

So, how do you USE these amazing oils? There are three main ways: aromatically, topically, and internally. (Note: if you do plan to use oil internally, make sure you are only using pure, high-quality oils!)

Yes, you can search the internet for cheap prices, but let me issue a warning that you pay for what you get. Those cheap oils CANNOT be taken internally, and can have harmful additives. Searching for cheaper brand name prices will result in already-opened bottles and questionable purity.

The BEST part is that each bottle will have labeling on which application to use, so you don’t have to guess.

SAFETY TIPS: Essentials oils are incredibly easy to use. Here are a few tips to ensure you have the best results!
+ Only a few drops are needed with each application. Less is more!
+ Dilute with a liquid vegetable oil for sensitive skin and keep oils out of eyes and ears
+ Address on-going/chronic health challenges by using consistently (i.e. daily)
+ Prevent and receive relief from acute issues by using frequently. (i.e. every 30-60 minutes in small amounts)

Let’s go back to those health concerns of yours…

Now, let’s stop and think for a second about YOUR healthcare issues. Are there some issues you are dealing with right now that are weighing heavily on you? Are there ones that are causing you to not live life to the fullest or maybe draining you of your energy?

Question: Which one of these essential oils do you think you’d like to try?

NEXT SECTION:

So, HOW do you get these oils in your home?

“For those of you who have essential oils you’re wanting to try - PAUSE - it’s very similar to Costco. PAUSE - There’s a $35 enrollment fee and then you get everything at wholesale price.
In order to keep your wholesale pricing, all you have to do is buy 1 item - PAUSE - every year.”

“There’s also something called the Loyalty Rewards Program & you are going to want to know about because it will save you ton of money. It works like a frequent flyer program and gives you a deeper discount. But that’s something that’s optional, so you can sign up for that later if you choose.”

NEXT SECTION:
When you start with a simple wholesale account there are several starter kits to choose from. You can definitely start with a few oils, but starting with a kit will give you the most oils for the deepest discount. Personally, my THREE favorite kits are the ones on this first page.

If you need help figuring out the kit that fits the best with your family (or to create a custom kit) please talk to me after this class or talk with the person that invited you to the class and they can help you out!