



Message Scent News

ANCIENT SECRETS FOR A MODERN AWAKENING



HAPPY HOLIDAYS TO ALL AND BLESSINGS FOR AN ABUNDANT AND HAPPY NEW YEAR!
PEACE TO YOU & YOURS, CARL & RUBY

Dear Friends:

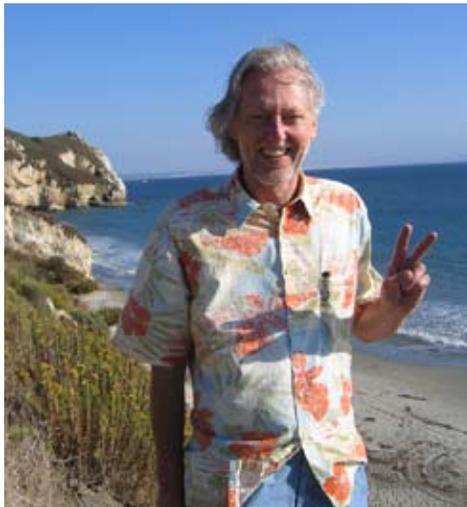
It is with great sadness that I am writing this note. Young Living Silver Leader David Almond unexpectedly passed away on November 14th, 2007. This is a difficult time for all of us who have grown to know and love David.

As a good friend of David's I am choosing to give assistance to his daughter Julia who is completely devastated by this terrible event. I am reminded of when my own father passed away very suddenly and I remember the difficult time that followed.

You may be someone who appreciated David enough to lend a hand at this time. I am sure that any prayers you could send to his family would be greatly appreciated.

A memorial account in the name of Dr. David Almond has been established to assist Julia and her educational expenses so that she can continue her studies at the University of Colorado

MESSAGE SCENT NEWS



Dr. David Almond

do. I was told so many times by David that she is very bright and has been doing well in school.

If it is possible for you to make a contribution to David's memorial fund you may contact me or send it directly. Any amount will help. Make checks payable to:

*David Almond Memorial Fund
1st Bank
PO Box 3879
Evergreen, CO 80437-3879*

Many Blessings, Carl Janicek



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Essential Oil Recipes for Holiday Gift Giving!

BATH SALTS

3 parts Epsom salt
2 parts baking soda
1 part sea salt

Mix together and add: YL essential oils as desired. Approx. 10 drops per 1 cup of epsom salt.

Coloring as desired (powdered food grade coloring works well).

LIP BALM

1/4 cup of herb infused oil (almond, sesame, jojoba, coconut, etc.)

1/4 oz. of BeesWax

Melt the above using a double-boiler or very low heat. When beeswax is completely melted, remove from heat and allow to cool. Then add 10-20 drops of YL essential oil as desired. Add a little honey for sweetness. Beet powder and other herbs can be used for coloring if desired. Increase the amount of beeswax if you like your lip balm more solid.

BODY & DUSTING POWDER

3/4 cup arrowroot powder

1/4 cup cornstarch

25 drops of YL essential oil

Mix very well in a blender or with a mortar and pestle. That's it!

ANTI-WRINKLE CREAM

2 oz. Jojoba oil

25 drops of YL essential oils of choice

The essential oils of lavender, geranium, neroli, rosemary, rose, and frankincense are historic "antiaging" ingredients for mature skin. Jasmine, myrrh, carrot seed, and helichrysum also rejuvenate the skin, encouraging new cell growth. Since jojoba oil also contains natural wrinkle removing qualities and has the longest shelf life. It is perfect as a base or carrier oil to add to the essential oils. Mixing and matching creates a natural synergy. Example: Lavender has its own attributes as does helichrysum. However, when they are mixed, instead

of one and one making two, they magnify each other to the tune of perhaps five or six or more. This oil may be used day or night for a truly enhancing and youthful appearance.

SALT GLOW

1/4 cup kosher salt

1/4 cup Epsom salt

1/4 cup sea salt

2 oz. Hazelnut or Jojoba oil

Approx. 20 drops of YL essential oil of your choice (can use a blend of oils)

ALMOND/OATMEAL EXFOLIATING FACE SCRUB

1/2 cup raw almonds

1/2 cup ground oatmeal

20-25 drops YL essential oil of choice

Grind almonds to a fine texture in a food processor or grinder. Add ground oatmeal and essential oil and mix well. Wet face and add 1 tsp. of the scrub to your palm and moisten with water; apply to face. Massage in a circular motion over face and neck. Rinse well with cool water. Use as a regular face wash or as needed to exfoliate.

EXFOLIATING FOOT/BODY SCRUBS

These leave the skin feeling soft and wonderful afterward! Experiment with different YL essential oils or blends, combining exfoliating materials until you find your own personal favorite. Instructions: Pour 1/4 cup of either coarse sea-salt, fine sea-salt, or raw sugar in a bowl. (Note: while salt works very well as an exfoliating agent, it can sting if it gets into open cuts, so be sure to use on unbroken skin, or use sugar instead as your exfoliator.) Add 1/4 cup of sweet almond oil and stir together. Optional: add the contents of two Vitamin E gel-capsules. Stir together while adding 10-20 drops of your favorite YL essential oil or blend. Pour the mixture into either a small wide-mouth glass jar, or glass con-

tainer. To use the scrub, place a small amount in your palm and scrub over moistened skin. Rinse off in a shower or tub. (Note: the oils in this scrub can make the floor of the bathtub or shower slippery, so use caution while rinsing off.) Extra ideas: Use ultramarine powders or natural powders and oil-soluble colorants to color your scrubs. Use different coarsenesses of salt or sugar to create progressively smoother scrubs (ie., a coarse "buffing" scrub, followed by a fine "polishing" scrub) with different relaxing essential oils.

GEL AIR FRESHENERS

These naturally scented gel air-fresheners are great for the home, car, office, etc. They also make great inexpensive gifts that you can share with anyone. Instructions: Dissolve two envelopes (2 Tbsp.) of unflavored gelatin in 1/2 cup of boiling water (this may take up to 5 minutes). Add 1/2 cup of ice-cold water to the gelatin mixture. Add 10-15 drops of a YL essential oil or blend of your choice. Add 3-5 drops of food coloring (if desired). Stir in 1 Tbsp. of salt, or 10-15 drops of a natural grain alcohol if desired (the salt or alcohol helps inhibit mold from growing on the gel). Pour the gel mixture into 2 oz. salve containers, 1/3 oz. lip gloss containers, or used baby food jars. Close the containers or jars, and allow to cool overnight. Do not place in the fridge, or your food will absorb the scent. Decorate the containers or jars. To use these gel air fresheners, open the container, place on a warm stove-top (not the burner) while cooking, or simply place the open container on a counter or a shelf, or in a cup-holder in your car. Extra Ideas: create layered gels by filling a jar halfway with one color of gel, allow it to cool for a couple of hours, then pour another color gel on top and let cool.

Invasive MRSA Infections Spreading Beyond Hospitals, Study Finds

Oct 17, 2007



Young Living Essential Oils Effective Against MRSA

Extrapolating from observational data gathered in nine U.S. communities, researchers from the Centers for Disease Control and Prevention (CDC) estimate that approximately 94,360 methicillin-resistant Staphylococcus-aureus (MRSA) infections and 19,000 related deaths occurred nationwide in 2005, the New York Times reports. CDC researchers say the study, which appears in Wednesday's Journal of the American Medical Association (JAMA), provides a first-of-its-kind baseline for tracking trends in MRSA prevalence. To determine MRSA prevalence, the researchers studied infection data from nine U.S. areas participating in the Active Bacterial Core Surveillance/Emerging Infections Program Network between July 2004 and December 2005. The researchers found evidence of 8,987 invasive MRSA cases, 85 percent of which occurred in patients who had undergone a medical procedure or lived in a long-term care facility within the past year. Of the patients with health care-associated MRSA, 5,250 developed infections only after they had returned to their community, while 2,389 developed infections during their hospital stays. The remaining 15 percent of patients with invasive MRSA acquired the pathogen in the community and lacked documented health care risk factors. Noting that the MRSA incidence rate was roughly 31.8 cases per 100,000 persons, the researchers say the pathogen appeared to disproportionately affect certain populations such as African Americans, older patients and males. While acknowledging that the largely urban study sites may have led them to overestimate nationwide MRSA prevalence, the researchers note that the pathogen remains a major threat to public health and is no longer relegated to acute care. The director

of the CDC's Division of Healthcare Quality Promotion adds that facilities need to make MRSA prevention a priority and strive for universal compliance with CDC infection control guidelines. Recognizing the large number of infections that are acquired in the hospital but do not present until patients have returned to their communities, a physician with the Los Angeles County Department of Public Health writes in a JAMA editorial that "it appears that what happens in the hospital does not stay in the hospital." In light of this trend, she asserts that clinicians and hospitals should not only work to shore up inpatient MRSA prevention strategies but also collaborate with public health officials to identify the pathogen's incidence in the community and stem its spread. (Sack, New York Times)

DEFINITION OF METHICILLIN-RESISTANT STAPHYLOCOCCUS AUREUS (MRSA)

Staphylococcus aureus (a type of staph bacteria) resistant to the antibiotic methicillin. MRSA first cropped up among persons in hospitals and other health facilities, especially among the elderly, the very sick, and those with an open wound (such as a bedsore) or a tube going into their body (such as a urinary catheter or IV catheter). MRSA has since been found to cause illness in the community outside of hospitals and other health facilities. MRSA in the community is associated with recent antibiotic use, sharing contaminated items, having active skin diseases, and living in crowded settings. MedicineNet.com

I was a practicing nurse for 28 years and have taken care of a LOT of folks with MRSA so I know the symptoms and how this bacteria works. I fell in an old swampy ditch during a period of drought, and it was stinky. I thought I had washed well, but the next day my face burned, and then the lesions showed up. I used Thieves three times a day on the lesions, and took Thieves 3 drops by mouth three times a day and in one month, it was gone. MRSA takes strong IV antibiotics to get rid of, and then in many cases the antibiotics are not successful. Thieves is great! - Linda Fuller

CINNAMON BARK essential oil vapor showed inhibitory effect against respiratory tract pathogens Haemophilus influenzae, Streptococcus pneumoniae, Streptococcus pyogenes and Staphylococcus aureus, including some penicillin-resistant strains.

LEMON According to Jean Valnet, MD, the vaporized essence of lemon can kill meningococcus bacteria in 15 minutes, typhoid bacilli in one hour, Staphylococcus aureus in two hours, and Pneumococcus bacteria within three hours. Even a 0.2% solution of lemon oil can kill diphtheria bacteria in 20 minutes and inactivate tuberculosis.

THIEVES BLEND

There was an 82% reduction in Micrococcus luteus bioaerosol, a 96% reduction in Pseudomonas aeruginosa bioaerosol, and a 44% reduction in Staphylococcus aureus bioaerosol following 10 minutes of exposure to Thieves™ that was diffused for a given amount of time.

HOW I DEFEATED DIABETES

by Karen Hopkins

Diabetics have several strikes against them causing a severe mental block to defeat diabetes. First, we have a society that has accepted the fact that high blood sugar is a disease that affects someone else. There are 21 million diabetics in America and an estimated 20 million are pre-diabetic. The American Diabetic Association has stated by the year 2020 65% of all Americans will be diabetics.

Second, the diet that leads us down the path of diabetes started in our mother's womb, especially if we were formula fed and she ate the current popular processed and fast foods that prevail in America. It is several years of abusing our bodies with anti-foods before we even have a clue that there is a problem. When a person first learns that he or she is a diabetic, they are usually sent to a Diabetic Nutrition Counselor who teaches them how to eat the Standard American Diet and live with 30 or so grams of sugar daily. They are told that diabetes can be controlled with diet if they stay within the guidelines set by the American Diabetic Association. Although sugar seems to be the problem (which is why it was first called "sugar diabetes") there is usually no education about the different kinds of sugars and man-made chemicals used as sweeteners and their affects on our body chemistry.

Third, most newly diagnosed diabetics are told that there is no cure for diabetes and that they will be on medications for the rest of their lives, and that diet and exercise are not enough. Even though scientific

research can not really explain why the insulin key is not working correctly, they believe that pharmaceutical companies have discovered the answer to high blood sugar through chemicals that force the pancreas to produce more insulin thus forcing the cells to open the door with the insulin key. This gives the diabetic the illusion of cure, while the side effects of synthetic foreign chemicals floating around the body systems cause other problems like weight gain, high blood pressure, eye sight problems, gum disease, neuropathy, and many other too numerous to write about.

The fourth strike, and probably the most deadly, is that most newly diagnosed diabetics walk away believing that they can take care of this health issue with medications and still continue doing what they did that led them to where they are. Even if they were told how serious this disease is, they probably barely listened because the first stage of any disease is denial. I know. That is what I did. Until I got serious about finding a cure to diabetes, I was on the path to death. I could take my blood sugar and get a 200+ reading and still go to an ice cream store with my family and eat a double dip ice cream with hot fudge and nuts convincing myself I would deal with the "inconvenience" tomorrow. Even a near death stay in the hospital didn't motivate me to investigate alternative medical solutions. It was only the pain and threat of losing my feet that caused me to start looking for something that would help.

At this point, I had been ignoring or half-way dealing with diabetes for 8 years. I did not want to lose my feet and become dependent on someone else for care at the young age of 52. A couple of the nutrition-

al drinks that I tried tasted terrible and even after 6 weeks of drinking the stuff I couldn't tell a difference. I still couldn't walk around the block or wear tennis shoes without severe pain.

Then a neighbor across the street had a heart attack and died at 52. He was a diabetic that "thought" he was handling diabetes with his diet. His wife told me that he didn't take his medication. I was "off" mine at the time. I thought about getting serious and finding a new doctor since I had moved to a new city three years earlier, but I was still too busy to look.

My daughter-in-law who was testing her blood sugar because she had gestational diabetes asked me what my blood sugar was. I thought it was okay because I wasn't having the diabetic symptoms like going to the bathroom a lot. It tested at 285 mg/dl and the next night it was 315. Once again, I was in trouble. I found out that my body had adjusted my normal blood sugar to be around 200-225 mg/dl and that was why I wasn't having the common high blood sugar symptoms.

After five months of diligently taking medications, I could not get it under 200. This is when Young Living came into my life. My daughter gave me a small 1 ounce package of **Ningxia Red** that I shared with my husband. After traveling 500 miles without pain and swelling in my ankles, I was shocked. I bought the **Ningxia Red Starter Kit** and began a new chapter in my life.

August 2006: The first week: 1 oz. of **Ningxia Red** daily first thing in the morning; **Alkalime** according to directions morning and evening testing pH level; 2 drops of **Lemon** essential oil in my water for my pH level - that was very acidic

at the time. Blood sugar dropped 20 points. From 225+ to 200mg/dl.

Second week: Increased **Ningxia Red** to 2 ounces daily; I started walking 1 to 2 miles daily; I used a couple of drops each of **Wintergreen, Cypress, and PanAway** on my knees undiluted for pain; Continued using **Alkalime** and **Lemon** essential oil daily. My blood sugar dropped another 20 points to 180 mg/dl.

September 4, 2006: I quit taking all medications. I found out that the first diabetic medication's side affect was weight gain. I weighed around 270 lbs when I started using Young Living products. The second prescription was an experimental drug that caused liver damage. The third medication caused high acid pH levels in the body. It seemed like I was wasting my money on Young Living products trying to lower the pH level of my body while taking medication that was raising it.

Since my blood sugar levels were lowering, I decided to quit the medications and use the essential oils I had been reading about at **www.oil-testimonials.com**. I took 2-3 drops each of **Coriander, Clove,** and **Cinnamon Bark** oils 3 times daily in a gelatin capsule. After a couple of weeks I added **Fennel, Dill** and **Thieves**. I increased **Ningxia Red** to 2 oz. in the morning and 2 oz. mid-afternoon. I took 3 **Essentialzyme** with each meal. After each meal I dropped 2 drops of **Cinnamon Bark** on my tongue.

During this month, I changed my diet drastically. I stopped all fast food and process food eating. Since taking the **Ningxia Red** daily, my sugar cravings stopped. But I was still eating too many foods with too much fruit sugar to continue lowering my blood sugar. I dropped all

fruits, grains and dairy products from my diet choosing to eat fresh raw vegetables and some lean meats like fish, chicken and turkey. I was not craving sugar and wasn't as hungry as I used to be all the time. Any food that caused my blood sugar to rise, I dropped from my diet - carrots and yellow squash are examples. Everyone has different body chemistry and you need to experiment and then take your blood sugar to know what effect foods are having on you.

I started experimenting with different oil combinations and altering them every 5 days. I would take my blood sugar and then put a couple of drops of oil under my tongue and wait 20 minutes and take my blood sugar again. I then used the oils that lowered my blood sugar the greatest and the fastest. I increased the drops of those oils up to 10 drops of each oil or sometimes a combination of oils 5 or 6 times daily. I changed oils after 4 or 5 days. **Cinnamon Bark** was the only oil that I continued to use daily. I used **Exodus II** on my tongue and gums since I had the gum disease gingivitis at the time, which I do not have today. I increased my walking to 3 miles daily. I walk at least 6 days a week and rest one day. One hour of exercise daily is the minimum requirement for those who are serious about lowering their blood sugar or losing weight.

November/December 2006 : With this protocol my average fasting blood sugar was in the 130's. I could not lower this until I made some other changes. During the month of December, I ate a couple of traditional Christmas meals and my monthly fasting blood sugar raised 10 pts.

January 2007: I weighed around 225 lbs, continued using **Ningxia**

Red and Young Living supplements and essential oils.

February 2007: I found a doctor that agreed to let me use natural medicines and the essential oils as long as my tests were normal. My A1C test was near normal 6.3, but my blood pressure was very high, 190/100 or so. I started taking 6-8 ounces of **Ningxia Red** daily. After 4 weeks my blood pressure was normal - 118/68.

Lipoma Testimonial

I had a lipoma on my head just under my hair line about the size of a quarter and very hard. I applied Lavender, Frankincense and Di-Gize 2-3 times a day. About three months later it had shriveled up to less than a lentil size and just fell out. It healed over very nicely with a little Lavender. - Jeanne Natré

Experience the wonder of Thieves® Household Cleaner this holiday season, as tough stains and problem areas in your home become simple and easy to clean without using harsh or abrasive chemicals. While bacteria can be dangerous, some industrial cleaners on the market pose an even larger threat to your health. **Thieves Household Cleaner** is a natural all-purpose concentrate that can be used in every room in your home, without the harsh chemicals. Dilute in a spray bottle or bucket, or use straight for extra strength.

Dilution Ratios:

- Light Degreasing 60:1
- Medium Degreasing 30:1
- Heavy Degreasing 15:1
- Upholstery, Fabric, Carpet Spots 40:1
- Floors 100:1
- Walls 30:1
- Carpet 100:1
- Glass 320:1
- Pots and Pans 100:1
- Hand Cleaner 1:1

ITEM #3743 \$21.50 USD



AFTER YEARS OF TELLING PEOPLE CHEMOTHERAPY IS THE ONLY WAY TO TRY TO ELIMINATE CANCER, JOHNS HOPKINS IS FINALLY STARTING TO TELL YOU THERE IS AN ALTERNATIVE WAY.

Cancer Update from Johns Hopkins:

1. Every person has cancer cells in their body. These cancer cells do not show up in the standard tests until they have multiplied to a few billion. When doctors tell cancer patients that there are no more cancer cells in their bodies after treatment, it just means the tests are unable to detect the cancer cells because they have not reached the detectable size.

2. Cancer cells occur between 6 to more than 10 times in a person's lifetime.

3. When the person's immune system is strong the cancer cells will be destroyed and prevented from multiplying and forming tumors.

4. When a person has cancer it indicates the person has multiple nutritional deficiencies. These could be due to genetic, environmental, food and lifestyle factors.

5. To overcome the multiple nutritional deficiencies, changing diet and including supplements will strengthen the immune system.

6. Chemotherapy involves poisoning the rapidly-growing cancer cells and also destroys rapidly-growing healthy cells in the bone marrow, gastrointestinal tract, etc., and can cause organ damage in liver, kidneys, heart, lungs, etc.

7. Radiation while destroying cancer cells also burns, scars and damages healthy cells, tissues and organs.

8. Initial treatment with chemotherapy and radiation will often reduce tumor size. However prolonged use of chemotherapy and radiation do not result in more tumor destruction.

9. When the body has too much toxic burden from chemotherapy and radiation the immune system is either compromised or destroyed, hence the person can succumb to various kinds of infections and complications.

10. Chemotherapy and radiation can cause cancer cells to mutate and become resistant and difficult to destroy. Surgery can also cause cancer cells to spread to other sites.

11. An effective way to battle cancer is to starve the cancer cells by not feeding it with the foods it needs to multiply.

CANCER CELLS FEED ON:

a. Sugar is a cancer-feeder. By cutting off

sugar it cuts off one important food supply to the cancer cells. Sugar substitutes like NutraSweet, Equal, Spoonful, etc. are made with Aspartame and are harmful. A better natural substitute would be Manuka honey, agave or molasses but only in very small amounts. Table salt has a chemical added to make it white in colour. Better alternative is Bragg's aminos or sea salt.

b. Milk causes the body to produce mucus, especially in the gastro-intestinal tract. Cancer feeds on mucus. By cutting off milk and substituting with unsweetened soy milk, cancer cells are being starved.

c. Cancer cells thrive in an acid environment. A meat-based diet is acidic and it is best to eat fish, and a little chicken rather than beef or pork. Meat also contains livestock antibiotics, growth hormones and parasites, which are all harmful, especially to people with cancer.

d. A diet made of 80% fresh vegetables and juice, whole grains, seeds, nuts and a little fruit help put the body into an alkaline environment. About 20% can be from cooked food including beans. Fresh vegetable juices provide live enzymes that are easily absorbed and reach down to cellular levels within 15 minutes to nourish and enhance growth of healthy cells. To obtain live enzymes for building healthy cells, drink fresh vegetable juice (most vegetables including bean sprouts) and eat some raw vegetables 2 or 3 times a day. Enzymes are destroyed at temperatures of 104 degrees F (40 degrees C).

e. Avoid coffee, tea, and chocolate which have high caffeine. Green tea is a better alternative and has cancer fighting properties. Water: best to drink purified water, or filtered, to avoid known toxins and heavy metals in tap water. Distilled water is acidic, avoid it.

12. Meat protein is difficult to digest and requires a lot of digestive enzymes. Undigested meat remaining in the intestines become putrified and leads to more toxic buildup.

13. Cancer cell walls have a tough protein covering. By refraining from or eating less meat it frees more enzymes to attack the protein walls of cancer cells and allows the body's killer cells to destroy the cancer cells.

14. Some supplements build up the immune system (IP6, Flor-sence, Essiac, anti-oxidants, vitamins, minerals, EFAs etc.) to enable the body's own killer cells to destroy cancer cells. Other supplements like vitamin E are known to cause apoptosis, or programmed cell death, the body's normal method of disposing of damaged, unwanted, or unneeded cells.

15. Cancer is a disease of the mind, body, and spirit. A proactive and positive spirit will help the cancer warrior be a survivor. Anger, unforgiveness and bitterness put the body into a stressful and acidic environment. Learn to have a loving and forgiving spirit. Learn to relax and enjoy life.

16. Cancer cells cannot thrive in an oxygenated environment. Exercising daily, and deep breathing help to get more oxygen down to the cellular level. Oxygen therapy is another means employed to destroy cancer cells.

17. Dioxin chemicals cause cancer, especially breast cancer. Dioxins come from plastics and are highly poisonous to the cells of our bodies. No plastic containers in microwave. This especially applies to foods that contain fat. The combination of fat, high heat, and plastics releases dioxin into the food and ultimately into the cells of the body. Use glass, pyrex or ceramic containers instead. No plastic wrap in microwave. No water bottles in freezer as this releases dioxins from the plastic.

Young Living Essential Numbers

Automated Phone Ordering System (IVR)
1-888-880-1549

Live Order Entry Operators
1-800-371-2928 Mon-Fri 7am - 7 pm MST

Distributor Network Services
1-800-371-3515 Mon-Fri 7am - 7pm MST

Fax Numbers 1-866-203-5666 (US & Canada) 1-801-418-8800

Live Help Operators Mon- Fri 8am - 11pm
Saturday 10am to 5pm, MST
Sunday 3pm to 11pm, MST

Essential Science Publishing
www.essentialscience.net
1-800-336-6308

www.youngliving.us

Having a workshop in your home involves the simple process of organizing three things: the objective, setting, and format. The process outlined below can be used as a starting place for your own workshops to begin 2008 with a BANG!

The Objective. The objective is three-fold: 1) to convince participants of the value of essential oils so that they will choose to purchase and use them on a daily basis; 2) to keep them in the system if they are not yet ready to order and; 3) to encourage them to bring or send friends to a future workshop!

The Setting. Two or three rooms on the main floor of your home is all you need to create a functional setting. If you have three rooms (yes, the kitchen counts), set up a massage table in one, a computer, company catalogues and Terra Cotta Pendant diffusers in another; essential oils and chairs for the presentation in the third. If you plan to use two rooms, set up the massage table in one room and all other factors in the other.

The Format. The Workshop is divided into the Presentation Hour and the Activity Hour. Make your formal presentation during the first hour when people are fresh and their attention span is at its best. Use the second hour to facilitate interactive methods of learning; smelling oils, observing the massage or raindrop session, asking questions, referring to the reference material and talking to others who have experience with essential oils. Your job is to distill the information you want to convey into succinct points that are educational, relevant, and convincing.

Putting it All Together. When participants arrive, welcome them, take their coats and offer them a glass of water. Ask them to fill in a ballot for a chance to win the Door Prize. Give them some printed information, a small pad of paper, a pen and invite them to take a seat in the presentation room.

The Presentation Hour can be divided into 6 ten-minute slots to make it easy to organize the points you want to get across, and to practice them, one slot at a time.

7:00 – Stand and welcome everyone again. Ask people to introduce themselves to the group, saying their name and sharing their primary reason for coming to the workshop. Once everyone, including you, has been introduced tell them about the format for the workshop.

7:10 – Briefly introduce essential oils, telling what they are, where they come from, and what makes them effective, exciting, and valuable.

7:20 – Talk about the difference between using essential oils as First Aid (when there is a problem) and daily (proactively, as a method of staying healthy). Explain why you use them on a daily basis.

7:30 – Demonstrate how to use the oils by giving examples of different oils for different application methods. Ask if anyone has any stories to share about the things you mention.

7:40 – Draw out more testimonials from the group by listing common health concerns like stress, fatigue, insomnia and headaches. Ask if anyone deals with these issues then look them up in your reference material so you can report which oils may help. Explain or demonstrate how to use essential oils to address these concerns.

7:50 – Conclude the Presentation Hour and introduce the Activity Hour. Refresh their glasses of water and start mingling. Draw for the door prize - such as a Terra Cotta Pendant - and if they don't win one, have some available for purchase at a special price.

8:00 - In the Activity Hour they are invited to:

1. Smell the different essential oils you have available.
2. Look up their health concerns in the reference guides.
3. Observe the massage/Raindrop session.
4. Ask their personal questions.
5. Schedule a one-to-one consultation with you.
6. Purchase a Terra Cotta Pendant diffuser.
7. Place an order or set up an account with Young Living on line.

Useful Tips.

-Timing trick. Schedule your workshops from 6:45 – 9:00 pm. It takes about fifteen minutes for people to arrive and get settled and allows you to begin the presentation on time.

-Break the ice. A fun way to do introductions which puts people at ease is to pair them with someone they don't know and have them interview one another asking their name and interest in essential oils for the purpose of introducing them to the group.

-Defer questions. At the beginning of the presentation, request that participants write down questions so they can remember to ask them in the Activity Hour. This will minimize interruptions and facilitate a good flow.

-Focus on your audience. Having your outline on index cards is a very good idea. Rehearse your presentation well enough so that most of your time is spent looking at the participants - not the index cards! Practice really does make perfect.

-Team up. The most successful workshops are ones where at least two Distributors are working together; one to demonstrate the massage, and one to help me answer questions during the Activity Hour.

-Avoid oil spills. Demonstrate oils etiquette on how to handle the bottles when smelling or applying oils.

-No pressure! People don't want to feel obligated to place an order. Let the education lead them to the desire to purchase essential oils. Encourage them to attend future workshops.

101 Uses for Thieves - a YL antimicrobial blend of essential oils. (last installment)

75. Rub on hands to make them soft, fresh and smooth.

76. Apply to face to clear acne.

Uses for Thieves Hand Soap: 77. Rub on stains as a pre-wash stain remover.

78. Use as a deodorant or antibacterial hand soap.

Uses for Thieves Oil Spray: 79. Spray on doorknobs in public restrooms to kill germs.

80. Spray in the throat to restore a lost voice.

81. Spray hands before and after shaking hands with a lot of people.

82. Spray in restrooms on airplanes to reduce airborne bacteria.

83. Spray in vegetables and fruits when washing them.

84. Carry for protection in countries with cholera, malaria or dysentery.

85. Use as an air freshener for cooking odors or other unwanted smells.

86. Take to the gym and spray all the equipment you use.

87. Take to the supermarket and use to disinfect shopping cart handles.

88. Use in the classroom for desks, tables and other items handled by children.

89. Spray in your mouth and throat to stop and cold or bronchitis.

90. Spray on shower stalls and bathroom walls to kill and remove mold.

Uses for Thieves Toothpaste: 91. Brush every day to prevent cavities and gum disease.

92. Use when teeth have been damaged or broken to help them heal.

93. Use to prevent or heal peridontal disease.

94. Apply as an underarm deodorant.

Uses for Thieves Wipes: 95. Wipe doorknobs and other things touched by the public.

96. Wipe dirty piano keys to clean and disinfect.

97. Use to clean children's hands when traveling.

98. Use on the steering wheel and gearshift of your vehicle.

99. Use on public telephones to remove germs.

100. Use on public computer keyboards and mouses.



Thieves Essential Oil

#3423 \$29.50

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