



## FAQ's

### Company

***Q. What makes Young Living unique compared to other essential oil companies?***

A. While creating and defining the essential oils category over the past 20 years, Young Living has achieved impressive and steady growth and continues to improve its position as the world leader in essential oils in the rapidly expanding \$22.5 billion market for natural health solutions. Distributorships are growing at a record pace, and Young Living's impressive compensation program and training programs are helping distributors earn rapid, residual, and significant incomes.

Young Living attributes its success to its founder's relentless search for new and innovative essential oils and uses, its intensive commitment to quality, and its aggressive reinvestment in herb cultivation and extraction and in research and development. Not only does Young Living have a solid financial base and a staff of experts with unequaled enthusiasm and knowledge, but it is also on a mission to transform the world and the lives of everyone it touches.

Here are nine key elements that make Young Living different from any other organization in the world:

**Young Living:**

1. Owns herb farms and custom-built essential oil distillation facilities around the world: one in Utah (USA), two in Idaho (USA), and one each in Ecuador, Peru, France, Oman, Taiwan, and Israel
2. Has one of the largest libraries of references for essential oil analyses, with over one million references to identify compound structures
3. Has one of the largest libraries of peer-reviewed scientific research studies on essential oils in the world
4. Has a founder who has devoted almost 30 years to studying and growing aromatic plants for the extraction of therapeutic-grade essential oils, who continuously travels the world searching for new aromatics, visiting other extraction plants, and researching the finest essential oils being produced. He has studied essential oils at nine foreign universities and has spoken at a United Nations UNIDO Congress and numerous other conferences and seminars on essential oils.

5. Has developed and manufactured state-of-the-art low-pressure, low-temperature steam and hydrodistillation chambers and separators for the distillation of the finest essential oils possible by capturing all of the chemical constituents of the plants, ensuring a complete chemical profile for maximum therapeutic benefit
6. Owns the largest pure, non-hybrid *Lavandula angustifolia* lavender farms in the world
7. Has a founder who has published 17 research papers and 9 books on the application and therapeutic benefits of essential oils and herbs
8. Has state-of-the-art labs that test each batch of essential oils to verify that they meet Young Living's high standards of quality
9. Offers totally unique and natural products that get excellent results for home use, office environment, natural medicine facilities, clinics, hospitals, and universities
10. Honors its stewardship as the world leader in essential oils to champion nature's living energy, essential oils, and desires to inspire individuals to wellness, purpose, and abundance. Its mission is to take essential oils into every home in the world!

***Q. What are the goals of Young Living's Executive Management Team?***

A. Young Living has a highly skilled, creative, and dedicated Executive Management Team that has a renewed focus on strategic planning, internal and external partnerships, team building, creating record-breaking growth, international expansion, and terrific momentum in every business aspect (see [http://www.youngliving.com/en\\_US/company/managementTeam/](http://www.youngliving.com/en_US/company/managementTeam/)).

***Q. What kind of growth is Young Living experiencing? Where is Young Living headed?***

Now in its 20<sup>th</sup> year, Young Living is poised for unprecedented growth and expansion. Gary Young's vision has enabled Young Living to:

- More than double in size over the last few years
- Experience rapid growth in all markets, including the United States, Japan, Australia, Canada, the EU, Mexico, Peru, Ecuador, Hong Kong, and Singapore
- Ship over 10 million items to over 100 different countries annually
- Enroll over 250,000 (and growing) distributors globally
- Inspire and renew the lives of countless people through Young Living's products and business opportunity
- Cultivate seven flourishing Young Living farms
- Build the most comprehensive historical research library on essential oils
- Launch hundreds of innovative essential oil-based products

***Q. Is Young Living financially stable?***

A. Yes. Young Living has never been more financially stable than it is today. With very little debt, strong inventory and cash balances, and immense revenue acceleration (see <http://online.wsj.com/article/PR-CO-20130417-911485.html>), the company is indeed financially stable. Young Living is expected to continue growing at record rates.

***Q. Has there been an increase in employee turnover recently at Young Living?***

A. No. For a growing company like Young Living, overall employee turnover remains at a constant and typical level. Some employees move on for any number of reasons, as in any company.

***Q. Why does Young Living do more than sell essential oils?***

Young Living views its farms; its research relationships with medical professionals, hospitals, and clinics; and its philanthropic efforts as unique assets with an unmatched power to guarantee quality, provide validating research, and change lives.

***Q. Why did Young Living recently modify its compensation plan?***

A. Young Living introduced a new, groundbreaking compensation plan to offer Independent Distributors greater financial incentives and assistance as they build a successful business.

The former plan promoted a bonus payout that was additional to the compensation plan. It was originally intended to help Young Living grow in its infancy, but Young Living has now outgrown that plan. Many distributors were “stuck” in the bonus and did not see normal, organizational growth that would produce the desired income.

In the new plan all the bonuses are within the commission structure. Distributors will be able to advance more quickly in rank, see tremendous growth in their organizations, and enjoy helping others build their businesses. Tremendous research and planning have made this the most generous and easily understood compensation plan in the history of Young Living. Highlights of the plan include:

- New bonus levels
- Profit-sharing opportunities
- More accessible advancement
- Travel incentives
- Increased leadership opportunities
- Easy to understand and teach

“This is an amazing time for Young Living, with our record-breaking growth and the new improvements to our compensation plan. It is really going to set a precedent in the industry,” said D. Gary Young, founder and CEO.

## Quality

### *Q. Does Young Living Take Essential Oil Quality Seriously?*

A. One of Young Living's defining attributes is taking quality so seriously that it has developed its own Seed to Seal® process. It owns the farms, plants the seeds, and then cultivates, harvests, and distills the aromatic plant materials with its proprietary distillation technology to ensure the highest quality profiled essential oils in the industry.

Young Living has farming and distillation operations throughout the world, including North America, South America, the Middle East, Asia, and Australia, all of which produce the finest essential oils anywhere in the world. Whether an oil is produced on a Young Living farm or from a qualified, trusted distillator/partner, every batch of oil is tested for compliance with Young Living's therapeutic-grade standard and rejected if it does not comply. Again, no other company is more dedicated to consistently delivering such high quality products.

Young Living currently rejects approximately 30 percent of all essential oils received for analysis. These oils are found to be extended, adulterated, or subtherapeutic. It is a sad fact that these rejected oils will probably be marketed and sold by other less discerning companies, often at a lower price.

Young Living's founder, D. Gary Young, has spent 30 years acquiring knowledge on herb cultivation and proper essential oil distillation and has worked with the foremost world experts on essential oils, including the following:

- Marcel Espieu (20-year president of the Lavender Growers Association in France)
- Henry Viaud (most renowned essential oil distillator in the world)
- Herve Casabianca, PhD (foremost analytical chemist of essential oils in the world today and who helped write the European AFNOR standard for essential oils)
- Jean-Claude Lapraz, MD (early pioneer in essential oil research)
- Radwan Farag, PhD (analytical chemist and dean of the Biochemical Department at Cairo University, who has written many published papers on essential oil research)
- Kurt Schnaubelt, PhD (chemist and owner of Swiss Aromatics)
- Countless other experts

Moreover, employees in Young Living's Chemistry Lab, Research and Development department, and Quality Assurance department have spent almost two decades working with Gary Young and other researchers to refine and develop the unique Young Living 100% pure, genuine, therapeutic-grade essential oil standard. Every year, Gary and Young Living staff members travel across the world to personally inspect essential oil distilleries and herb cultivation farms to ensure the highest therapeutic quality.

***Q. Why do some Young Living Oil blends contain carrier oils?***

A. Eleven of Young Living's oil blends include a specially selected carrier oil to optimize the therapeutic effect for targeting specific needs.

***Q. Does Young Living test every lot of essential oil?***

A. Young Living tests every lot of essential oil, whether from its own farms or from its trusted growers/partners and suppliers. Each essential oil is subjected to state-of-the-art analysis at the Young Living Chemistry Lab. Its team of scientists subjects every essential oil to as many as seven tests, including gas chromatography (GC), mass spectrometry (MS), refractive index, FTIR, optical rotation, organoleptic analysis, specific gravity analysis, and others when needed.

Additionally, Young Living protects against adulteration by inspecting/auditing its farms and steam extraction facilities around the world to examine the herbs that are cultivated, check the essential oils being distilled, and take reference samples directly from the separator to store as a reference in the Young Living Quality Control Labs.

***Q. Does Young Living use outside, independent labs?***

A. Young Living uses world-class independent labs to confirm in-house analysis. Young Living also sends essential oils out for advanced tests such as carbon isotope analysis. Most of Young Living's day-to-day essential oil chemical assays are conducted at the Young Living Chemistry Lab in Spanish Fork, Utah, which houses the most advanced analytical instruments available for analyzing the composition of an essential oil.

***Q. Why does Young Living say its oil standards are "beyond organic?"***

A. The Young Living therapeutic-grade standard goes beyond organic in purity, scope, and potency. Many of Young Living's essential oils come from wild-crafted material growing on a mountainside, from virgin forests, or native plants that have been growing in a particular region for centuries. Such harvests are technically not "organic." For example, frankincense grows wild through the hills and mountains of Oman in areas untouched by urban pollution and factory runoffs. Are these frankincense trees organic? Will the resin they produce ever be certified organic? There are no plans for certification at this time. But it is from these wild, native trees that Young Living contracts with local Bedouins to gather the frankincense resin to be distilled at its facility in Salalah, Oman. This is just one example of how Young Living exceeds existing world standards.

***Q. Where does Young Living acquire frankincense?***

A. There are many species of frankincense that come from different countries in the world. Young Living has a distillery and farm in Salalah, Oman, where it distills the resin of the sacred frankincense (*Boswellia sacra*) tree, which grows in Oman. The oil produced is the most prized frankincense in the world and the one believed by archaeologists to be the frankincense taken to the Christ Child. Young Living is the only company with a license issued from the Omani

government to legally distill and export it. Anyone else making that claim is not telling the truth. Young Living also distills *Boswellia carterii*, which comes from Somalia and is distilled in Kenya.

*Boswellia frereana* comes from Western Somalia. This oil is used more in the perfume industry, as it has little therapeutic value, except in oral hygiene. Comparing *Boswellia sacra* and *Boswellia carterii* to *Boswellia frereana* is like comparing a diamond to cubic zirconium. It might smell nice, but you need to carefully consider the source and species of your frankincense if you are using it for therapeutic application.

Young Living also distills sweet myrrh (*Commiphora erythraea*) at its facility in Oman. This sweet myrrh, as it is referred to in the Bible, is gathered from a mountainous region of Yemen and shipped to Oman. It is being distilled for the first time in hundreds of years.

***Q. What is Young Living's therapeutic-grade standard, and how does it compare to standards such as AFNOR and ISO?***

A. When Gary Young started researching essential oil quality in the early 1980's, a patchwork of different independent standards existed, including Grade A, AFNOR, ISO, and others. Many of these standards did not necessarily correlate with the health benefits of the essential oils.

More than 30 years ago, Gary Young first coined the phrase "therapeutic-grade" while conducting clinical trials with essential oils in his clinic in Mexico before Young Living was established. He created a new essential oil category for quality in which essential oil compounds were linked to various therapeutic effects. This began what would become the therapeutic-grade standard of essential oils.

Gradually, other companies began using this term to describe their oils. It is important not to confuse these imitators with the Young Living therapeutic-grade standard. Some oil sellers would have you believe that there are other laboratories, organizations, or associations qualified to certify an essential oil as therapeutic-grade. This is not true.

Using the Seed to Seal process and the experience of the science and application for over 20 years, only Young Living is qualified to certify essential oils as therapeutic-grade. Gary Young has spent three decades developing the therapeutic-grade standard on which Young Living is based today:

- Clinical research of essential oils conducted by medical professionals
- Investigation of historical and traditional uses
- The many farms that are the beginning of the Seed to Seal process
- Analyses of thousands of peer-reviewed scientific studies of essential oils that use gas chromatography (GC), mass spectrometry (MS), and various other instruments to test thousands of batches of oil

To date, Young Living's library of peer-reviewed research papers on essential oils encompasses thousands of articles and is one of the largest in the world.

## **The Four P's**

For simplicity Young Living's therapeutic-grade standard can be summarized with the Four P's philosophy: Plants, Preparation, Purity, and Potency.

### **Plants**

Young Living's therapeutic-grade standard begins with selecting the correct family, genus, and species of an herb and ensuring it is grown in the proper soil, at the correct altitude, and in the best weather conditions. For example, a number of different species of frankincense resins are collected in different regions of Arabia, Africa, and India. Some of these species include *Boswellia sacra*, *Boswellia carterii*, *Boswellia serrate*, *Boswellia papyrifera*, and *Boswellia frereana*. Each species has very different components and properties.

Moreover, even among trees of the same species (e.g., *Boswellia carterii*), resin quality and oil quality vary dramatically, depending on where the trees are grown. Are they located in a wetter coastal area? Or do they grow in an interior, semi-arid location? At what altitude do the trees produce the most resin? Is the tree located in Arabia, India, or Africa? All of these factors are critical in determining the selection of a truly pure, genuine, therapeutic-grade frankincense essential oil to obtain the greatest healing benefits possible.

Many people believe that *Boswellia sacra*, or sacred frankincense, is the frankincense referred to in the Bible that was taken to the Christ Child at his birth.

Gary Young spent years visiting the countries of Arabia and Africa to investigate the different species of frankincense and the specific regions in which these different species were growing. Both *Boswellia sacra* and *Boswellia carterii* were historically used for healing, which led Gary to continue his research to eventually scientifically document these two species of frankincense as the only ones producing oil with a chemical structure suited for medical research. Using analyses such as gas chromatography, mass spectrometry, HPLC, chiral GC/GC-MS, optical rotation, and specific gravity, Gary was able to identify the frankincense species with the optimal therapeutic benefits.

### **Preparation**

Even the best herbs can be ruined or damaged if they are not cultivated, harvested, and distilled properly. Plants must be harvested at the right time and then very specifically distilled, after which the oils must be handled carefully to protect their living energy and volatile compounds.

For example, the distillation of frankincense is a closely guarded art that has been handed down from generation to generation. The sticky gum resin must be distilled in a specially designed steam extractor using a carefully controlled method to keep the gum resin from becoming glued to the walls of the equipment, burning or scorching, and producing inferior-grade oil with little therapeutic effect. The distillation technique takes several hours and a lot of patience to obtain all the volatile compounds that give frankincense its great healing attributes.

## **Purity and Potency**

Every batch of aromatic plant material, whether distilled on Young Living's own farms or obtained from one of its outside partners, is subjected to state-of-the-art analyses at the Young Living Chemistry Lab. With the most advanced equipment in the world, Young Living's Quality Assurance department subjects every incoming lot of essential oils to a battery of tests. Oils that exhibit even the slightest hint of possible tampering or adulteration—even if provided from a trusted supplier—are either rejected outright or sent to outside laboratories for even more in-depth testing using techniques such as carbon isotope analysis.

Young Living's past experience with *Helichrysum italicum* essential oil demonstrates its commitment to this standard. A few years ago, Young Living rejected and returned several million dollars- worth of helichrysum, even though this oil was badly needed and was in short supply at the time, since it is very difficult to find and only a small amount is produced for the world market. While this shipment of *Helichrysum italicum* had a very similar aroma as previous lots, its chemistry was different, and at best the oil could only be classified as subtherapeutic, so it was rejected.

Frustrated distributors often ask why a product is not available. This is because Young Living refuses to sell inferior oils. Indeed, it is becoming increasingly more difficult to locate pure, genuine, therapeutic-grade essential oils that have not been extended or tampered with by adding synthetic compounds. Moreover, many essential oils are only distilled once or twice a year, and the temptation to adulterate is becoming more rampant. Many brokers increase their profit by altering specific essential oils by adding synthetic compounds to increase the volume of the oil that they sell.

The bottom line is: Firsthand knowledge of growing, harvesting, distilling, and analyzing oils gives us a tremendous advantage in understanding every aspect of production. Young Living's Seed to Seal process focuses on producing pure, genuine, therapeutic-grade essential oils that meet the Young Living standard of excellence, and the proof is in the exquisite oil that is unique to itself with its individual aroma and specific benefits.

## **Competition**

### ***Q. Is Young Living concerned about competition?***

A. No. As the world leader in essential oils, Young Living is focused on continuing to provide the very best essential oils and the very best education and business opportunities to its distributors. Naturally, new oil sellers will enter the marketplace with marketing hype touting the opportunity to make money or with health claims that have only the backup of other writers and publications.

Anyone can buy oils from brokers and small producers to sell to the public, but no one else has the exclusive Seed to Seal process like Young Living. This is what sets Young Living and its products apart from everyone else. Because of the Young Living farms and the knowledge of growing, harvesting, and distilling, it is easy for Young Living to establish the therapeutic-grade standard and lead the way in the essential oil industry. Young Living's commitment to plants,



preparation, purity, and potency guarantees that the products it delivers will remain undiluted with a Seed to Seal process that produces the highest therapeutic quality essential oils available.

***Q. Is Young Living protecting itself from former employees who are now competitors?***

A. Any highly successful business will create imitators, many of whom will try to cut corners and minimize reinvestments in order to maximize profits. As the world leader, Young Living has seen a number of such competitors come and go. Young Living reserves the right to take legal action if a competitor violates laws or attempts to gain unfair advantage and recently has done so in one instance. Young Living chooses to maintain the high ethical industry standard but will respond, although Young Living prefers to address competition with its Seed to Seal story, continuously provide innovative products with uncompromising quality, and produce the highest quality, pure, genuine, therapeutic-grade essential oils in the world.

***Q. I have been contacted by a competing essential oils company. What questions should I ask?***

A. Young Living does not release confidential customer information to any third party. However, if you are contacted by a competing essential oil company, you have the right to ask where and how *they* obtained your contact information. Furthermore, you can determine their level of commitment to quality by asking questions such as the following:

- Does the company test essential oils both in-house and with independent labs?
- Does the company guarantee 100% pure essential oils produced from botanically verified plants?
- Does the company personally research and experiment with planting, growing, harvesting, and distilling of aromatic plants?
- If the company claims its products are “certified,” specifically which essential oil experts or independent “certification” laboratories have certified it?
- Does the company have in-house expertise and commitment to quality assurance?
- How was the company founded?
- Has the company dedicated numerous years to gain knowledge about essential oils?
- What is the background of those they consider to be essential oil experts?
- Does the company own its own farms or strictly regulate the farms that produce its oils?
- Does the company distill its own aromatic plants or partner with other growers?
- Does the company offer a large essential oil collection, or is it primarily focused on profiting from a small group of popular oils that have a pleasant aroma?
- Does the company routinely visit its suppliers and partner-distilleries to ensure that the best practices are adhered to?

- What peer-reviewed research has the company published? Has it tested its oils in clinical settings?
- Are the company's standards based on a library of thousands of scientific articles, essential oil gas chromatograph tests, and data from hundreds of thousands of user experiences?

***Q. Some competitive essential oils smell sweeter—almost like candy or perfume. Why are they so different from Young Living's?***

A. Young Living harvests, distills, and sells therapeutic-grade essential oils—not confection- or perfume-grade oils. Pure, genuine, therapeutic-grade essential oils that have proven potency are not designed to smell candy-like; rather, they have their own unique aromas with their very specific actions and unmatched therapeutic potency. An overly sweet aroma is actually a hallmark of a rectified, cut, and/or confection- or perfume-grade essential oil, rather than a pure, genuine, therapeutic-grade oil.

***Q. May I use the term “therapeutic-grade”? Other oil companies in the marketplace use the term “therapeutic-grade” or variations thereof, and they say it’s protected. What are my rights?***

A. You may use the term “therapeutic-grade” to promote Young Living essential oils. When D. Gary Young conducted his first essential oil research in his clinic over 25 years ago, he pioneered the term “therapeutic-grade” to make a distinction between oils sold in the market place and those he had brought home from France and was studying in his clinic. This phrase has now become very common and is used by most essential oil companies, even those selling very low therapeutic-grade essential oils.

The Seed to Seal process Young Living uses when planting, cultivating, harvesting, and distilling is crucial to retaining the vital compounds of the plant material. Without the exact blend of naturally occurring plant chemicals, an essential oil can lose its beneficial properties and fail to produce the desired effect. Every essential oil Young Living distills or sources has the optimal naturally occurring blend of constituents to maximize the desired effect. Young Living is able to make this statement because of its strict Seed to Seal process—illustrated by the Four P's (as discussed above)—that guarantees the optimal potency of every Young Living essential oil.

***Q. I would like to come back to Young Living after being with another company where the results are less than advertised. Am I still welcome?***

A. Young Living welcomes back all former distributors with open arms. Young Living is confident that you will find your sponsor ready and willing to give you the support and guidance you need.

***Q. Has Young Living been disparaging former employees or business competitors?***

A. No. Young Living would never participate in such inappropriate, unprofessional, and unnecessary activities. Young Living has no need to disparage other companies to promote itself. Young Living's company mantra is to focus on the positive things it knows are true, not on what

critics are inventing about the company. Young Living welcomes an open dialogue with anyone interested in learning the truth. Young Living has seen that an honest and careful examination of the facts defuses the situation the vast majority of the time.

***Q. Other companies are saying negative things about Young Living and Gary Young. Are they true?***

A. You should carefully consider the source of such information. Competitors have a financial incentive to disparage Young Living and Gary Young at every turn to mask their lack of expertise, unethical behavior, and shallow understanding of essential oils. When wild statements and accusations are made, you should demand proof. Ask yourself, “Why would others build their new business based on slander and on attacking others? What are the facts? What is the truth?”

## **D. Gary Young**

***Q. What is Gary Young’s background? How did he become an expert on essential oils?***

### **The Beginning**

D. Gary Young is an unusual and visionary man, who through tremendous adversity and the most amazing circumstances finds himself teaching seminars, formulating in his laboratory, plowing fields with his tractor, designing and building equipment for his farm and distillery operations worldwide, and running a multimillion dollar business.

He grew up in the mountains of central Idaho with no electricity or running water, where he and his five siblings were taught by their parents how to live from the earth. Growing up in poverty, with marginal education, life was harsh and demanding. But against all odds, this young man was determined to have something better. Perhaps no one understands the concept of making a difference more than D. Gary Young. Today, as the founder and CEO of Young Living Essential Oils, it is hard to imagine the difficult path this man has walked in order to achieve today’s success.

At the age of 24, in the mountains of central British Columbia, Canada, Gary suffered a near-fatal logging accident that left him paralyzed and confined to a wheelchair for life, according to the doctors and all medical prognoses. Dependent on morphine and in a drugged and deepening state of depression, his mind filled with darkness and all hope vanished. After a failed third suicide attempt, he realized that he had to make a change. This is when Gary began to venture down a new life’s path in search of natural ways to heal his body.

### **Discovery**

This path led him to the discovery of many different healing modalities that included the world of nutrition; and after 13 years, struggling with intense pain, he was able to walk without assistance. With strong determination he ran a half marathon, finishing 67<sup>th</sup> out of 970 participants.

He went back to school, studying naturopathy with emphases in both nutrition and psychology, for strength in and knowledge about emotional healing. Receiving a doctoral degree in

naturopathy and a master's degree in nutrition, he was driven to search for greater knowledge and the discovery of other healing modalities used in other areas of the world.

He opened a private family practice in Chula Vista, California, and a research clinic in La Mesa, Mexico, where he was determined to understand degenerative diseases and find ways to restore health naturally. It was in this clinic that he began his study of essential oils. One of his patients gave him some translated medical research that had been conducted in Europe, which he found very exciting.

He flew to Geneva, Switzerland, to attend a medical conference on the research and potential benefits of essential oils. This began a greater path of enlightenment, as he returned to his clinic with 13 oils from France to see what he could discover.

For eight years he conducted clinical research on the effects of essential oils on the human body.

### **Belief**

Not only did he see greater results with his patients, but he saw the unexpected, not only for his patients but also for himself. Still in constant pain from his accident, he was very excited when the pain was significantly reduced after applying the oils. His research of usage and application was unprecedented—new to the modern world. His discoveries were unparalleled in modern science; and as spectacular as they were, the world wasn't ready for them, and he was taunted and laughed at as he persevered.

He saw the difference between essential oils sold in the marketplace and the essential oils that he was using in his clinic. To distinguish the differences between them, he began using the term “therapeutic-grade,” although the world still laughed at this “snake oil salesman,” who was determined to tell the world about essential oils.

Nothing could stop the truth that he had discovered, that he knew would help millions of people if only they could have the opportunity. His dedication to his mission intensified as he discovered more and more. He immersed himself into the history of early medicine and essential oils and traveled from the ruins of ancient Egypt to the archives of the Hebrew University in Jerusalem, the British Museum Library in London, his own laboratory, and the chemistry department at Weber State University in Ogden, Utah, to prove the validity of this ancient science.

As early as 1997, he was asked to present the research he was conducting on single oils and oil blends at Weber State University. The same year he presented a paper on organic farming and germination at the UNIDO World Congress on essential oils held at Anadolu University in Eskisehir, Turkey. In 1998 he was the only American invited to speak at the First International Congress on Integrated Medicine held in Grasse, France. Since that time, the demand for him to speak and present his research has continued to increase every year, as he shares his knowledge with thousands of people worldwide.

### **Transformation**

Although Gary's introduction to essential oils was through medical science, he was fascinated with how they were produced. Growing up on a ranch and learning to farm, he had a tremendous

advantage. He understood the earth and what it took to grow healthy crops, but he had no experience with aromatic plants. His desire to learn took him to France to study the plants and learn the art of distillation. Year after year he returned, spending weeks and months studying with Europe's greatest teachers.

Gary brought lavender seeds home with him from France and planted them in a quarter acre piece of ground behind his office. He built his first distiller by welding two pressure cookers together and distilling his first lavender crop on the kitchen stove, which produced only a tiny bit of oil. As crude as it was, it was the beginning of an immense enterprise that would grow to having farms and distilleries around the world for the cultivation of aromatic plants and the extraction of essential oils.

Marcel Espieu, the former president of the Lavender Grower's Association in France for 20 years, at first laughed at "this American" who thought he could duplicate what generations of French lavender growers had in their blood.

Marcel paid Gary the greatest compliment of his career when he spoke at the Young Living Convention in 2002 and said to the thousands of people attending, "The student has now become the teacher, and the teacher is now the student."

Gary continues to travel throughout the world furthering his research, sharing his passion with others, and bringing therapeutic essential oils to those searching for a natural way to health and longevity as well as to financial prosperity. His dedication, passion, experience, and vast knowledge in this field have earned him the recognition as one of the foremost authorities on essential oils in the world. Not only is Gary's personal story remarkable, but it is paralleled by his success in the business world.

### **His Mission**

D. Gary Young's personal experiences have made him who he is today. Added to his empathetic, loving, and kind nature, he has a driving commitment to help those in need. Overcoming tremendous adversity himself, Gary knew he could help others in their quest for wellness and prosperity. His life's mission has been to inspire people to find healing through natural means—through God's precious oils—to learn how to take care of their bodies as God intended, to have greater understanding and compassion for one another, and to achieve mutual respect and honor, even in our differences.

### **Founder of Young Living Essential Oils**

Gary chose the vehicle of network marketing to teach people and to take the oils to the world. He and his wife Mary founded Young Living Essential Oils 20 years ago, with only three employees to begin their business. It quickly grew and today is one of the fastest growing network marketing companies in North America.

D. Gary Young's commitment to understanding the remarkable, therapeutic power of plants has resulted in the world's largest line of essential oils, blends, and supplements infused with essential oils. Gary has traveled the globe to discover how to best support both physical health and emotional wellness. His discoveries have helped hundreds of thousands of people experience

the benefits of natural healing and have made Young Living unquestionably the world leader in essential oils.

Young Living now cultivates thousands of acres of farmland on five continents and has a product line of more than 400 essential oils, nutritional supplements, and personal-care items. The Young Living farms and distilleries enable Young Living Essential Oils to maintain its position as the world's leading grower, distiller, and provider of 100% pure, genuine, therapeutic-grade essential oils. Young Living's success extends to hundreds of Young Living employees worldwide and more than 250,000 Independent Distributors across the globe.

### **Author**

Among his many achievements, D. Gary Young is also an accomplished writer. He has published 9 books on essential oils and natural health and co-authored 17 published papers based on his years of scientific research and discovery.

In his quest to find the truth about the legendary frankincense, he found himself in many remote places in the world, thirsting for the ancient knowledge that had been lost to the modern world. He wanted to know everything about frankincense and myrrh—the oils that were taken to the Christ Child. What did the ancient people know that we didn't know?

Every time he returned to Arabia, he felt like he was coming home. His experiences and discoveries were so amazing that he wrote a historical novel called *The One Gift* and made a documentary film, so people could come to understand life on the caravan and how these ancient resins were transported and used daily, eventually reaching the far corners of the earth. The caravan trading centers were the beginning of international commerce, influencing the development of our world through language, intercultural communication, and healing.

It has been a fascinating journey for Gary that will culminate in the most intricate and comprehensive books written about “God's healing oils.”

### **Philanthropy**

Throughout D. Gary Young's travels, he has seen firsthand the harsh realities of poverty, illness, and conflict affecting much of the world. Having grown up in poverty with little education, he can relate well to these impoverished communities. These experiences inspired him to start the D. Gary Young Foundation, which has given aid to numerous projects, including:

- Building a new school (the Young Living Academy) in Chongon, Ecuador
- Tsunami relief
- Hurricane Katrina aid
- Miners' aid
- The Cinterandes Foundation mobile surgical unit that goes into the jungles of Ecuador
- Building schools and a water system for Tarahumara Indians in Durango, Mexico
- Medical mission trips to Ghana and Kenya with Young Living Essential Oils

The D. Gary Young Foundation provides all the school supplies and latest technical teaching aides to foster education and learning in a clean and drug-free environment. The school is built with a full kitchen to serve nutritious meals daily. The mission of the D. Gary Young Foundation is to provide educational, medical, and economic support to individuals and communities worldwide.

### **Commitment**

The life of D. Gary Young is an example of overcoming obstacles, including poverty, disabling injury, ridicule, and other challenges, to excel in his desire to learn and become successful. His amazing story will inspire and motivate others to believe, transform their lives, and achieve their dreams. He is a man of great faith and belief in God, who loves his home and his family. His greatest joy is being of service to his fellow men and helping people reach their highest potential.

### **The Future**

#### ***Q. What is the future of Young Living?***

A. Young Living is on a steady growth path. With a mission to have essential oils in every home in the world, there is much to be done. That excitement and dedication is a driving force in the hearts of Young Living's distributors. They have the determination and passion to succeed individually, which Young Living celebrates with great joy. Know the truth and don't be afraid to speak it.

For more information about Young Living and its mission, please visit [www.youngliving.com](http://www.youngliving.com).