

Living Naturally With Essential Oils

Hi! My name is Debbie Burns. I'm really excited to talk to you about doTERRA essential oils. They've positively improved my health at a time when I really needed them. I was slightly skeptical, but was hopeful once I learned more. And sure enough, the oils did what they were suppose to do. Today I'm one happy, healthy and empowered girl.

I am extremely crazy about essential oils. And even more than that I'm really passionate about helping people find a natural solution such as essential oils that help them feel better and to support their overall health and well being. I love watching my customers become empowered to be able to take control of their health too and to have a more proactive preventative approach to their health.

I am a fitness enthusiast (you could probably talk me into doing any kind of workout) but my favorites are strength training, running and yoga. I'm a wellness and business coach, essential oil educator and entrepreneur.

Essential oils are a huge part in my journey to take charge of my family's health and well-being. I'll teach you what essential oils are, why millions of families are using them as an effective solution for their wellness goals and why I chose doTERRA. I'm also going to give you an idea of how I use them every day and throughout the day.

You'll learn how easy it is to use the essential oils once you know more and how they will change your life too. You'll probably ask yourself at some point (like I did), "how did I ever survive without essential oils all my life."

Essential oils are simply nature's defense mechanism for plants. They're pure extracts from plants and you'll find that they'll be anywhere from 50 to 70 percent more potent than the actual plants, herb or spice plant. And when we use them they are also working on a soluble cellular level and protecting our cells.

The plants are grown and the oils are grown and harvested in their natural habitat. This is important because while you can grow lavender anywhere (like our backyard) but that doesn't mean you're going to get the best essential oil compounds that will create all essential oils being equal.

Why are doTERRA essential oils different? Well to put it bluntly, doTERRA saw a problem and fixed it. But seriously, they saw a need to raise the bar in the essential oil industry. Their plants are grown in different regions of the world where those plants are going to grow the very best. Whether it's the climate, the altitude, or the sunshine, the plants are grown beyond the organic. You will never find any foreign constituents or fillers in the oils and they are a certified pure therapeutic grade

which is a standard of complete and natural purity. Each batch of oil undergoes multiple third party testing. When you see a doTERRA label you can be assured of the highest quality essential oil.

There are 3 ways to use essential oils—Aromatically, topically and internally.

Aromatic. Enjoy the aromatic use of an essential oil in a diffuser, where the essential oils are dispersed into the air. Depending on the oil you are using you can purify the air, open the airways for clearer breathing, or lift your mood. This is really a nice way to use your essential oils aromatically.

Topical use of an essential oil is normally used when addressing a specific need such as soothing sore muscles, skin irritation or to promote relaxation.

Internal. Use them in your cooking, to promote a healthy respiratory system and immune support and even digestive uses like upset belly or bloating by adding the essential oil to a capsule or in some water. If there is a Supplement Fact label on your doTERRA bottle then it is safe for ingesting. Just like you can eat a peppermint leaf, you can eat or drink anything with the doTERRA peppermint oil, as it is extracted from the leaf.

My top 5 favorites (although I have many) are Balance for helping you feel grounded, focused and to reduce anxious feelings. Go from frazzled to chill. Simply put a drop in your hand, rub your hands together, cup your nose, take a long deep breath in and slowly exhale. I promise you'll feel amazing in no time. You can even apply it to your wrist or behind your ears.

Definitely use it in the diffuser and maybe even consider applying a few drops right on the bottom of your feet. That's how easy these essential oils are to use. It just doesn't take a lot of brain power to figure out how we're going to use them.

My next favorite is Serenity (you can tell by the name it's going to be good. LOL!!). I love blending it with Balance—I call this blend “Liquid Sleep”. All you have to do is smell the Serenity essential oil and it just makes you feel like everything is going to be okay and helps to promote relaxation and quieting of the mind. And if you're using it at bedtime it's definitely going to help to promote a restful sleep. You can use it aromatically or topically. You can even apply it directly onto the skin.

Next is Deep Blue which is an oil that everybody must have. As an athlete I use Deep Blue every single day. But you don't have to be an athlete to benefit from Deep Blue. It soothes sore muscles and joints and you can apply it before a workout so that will help actually increase your performance. It's long lasting and will stay with you for a while even after you take your shower and it'll continue to soothe. For occasional head tension and even menstrual cramps, use it topically in the area of the tension.

Peppermint you'll use every single day. I use it in the morning or the evening in a refreshing cup of peppermint tea and when I tell you only one drop is all you need, I mean only one drop is all you need. It supports healthy digestive function, promotes healthy respiratory function and clear breathing; mood lifter, creates clarity and focus, ease head and muscle tension or making an amazing peppermint foot lotion. Imagine being on your feet all day and soothing your tired feet with cool peppermint lotion for your feet— now that sounds great doesn't it?

Frankincense is the one oil I can't ever live without. It promotes a healthy inflammatory response, promotes a healthy immune system, lifts your mood, good for brain health, memory and amazing for your skin (add it to your skin care product) because of it's anti-aging benefits (or better yet just use the doTERRA skin care products). If you practice yoga, apply to your chest and do a few rounds of cat/cow— AH-MAZING! It helps to support your immune system. Your favorite way to use it will be internally. First thing in the morning I apply one drop under my tongue for all of the above reasons. I repeat this at night before I go to bed for a restful sleep.

Did I mention the essential oils are a lifestyle? Let me give you an example below.

In the morning, I add a drop of lemon to my water because it's cleansing and detoxifying for the body. Then I may add some peppermint to my water that morning. I'll add a few drops of cinnamon, lemon or wild orange to my smoothie. If I'm having a green juice I might add some ginger and lemon essential oil.

Morning and night, I use the OnGuard toothpaste, as it has the essential oils in it plus it is whitening and great for sensitive teeth.

I use the shampoo and conditioner—no toxins for me thank you. Even my hair dresser uses it in her hair studio.

I use the Moisturizing bath bar (well, of course, it has essential oils in it).

I use their supplements such as the Lifelong Vitality Pack that helps to promote better cellular health and energy, the Bone Nutrient Digestive Enzymes, DDR Prime, and Mito2Max. Again infused with essential oils.

There are so many more that I use, but I think you get the point that doTERRA essential oils and products are a lifestyle and not just something you use every now and then. And I have so much fun creating different aromas for my diffuser.

Some things that you probably never thought of would be uses like: in your laundry detergent, your car, calming your pet, use as insect repellent, make your own cleaning products at a fraction of what you would pay in the stores (even big box

stores). Now, for those of you that don't make your own cleaning products, you are probably thinking oh god! Are you kidding me I don't have time for that but let me just tell you how easy it is. First, all you need is an empty bottle. Second, the bonus is that you've gotten rid of harmful chemicals that are in store bought cleaning products and you're saving money because the essential oils are literally pennies per drop.

There is a saying I tell everyone, "I've got an oil for that!"

So to sum it up, essential oils can be used for common every day wellness and emotional uses, immune support, digestive support, brain health, eye health, cardiovascular health, women's and men's health, athletic performance and it promotes a restful sleep.

Whether you're a child, infant, a teenager, adult, or elderly these oils can be used by everyone and most are even safe to use on our pets also. How wonderful right?

Okay. So it is time for your essential oil journey and I'm just going to go over some of the different ways that you can get started with your oils. I recommend the starter enrollment kits, as you get your own wholesale account as a customer. (You cannot earn an income with a wholesale customer account. But if you would prefer that, I explain more below.) You can choose from the "oh my goodness" price range to "every day people" price range.

The absolute best value is the Diamond Kit because it comes with every doTERRA product (oils, supplements, personal care, cleaning, etc.) and you save \$833.33 off the retail price plus you can qualify to receive another \$400 in Product Credit. If you want a health transformation or even to maintain your already good health, this kit is for you.

The Every Oil Kit, literally comes with every oil their most popular oils. You save \$372.25 off retail and qualify for \$200 Product Credits.

The Natural Wellness kit (I call it the Lifestyle kit) saves you \$163 and you can qualify for \$100 Product Credits. This is what I bought. Looking back now, I wished I would have started with the Diamond Kit. LOL!!! I liked getting \$100 Product Credits and it came with all of the oils I use every day.

If the other kits are not an option for you then you can choose some other smaller kits like the Emotional Aromatherapy Kit, Home Essentials Kit, and Aromatouch Diffused Kit.

If you're considering a business start up with a qualified business starter kit, you'll receive over a thousand dollars worth of business incentives. So with what you learned today (and this is just a basic preview of essential oils), and want to create a

second stream of income or replace your current income, I highly recommend getting started as a Wellness Advocate.

Whether you choose a Wholesale Customer account or a Wellness Advocate account, you get 25% off retail and you can participate in the optional loyalty reward program where you can earn free products (like frequent flyer).

Are you ready? It is your time!.

My essential oil journey started with an initial interest in knowing more about essential oils. I was intrigued. I was slightly skeptical, but hopeful once I learned more.

My love for the essential oils combined with my passion of entrepreneurship coaching and health and wellness, turned into the business my dreams. And it helped me to create a vision for myself and for my family. So now I'm creating a life I love and can feel good about. I can have success on my terms and you can to.

I want to thank you for taking the time to learn more about doTERRA. I would love to chat with you more about what you learned tonight and help you get started with your essential oils.

Love, Debbie