**Natural Solutions Class-Script from YouTube Recording – December 2017**

**FRONT COVER**

Hello, and welcome. I am\_\_\_\_\_\_\_\_\_\_, and I am going to teach you today about **natural solutions for your home**. I’m so excited to be able to share with you some of my favorite products that have really impacted our life. We’ve been using essential oils for many years now, and they have made a difference for **my children, myself, to my husband**. **I’m passionate** about how they can help you.

I think many of us feel like **our current healthcare system needs a little work**, and what I love is we now have the opportunity to really be able to help ourselves, and self-manage some of those things that there’s nothing that you can do even if you do go to the doctor.

So, one thing I’d like you guys to start thinking about is **where are you currently in your health**, and what does that feel like to you? Do you often feel a little overwhelmed by having to miss work, or your children miss school, and are you really open to the idea of having more natural solutions in your home?

*<Tell your background to oils here>* As a massage therapist for many, many years I had been exposed to lots of natural options, but never did I find anything that I loved as much as I love doTERRA.

Let’s go ahead and cover this first page of the **Natural Solutions sheet** and you can follow along. The first part of this sheet is really looking at the fact that we have choices, and it’s looking at the modern approach versus the natural approach.

When we look at the modern approach it’s just **addressing symptoms, it’s not addressing the root cause** of the problem. It’s man-made or man-produced, which means that it’s not going to have the benefit of really getting to the root cause, and work with the body. Often because of that, we will have side effects from the man produced, but when you look at the natural approach which is plant based, it’s nature producing it. We’re able to address the root cause, it’s working with our body, and we don’t have side effects, we have side benefits.

It’s often so much less expensive when we can look at that side of it too. So, I encourage you to think about **what is healthcare costing you right now**? Is it lost days of work? Is it costing co-pays over and over again? And it that sometimes, this isn’t a bad thing, but you go to the doctor, and what do they say? Go home and rest, right? Just lay down, drink lots of water, and there’s nothing you can do. We feel frustrated that we just went in, we spent that co-pay, we missed that whole day of work, and yet we don’t have answers.

What I love is we have a way to teach you about the 80 20 rules. With the doTERRA oils I am sharing with you tonight, **80% of the time you will have a product in your home that can address that specific area**, and 20% is when you still need that doctor. Now we are all for doctors. There are many reasons they’re amazing. I often tell people if I cut my arm off sew it back on, right? I want that doctor to help me, but if I have maybe just the sniffles I love that I can grab an essential oil, I can apply it to the bottom of my feet, or take a deep inhalation, and open up my sinuses so quickly.

I just love having the **options at my fingertips** and me being the one that can choose what’s best for me and my family.

So, let’s all **get that Wild Orange out**, and experience right now what an essential oil can make you feel like. So, you’re going to get that Wild Orange, you’re going to open the lid, just put one little drop in your hand, and then we’re just going to rub our hands together. Pass it around if you have people with you, and just smell the amazing aroma.

How awesome is it that we are getting nature right here at our fingertips where we can start smelling, and just experiencing how it makes us feel? Now, when I think of Wild Orange, I don’t know about you but right now I **feel happy.** It’s just making me put a bigger smile on my face, and it’s just really lifting that mood because citrus oils are a mood modulator, and remember that **every oil can have an emotional benefit as well as a physical benefit to it.**

So, the next area that we’re going to talk about is this little graphic (illustration), which talks about essential oils, and **how they are effective.** This is really important. You need to understand why they’re effective, but also how they work with our bodies. When you look at this little magnified picture it’s showing a peppermint leaf, and it’s showing it magnified because on the underside of that peppermint leaf are the little oil sacs.

A lot of us have probably walked through our garden, and picked up a peppermint leaf, and maybe rubbed it between our fingers. We experienced this amazing aroma because we were actually popping those **little oil sacs** on the underside, and experiencing first hand what it smells like when you pop those essential oils, right?

Essential oils are natural aromatic compounds, and they come from lots of different plants. They’re either steamed, distilled, or they’re cold pressed. My favorite part is this little example of **how they work with our body.** See the picture of the cell? As the essential oil reaches the cell, the oil molecule is able to pass through the cell’s membrane. This is important to understand, because it allows oils to help address many different needs in our body. They’re very fast acting, and they’re very potent too because they are so concentrated. So, when you think about potency, for example, one drop of doTERRA’s peppermint essential oil is equivalent to the impact of drinking 28 cups of peppermint tea. I don’t know about you, but I would rather apply one drop of essential oil, or put one drop in my water than have to drink 28 cups of peppermint tea to have the same effect.

As you can see from this little graph there are **many different quality grades of essential oils.** There’s the synthetic, there’s the food, there’s therapeutic, and there’s CPTG which stands for Certified Pure Therapeutic Grade which is doTERRA’s quality. What I love about using doTERRA is that they have the most tested, and are the most trusted essential oil company. Their quality control testing helps you know that every single bottle that you get is free of pesticides, free of herbicides, there’s no synthetics, no fillers…when it says peppermint it’s truly that. Just peppermint. So, it’s safe for your children, for yourself, for your grandma, for your grandma’s grandma. It’s safe for all ages because of the quality of essential oil that we experience with doTERRA.

*<BOTTOM OF PAGE>* Now we’re going to talk about **the three ways we use essential oils.** The first way is aromatically. There are a couple ways to use oils **aromatically.** The first would be putting a few drops of the oils into a diffuser that puts a little mist in the air that we can breathe in to our lungs. Using oils this way is a really good way to modulate mood and emotions. The citrus oils that I talked about earlier, are really a great choice to lift your mood. Those would be a great addition to your diffuser. You could also try oils like peppermint that help us to breathe, and open your airways. You can be a diffuser by just putting the oils on you, rubbing your hands together, and then taking those deep breaths. Because our bodies put out heat, when we put oils on our bodies, we diffuse into the air ourselves, and so a lot of times people go oh my gosh, you smell so amazing, what is that? I like to say we are walking diffusers. Putting oils on our body is a great way to let people experience these oils. So, I love aromatic.

The second use is **topical use**. I just talked about how peppermint would be really good for opening up the airways, but peppermint is also very cooling for the body when we apply it topically or on our skin. It helps you stay alert. It can help any kind of head tension. So, it’s a great oil to maybe apply to the back of your neck, you can also apply it to the bottom of your feet. Whatever feels best for you. You could just simply apply the essential oil to the bottom of the feet, or the effective area. One of the great **oil blends** doTERRA offers for example is Deep Blue. Deep Blue is really good to apply to any of your affected muscles from a hard work out. I like to use Deep Blue blend pre-workout and post workout because it feels really cooling to the muscles. It relaxes any kind of tension that may set in. it’s also great for soreness from heavy lifting. So, if you are having an intense workout make sure that you keep Deep Blue in your gym bag, so you can just take it out and apply right after your workout.

The third way we use the essential oils **is internally**. This is ONLY with doTERRA oils because of the quality and the CPTG standard. You can drink them in your water, you can put them under your tongue, or you can fill an empty gel cap and take them that way. A great oil blend you can take internally would be On Guard. On Guard is our protective blend. It’s a blend of cinnamon and clove, eucalyptus, wild orange and rosemary essential oils. It is great to use to boost your immune system, and it also helps support a healthy respiratory system as well.

**INSIDE SPREAD OF PAGES**

So, let’s go ahead and turn the page where you’re going to see this **bathroom cabinet that is filled with products** that you can have at your fingertips in your home that are awesome, natural solutions. Before we really tackle the bathroom cabinet I want you to look at this right page that asks **what are your top health priorities?** What do you want more of, what do you want less of? So, many of you may say I want better sleep, or I want less tension. If you will jot down some things, it will give us an idea of specific products that would help with that area of focus for you. Please go ahead and **take a minute now to write in what you want more of and what you want less of.**

Now that you’ve written down some of the health priorities of what you want to feel less of, and what you want to feel more of, let’s talk about some of the most common concerns that we hear from the majority of people.

I often hear that people want to **experience better sleep**, and so I love that we have two options. We have **lavender** and we also have a doTERRA blend called **Serenity**. We know that lavender and Serenity include very calming oils. Lavender is very good to reduce any kind of anxious feelings. It’s a great oil to apply to your feet before bed for more restful sleep. I also will apply it to the back of my neck, and it really helps my mind settle down, so I can get a restful sleep. Serenity is our restful blend, and so that is an awesome addition too that you could use to create restful sleeping environment. Diffusing Serenity or applying it to the back of your neck is going to help lessen those anxious feelings as well.

One of the most important things to remember is that these oils do assist our body, but **we also have to take the proper steps.** So, put yourself in a dark room when you need a good night sleep. Make sure that you’re taking some deep breaths, maybe turn on your favorite meditation music. Take the oil and massage it into your ears, the back of your neck, and into your feet, maybe make a midst and spray it on your sheets at night, but **as we calm our body with deep breathing the lavender is only going to work better to help us get that restful night’s sleep that we can wake up feeling full of energy.** Not only is lavender good for sleep, but it’s also really good to calm our skin down with any kind of irritated skin. It’s great to apply after a day in the sun. It’s just altogether an oil that every single one of us is going to want because it calms our anxious feelings, it helps promote sleep, and again helps our skin as well.

Another area of concern for people is they want to feel **less tummy discomfort,** particularly if they arehaving a lot of stomach upset, a lot of gas or bloating. doTERRA’s **DigestZen blend** is the perfect choice. It will help all things digestive, and it’s an awesome oil to have on hand. I love having this with my kids anytime they just have a little bit of tummy trouble. I take the blend and dilute it for my kids to rub it over their belly in a clockwise rotation, and I can even apply it to the reflect points on the bottom of their feet. DigestZen is also available in a little softgel capsule. That’s a really easy way to get it into our system as it’s going to **help ease any feelings of stomach discomfort.**

Now that we’ve gone over some of the most common health concerns. Let’s talk about some of **our most popular oils.** I have some of my own favorites like you will develop your own favorites, but a couple I really want to point out is **Frankincense**. This is such a powerhouse oil and called the “King of Oils.” I love this oil for many different reasons. One of my favorite things about this oil is that it is oxygenating to the body, and I love that we can have clear breathing just by simply applying that oil to our chest or back. It’s also so effective to promote healthy cellular function, and it balances your thoughts and emotions---making Frankincense another great essential oil to lessen any kind of anxious feelings that often we can feel.

I want you to know about the **AromaTouch blend**, or the massage blend. I love the smell of this one and how it feels when I **apply it to tired muscles**. A drop on the palms cupped around the nose makes a wonderful tool to help take a deep breath. I’ve found that it almost immediately lessens tension in the body when I use it. Maybe we have tired legs that are a little restless after a long day of working out, or working. We can take the AromaTouch blend and massage it into our knees, and our calves, and we’re just going to get great relief and feel rejuvenated. In fact, it feels like you have more energy after applying it.

Now let’s talk about the **Breathe blend**, our respiratory blend, and one of my favorites. This is the perfect essential oil to diffuse at night time to help just promote a healthy sleep because it’s going to keep those airways open. Anytime we have clear breathing we typically sleep better overall. So, diffuse it at night, or any time during the day as the change of season have us needing clearer breathing. I think that you’ll love it’s beautiful aroma! It’s got great oils like eucalyptus, and rosemary, and peppermint so it’s very invigorating at the same time.

There are lots of different oils for lots of **little health concerns** that you may come across in your home. What I love is that with doTERRA, you can **be prepared for anything**---not just the little emergencies, but you can be prepared for some of the bigger ones. You can help soothe anxious feelings. You can help with any kind of stuffy noses, or coughs that you may be experiencing. You can also use these oils to give your immune system a boost every single day, and live that healthy natural lifestyle that you’re hoping for.

If we didn’t cover the essential oil that you need in our class today, it’s okay. You can **keep reading** through the list. You can **look at this bathroom cabinet**, and see what it’s going to be best for you and your health concerns that you want to tackle today.

The last section that we’re going to talk about is the **Be Healthy with Daily Habits** section. Using essential oils is not just something we want to do when we start to feel our body being compromised. We want to make sure that we have daily habits every day that are going to keep our immune system strong, and how we do that is with a doTERRA supplement called the **Lifelong Vitality Pack**. I love these vitamins and supplements. There are three little bottles: the AlphaCRS+, the Microplex VMZ and the xEO Mega. They are a powerful trio that work with our bodies to stay well. If you look at them individually, you’ll see that the Microplex VMZ are whole food with multivitamin, all the key nutrients, and minerals that your body needs. The AlphaCRS+ are the anti-oxidants that will help with your cellular energy. Then we have the xEO Mega which is our fish oil, and has Omega 3, 6, and 9 fatty acids, and of course 9 essential oils. The Lifelong Vitality Pack also has a “tummy tamer blend” of essential oils in it to make sure that you don’t get the upset belly when you take vitamins.

What I love about this Lifelong Vitality supplement pack is **how many different things it does for our body** by giving us the support we need from the inside out. Taking them daily actually gives the essential oils we also use permission to be “bossy”. When we give our body the nutrients we need, the oils can work better. The oils can send a signal saying “hey vitamin A, get to work” , or “vitamin D, you’re not working hard enough. Do your job!” We want to make sure that as we’re applying those essential oils they’re not going into an empty house. They’re going into a body that already has nutrients, that is ready to work, and work even harder than maybe it has been lately. **So, just remember that. That the supplements are really our baseline.** They’re awesome for DNA protection, they’re antioxidants. Its going to help with your eyes, your brain, your nervous system. It’s going to support your immune function, and may other uses. So, remember that’s where we start, and you can see over here that there is a **little daily regiment** that talks about all the different things we can be doing.

If you need more energy, less discomfort, and better mood to improve the quality of your life, **try the Lifelong Vitality Pack, the Terrazyme, have Lemon, have Frankincense, OnGuard, Balance and PB Assist+.**

Now, that I’ve shared with you **some of doTERRA’s top essential oils**, we’ve talked about what you want more of, and what you want less of.

I wanted to ask you **are you open to getting essential oils into your home, are you open to the possibility of having natural solutions at your fingertips.** If you said yes, I would encourage you to **choose what kit** is best for you and your family.

**TURN TO KIT PAGES**

There is the **Diamond kit**, which you can see has almost every product, and it’s going to help you with a healthy lifestyle overall. My #1 favorite kit is the **Natural Solutions Kit**. It's like the “mini Diamond kit.” You’re still getting the diffuser, and the Lifelong Vitality Pack, and a great variety of essential oils, including all the top ones we talked about today, plus a few extras. It also has the OnGuard Foaming Handwash, which I think you’re going to love especially when it’s that time of year where kids start bringing home the sniffles. You can make sure that they’re cleaning their hands properly with a natural choice. Another kit that is very popular is the **Home Essentials Kit**, and that kit has the top 10 oils plus the diffuser.

Diffusing is going to become one of the favorite things to do in your home, so honestly every home needs a diffuser. Finally, we have the Family Essentials Kit, and I call this one the “starter kit”, or like a mini kit because it just has the smaller bottles, but it also has a top 10. So, this is more of *a sampler* kit. With this kit you can figure out what you like, and of course when you find your favorites you can always reorder those when you run out.

There’s also the option to **just get a $ 35 membership and choose the oils** that are best for you and your family. Whichever way is best for you, I just **encourage you to do it.** And I love that **doTERRA makes it so easy to do**. So, all you can do is either pick out the products that are best, or choose the kit, and we’re just going to have you turn to the Wellness Agreement, and just start filling out all the highlighted areas, and filling out the information, and then we can help you pick out that kit that is going to be best for you and you family.

Thank you everybody. I’m going to come around to help you choose the right kit for you!

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