

Authentic Essential Oils Workshop Script

Welcome ~

- Briefly introduce yourself, then thank host (sponsor) _____ for inviting everyone to your *Authentic Essential Oils Workshop* featuring Nature's Sunshine Products.

Host Sponsor Gift ~

**Tip: Present host (sponsor) with special gift, such as a free detox program, special oil or cash.*

Everyone here can receive a similar gift by sponsoring your own gathering to help family and friends learn how to use essential oils. I'll explain more about this later.

Introduce Attendees ~

Let's get to know everyone!

- Give attendees an index card to fill out with their contact information and a couple of questions to answer such as:
 - How long have you used essential oils or is this your first time?
 - What reasons would help you consider using oils?

I'll collect your cards and use them for the drawings when we finish.

Introduce NSP & Authentic Essential Oils Experience ~

Nature's Sunshine Products is a health and wellness legend. People have been sharing wellness and transforming lives with their products for over 43 years, and NSP was recently named one of America's top 100 most trustworthy companies by *Forbes* magazine.

Today we'll experience Nature's Sunshine's Authentic Essential Oils. I can't wait to show you how fun and simple it is to use them in your everyday life. Does anyone here already use essential oils? Great/Okay/Terrific! Let's get started and have some fun!

Product Catalog, Brochure and Price Sheet ~

Everyone should have a product catalog, brochure and price sheet. I'll refer to them during our time tonight. Do you each have all three of these? Great. Also, please feel free to take notes. There's a page here at the back of the product catalog where you can write down any questions, or ideas you have, or jot a few recipes you want to try.

What Are Authentic Essential Oils? ~

Who likes to bake cookies? Would you ever make cookies with old clumpy flour or butter that sat out too long or...anything but the highest quality ingredients? Of course not.

Today I'm introducing you to Nature's Sunshine's Authentic Essential oils backed by the SureSource™ guarantee. What does that mean?

Well, just as you would only use the best ingredients in your baking, you should look for essential oils with the highest quality. You want the best! You deserve the best. And Nature's Sunshine's Authentic Essential oils are just that. *Authentic* means *of undisputed origin and genuine*. Nature's Sunshine actually traces the origin of each of its oils to the country of origin—right down to the very farm and

field where they were harvested. So they KNOW the source and they know the quality. Their goal is to ensure that the oil remains as close as possible to how it is found in nature.

Look on pages 8 and 9 in your catalog. This describes our *SURESOURCE™ GUARANTEE*—Nature's Sunshine offers you only the finest, 100 percent pure essential oils from living plants grown in the right conditions and harvested precisely at the right time to offer the full complement of benefits. That's why I feel great about sharing them with you.

Some of you may wonder just what essential oils do for us. They refresh, relax and renew our spirits and minds. Pure oils affect your emotions, nervous system and entire body. They can uplift, soothe and energize. And some also help disinfect and deodorize.

Authentic Essentials Kit Introduction ~

The Starter Kit features 5 single oils and 5 unique blends and contains what I consider to be the most important oils that can be combined easily for a variety of uses.

Nowadays, we have so many oils available that it's easy to get confused or overwhelmed. The Nature's Sunshine Authentic Essentials Kit makes using essential oils simple, and you can take care of most of your daily needs with this kit. It contains five unique blends and five popular singles that you will experience today/tonight.

Authentic Essential Oil Blends ~

Blends are combinations of different singles created to instill a certain mood or feeling. They should be sampled out in the air, not just out of the bottle, in order to get the full experience. Otherwise you usually just catch the top note.

- The *Top Note* is the lightest part of the aroma. Each oil/blend has light, middle and heavier notes or parts to it. And when you smell an oil in the bottle, you miss the middle and heavier notes.

Inspire Blend ~

Our first wonderful blend is called *Inspire* (see page 37), and you'll see why. (PASS AROUND SMELL SAMPLE USING FRAGRANCE STICK.) THIS IS NATURE'S SUNSHINE'S SIGNATURE BLEND TO INSPIRE EVERYONE! It contains pink grapefruit, which is gentle and uplifting. It's universally loved. And as a citrus oil, pink grapefruit lets the sunshine in. *Inspire* also contains other citrus oils for their brightness plus two kinds of mint and more. There's also a hint of vanilla, which experts believe makes you feel both good and inspired. Imagine enjoying this scent throughout your day as it affects mood, courage and more. I like to diffuse *Inspire* blend during *IN.FORM* classes.

**Tip: Consider tying IN.FORM into your presentation. It is a great segue to the Nature's Sunshine's whole-body approach to health, allowing you to introduce more products. For example: IN.FORM is a 13-week Nature's Sunshine program that teaches people how to eat better, overcome bad habits and really transform their health. For more information about this amazing program, please see me afterwards. I'd love to tell you about it.*

Most people love the *Inspire* blend. In fact, many people want to use it as a perfume for immediate inspiration! The best way to do this is by making a roll-on bottle. Let me show you how easy it is to make one!

Inspire Roller-on Sample ~

- Invite someone to help you make a roll-on bottle of Inspire that they can smell whenever they want a little inspiration or to use as a perfume. Fill the clear roll-on bottle about $\frac{3}{4}$ full with our Carrier Oil. Then add 15–20 drops of Inspire blend. Put the top on tightly and shake to mix. EASY.

**Tip: Look directly at the orifice and you will notice a small air hole. That hole should be at the top when you tip the bottle so drops come out easily.*

How simple is that?! You can make up a roll-on bottle with any blend or single, or create your own blends in a snap! Just be sure to read the essential oils safety tips in the handouts.

- TALK ABOUT USING COFFEE BEANS. When you smell them, it clears out the scents of the oils you have just smelled, so those fragrances don't linger and mix with new ones. It's like cleansing your palate!

Refuge Blend ~

NOW that we're all "clear," I want you to experience a new oil blend that helps you find your happy place instantly. And who doesn't need that from time to time, right? This blend is called *Refuge* (page 38).

**Tip: Make it personal! Describe how this product makes you feel or what happy memory it evokes for you. Describe how the smell takes you to your "happy place," which is _____.*

Let's make a Refuge spritzer so you can all experience this calming blend!

Spritzer Bottle Sample ~

- Who can help me show how easy this is to make? Great. Thank you. Ok, we take a 2 ounce spray bottle, add PURE/distilled water up to the shoulder. Then add 15 drops of Refuge blend to the water.

**Tip: Help the person find the hole in the top of the bottle and count out the drops, not allowing them to touch the tip of the bottle to avoid contamination.*

- Once we have all 15 drops, we put the sprayer on tight, turn it upside down to mix it, and spray freely in the room. Remember to spray it near people, but not on them.

Imagine diffusing this in your bedroom, spraying it onto your sheets or putting it on a cloth in the clothes dryer. It contains no chemicals, just pure essential oils and pure water. Be sure you mix it before spraying. So easy!

These types of products can be found at bed and bath stores or body stores for around \$10 or \$20, but you can make them at home in five minutes for just pennies! See the Aromatherapy Accessories section for empty roll-on and spritzer bottles on your price list. How easy is that? They make super gifts too!

- Pop the spritzer into a small gauze gift bag for a quick and easy gift.

You can also add a little note or include the recipe! People love receiving these.

Recover Blend ~

Another one of my favorite blends is called *Recover* (page 37). It's wonderful and useful. Let me show you... I'm mixing a small amount of Carrier oil and a couple drops of Recover blend in my hand, stirring clockwise.

- Ask for a volunteer that is experiencing some minor discomfort, then demonstrate the oil on them. Apply around the base of the skull and then to the forehead. Or apply it to the two powerful acupuncture points on the frontal eminence (the bump on the forehead between the eyebrows and hairline). Have everyone locate these points.

**Tip: Be sure to come back to this individual later (or right before you close). Ask them to share how their discomfort level is now after using the Recover Blend.*

If you drive a lot, sit at a computer all day, or have teenagers, toddlers or other sources of stress, Recover Blend supports relaxation and eases nervous exhaustion. You'll love it.

Core Blend ~

Now, here's a unique blend I love called *Core*. Do you ever feel like something's missing? Like you want to feel more connected or in tune? Core blend (page 36) helps you be yourself emotionally! If you know anyone with concentration issues...maybe your kids or even some adults who seem to be a bit disconnected or not mindful...people who have a hard time paying attention or kids who struggle to focus on a task. This blend helps people to be mindful...to be aware.

**Tip: Let's allow you to experience this blend. Place a drop or two in the palm of a volunteer's hand (or on a tester strip), and have them rub them together and breathe in deeply. Note: Be sure to tell volunteers and anyone sampling the oils directly into their hands to wash their hands or be careful not to rub their eyes, mouth, etc.*

Exhilarating. You can use this yourself when you need refocusing and reconnecting, or diffuse it in a room to help others increase mindfulness.

Essential Shield Blend ~

Our last blend for today is one of our most powerful. It's a great companion for our immune programs. It's our *Essential Shield* (page 36). It provides soothing and penetrating properties and is useful during the changing seasons.

Diffuse this authentic blend to help clean the air. Use it with CleanStart® or the Chinese Tiao He® Cleanse (pass these around to the group). If any of you has not tried a detox or cleansing program, both of these are terrific!

Single Authentic Essential Oils ~

Now that we've covered five amazing blends, let's talk about five single authentic oils and what they can do for you. Most people have a favorite single essential oil. I want you to smell each of these as we go along.

- Share your own experience as you discuss each oil or use the examples provided.

Lemon ~

First our authentic *Lemon* oil from the citrus family. I love the fresh, clean smell of lemons. Did you know it takes about 20 lemons to make one drop of essential oil?!

**Tip: Reiterate the "SureSource™" purity information. (No pesticides or herbicides are used on any plants where NSP sources its authentic oils.)*

- Lemon helps with nasty scents from your garbage can and disposal.
- Add a couple drops of Lemon oil to a diffuser to lift your mood.
- Put 1 drop each of Lemon and Peppermint oil in a cup of water. Then dip a cloth in it and apply to the forehead to reduce body temperature. You can also rub this mixture on the bottom of the feet.

- Think what more it can do as you experience the authentic scent of lemon.

Here are some quick ways to use lemon oil on a daily basis!

**Tip: This could be a simple handout for anyone who purchases a kit or at least a bottle of Lemon oil.*

- Make a lemon spritzer. For a 2 ounce bottle, mix ½ water and ½ Nature's Fresh Enzyme Spray. Add 10 drops Lemon Oil. Use it as a kitchen counter cleanser. Spray it in the air to mitigate fish odors in the kitchen. Or spray it into your garbage can to freshen it up!
- Combine Lemon oil, Silver Shield Liquid and Nature's Sunshine Aloe Vera Gel for a FABULOUS hand purifier.
- Laundry tip. Keep a bottle of Lemon oil, a small cloth and a crumpled up sheet of aluminum foil handy. Put a few drops of Lemon oil onto the cloth, toss both the cloth and aluminum ball into your dryer with wet clothes AND voila! You have chemical free, anti-static, fresh-smelling laundry!

Peppermint ~

Let's move to another great single, Peppermint! Peppermint is from the cool scent family. If you've ever used it in the bath, you know what I mean. Put a couple of drops of peppermint onto a testing strip and pass around the room. Our pure, authentic peppermint oil is THE best. Peppermint freshens the air and may help with tension.

- I like to mix a drop or two with Carrier oil and put just a bit on each temple and on the back of my neck when I feel stressed out.
- Peppermint is also a great energizer and can be soothing after meals.

Lavender ~

Lavender is from the floral family of scents. It is super popular and versatile. Put a couple of drops of lavender onto a testing strip and pass around the room. But let me warn you. Many lavender oils smell like flowers. The real thing DOESN'T! IF IT SMELLS SWEET, IT'S NOT TRUE LAVENDER!

- Add a few drops of Lavender to sunscreen. It can be especially soothing when applied to the skin as a moisturizer after a day in the sun.
- Add a little Lavender to our Changes blend for a cooling effect. It helps you feel calm and peaceful.
- Add a drop or two of Lavender to a cotton ball and put it inside your pillowcase to help you relax and calm down.

**Tip: This is a great place to share a personal oil experience of your own.*

Frankincense ~

Most people have heard of our next oil though you may never have smelled it. Frankincense is associated with spirituality and has long been used for meditation, for help with studying, and fostering deep breathing. It is from the wood family of scents.

- Demo: Place 1 drop of Frankincense oil and 1 drop of Peppermint oil in a few drops of Carrier Oil in the palm of your hand. Rub your hands together then hold it cupped to your nose and breathe in. Pass the oils around room for your attendees to do the same, or walk around the room allowing them to inhale the mixture.

- NOTE: When applying any essential oil directly to the skin (except Lavender), always use a carrier oil. Applying essential oils directly to the skin (called “neat” application) may cause a burning or irritation to the skin because they are so highly concentrated. Nature’s Sunshine Carrier Oil features 100% pure oils from sunflower seed, safflower seed, grape seed, olive oil and natural vitamin E, which is an antioxidant to help the carrier oil stay fresh. It’s unscented and non-greasy.

Tea Tree ~

Tea Tree Authentic Oil (melaleuca) is part of the cool family of scents. It is a fresh, crisp-scented oil that is famous for its beneficial properties. Its scent is very invigorating and useful in the changing seasons.

**Tip: Share a personal experience with this oil or one that you know of.*

Applied topically, Tea Tree can be used on bites and stings.

Authentic Essentials Kit ~

I invite you to start your essential oil collection today and save money with our new Authentic Essentials Kit. This kit contains all 10 oils that we discussed here in 5 ml bottles...our 5 top-selling singles and 5 new blends:

- | | |
|------------------------|---------------------------|
| • Lemon | • INSPIRE Uplifting Blend |
| • Peppermint | • ESSENTIAL SHIELD |
| • Lavender Organic | • CORE Balancing Blend |
| • Frankincense Organic | • REFUGE Calming Blend |
| • Tea Tree | • RECOVER Soothing Blend |

This incredible kit retails for \$187.45, but if you become a member, which gives you access to all of Nature’s Sunshine’s products at wholesale prices, you pay just \$124.95! And that includes a FREE membership. We all love buying at wholesale, right? Add a bottle of Carrier Oil and a few accessories and you are good to go! You can even start your own aromatherapy business sharing what you know with others!

All of the oils in this kit are also available as 15 ml singles. In fact, Nature’s Sunshine offers 28 different singles, 8 blends and a Carrier Oil along with a variety of accessories. If you have a favorite oil not in the kit, please check the catalog and price sheet.

Now we are going to GIVE AWAY the samples that we made, so let’s have a drawing!

- Name each sample as you draw a winner, briefly reminding them what was in it and how to use it.

In closing, let me reiterate how great essential oils are for health and mood. They can soothe, uplift, inspire, invigorate and so much more.

And remember, not just any essential oils will do. Only pure, proven authentic oils should be used to ensure the safety and wellbeing of your family, friends and anyone else with whom you care to share. And only Nature’s Sunshine offers the SureSource™ Guarantee, which means that your essential oils are never manipulated, never adulterated, never diluted.

In addition to the wonderful essential oils, Nature’s Sunshine leads the way in bringing the finest nutritional supplements and formulas to market and offers an extensive line of natural products that can help you find improved well-being. If you’re interested in any natural health products—

for you and your family—please come see me. I have a Health Assessment on my laptop that you can take in just minutes. You answer simple questions that assess your body systems. Then it provides suggested products you can use to support those systems.

**Tip: Bring a laptop and allow interested individuals to take the online Health Assessment or make an appointment to visit with these individuals at a later time.*

I've poured a few drink samples that you can taste, and I'm happy to tell you about them.

**Tip: Have small pre-poured sample cups of NSP liquids such as Liquid Chlorophyll, Thai-Go® or a pre-mixed NSP powdered drink available for attendees to try.*

Finally, if you enjoyed this workshop today/tonight and would like some free product, I encourage you to hold your own Authentic Oils Workshop. See me for more information, or if you have any questions about the Authentic Essential oils. I'll be _____ (where you'll be) to answer questions and to help you with orders.

Thank you so much for coming. I wish you wonderful health and look forward to seeing you again!