

# THE ESSENTIAL EDGE

NEWS OF THE WORLD LEADER IN ESSENTIAL OILS



## FOUNDER'S MESSAGE

Thank you for helping us achieve another spectacular year at Young Living!

As I reflect on each year, I am more impressed with the last, especially because of your great hearts. Our members are some of the most amazing individuals in the world and represent an unstoppable force that stands for wellness, friendship, and being positive.

Before rushing into this new year, take a moment to think back to where you were this time last year. Now notice the person you are today. Is this the person you hoped you would be? Did you do what you needed to do in order to improve?

The Greek philosopher Epictetus said: "First say to yourself what you would be; and then do what you have to do." It is critically important to know what we want to be. It is just as important to actually see ourselves becoming that person and to visualize ourselves taking the necessary steps to get there. Too many of us live our lives with fear and allow the opinions of others to dictate our actions.

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Stay your course, be focused, and be true to the vision you have of yourself as you take action. There will always be challenges and problems to overcome, but you should never let those bumps stop you from pursuing your goals. It all starts with self-realization and understanding what you want.

Here at headquarters, we're excited about providing tools and resources to help you achieve your Young Living dreams. Follow your plan, use our resources, and see how quickly you start to grow. Watch for these new tools as they become available to help you with more ways to make your vision become a reality.

Now is your opportunity to fulfill your destiny as you become part of the great Young Living mission to take Young Living essential oils into every home in the world.

God bless each of you on your journey to achieving your dreams!



## THE WORLD LEADER IN ESSENTIAL OILS

*Young Living Continues Unprecedented Momentum*

*2016 was a great year for Young Living! We are excited for what this next year has to offer.*

As the world leader in essential oils, Young Living has been generating continued momentum from year to year. Through the painstaking steps of our proprietary Seed to Seal® production process, we have set ourselves apart with the purest, most impactful essential oil products possible for every family.

Thanks to our members and our global corporate team, we have continued to have amazing success and reached incredible heights in 2016. A few of our highlights include:

- Launching an industry first with our Vitality™ dietary essential oils
- Expanding our farms and partner farms
- Continuing our growth and momentum in sales after hitting \$1 billion last year
- Appointing a new Chief Operations Officer (Jared Turner) and Chief Financial Officer (Janay Standifird) and adding a new Chief of Staff (Kelly Case) and Chief Science Officer (Dr. Mike Buch) to the executive team

- Hosting our biggest International Grand Convention yet, where we announced over 10 new products
- Launching the first-ever over-the-counter line in our industry, including Thieves® Cough Drops and Cool Azul™ Pain Relief Cream
- Expanding our global operations so that we are officially now in 17 countries, including Australia, Austria, Canada, Czech Republic, Ecuador, Finland, Germany, Hong Kong, Indonesia, Japan, Malaysia, Mexico, Singapore, Sweden, Taiwan, the United Kingdom, and the United States

We know that 2017 is going to be even better than last year—even though 2016's achievements are hard to top! We've been leading a movement that helps people connect to a higher purpose in life for more than two decades, and we'll continue to lead it in the future.

Be sure to join us for the 2017 International Grand Convention, where you can see and be part of our exciting progress and innovation yourself!

## ENVISION, CLARIFY, AND REACH

*Start 2017 Right with These Essential Oil Blends*



*Young Living's essential oils provide a lot of versatile options.*

Is this your year for achieving big things? Maybe it's a year of making small, meaningful steps toward wellness. Whatever your goals and wherever you are in your goal-achieving journey, put the power of these three steps and essential oil blends to work for you!

### *Envision your future*

As you're thinking of your future, use the aroma of Envision™ to stimulate feelings of creativity and resourcefulness, encourage renewed faith in the future,

and fortify the inner strength necessary for you to achieve your dreams.

To use Envision, dilute 1 drop with 1 drop of V-6 or olive oil and apply 1 drop to your wrists or temples or massage it onto the bottoms of your feet before you start your day.

### *Clarify the steps ahead*

You've set your goal, but how can you break it down into smaller, measureable goals? Bring some Clarity™ to the process! Clarity's grounding aroma invites a sense of alertness.

Open your sense of intuition by diffusing Clarity in the morning during sacred or meditation time or use Clarity's relaxing aroma in a massage or reflexology treatment. Add 10–15 drops to V-6™ or a massage oil to use during the session.

### *Reach your highest potential*

Highest Potential™ harnesses the uplifting and inspiring power of Blue Cypress and other pure essential oils for an empowering aromatic experience while going about your day.

*Continued on page 2*



# 2016: A YEAR OF IMPACT

Nikki Davis Shares a Recap for the Foundation



*It's no secret that The D. Gary Young, Young Living Foundation has made huge impacts in the lives of so many. Young Living's Senior Director of Global Philanthropy Nikki Davis shares a message from the Foundation team in this guest article.*

As I think about the amazing impact the Foundation was able to make in 2016, I am truly blown away. Young Living members across the globe continued to step up and serve the most vulnerable. With 100 percent of each donation going directly to our projects and partners, we as a Young Living family have been able to empower over 200,000 beautiful children globally by providing them with wellness and education, so they can regain hope and become self-reliant.

Under the direction of our Founder and Chairman of the Board D. Gary Young, we were able to accomplish and serve in a lot of new ways this year. Some of those ways include:

- A new project: Rebuild Nepal, initiated to help Nepal recover from the 2015 earthquakes
- Four Foundation service trips to Ecuador, Uganda, and Nepal
- More than 50 member-run service projects
- A new partnership with Hope for Justice to help put an end to human trafficking
- The launch of the Dalmatia Oil kit to benefit the Maestral Orphanage in Croatia
- \$1 million raised at the 2016 International Grand Convention and \$3 million throughout the year

- Disaster relief care packages and supplies to more than 4,000 individuals in Nepal, Ecuador, Louisiana, Haiti, and Canada
- More than 1,200 members hosted a Sole Hope shoe cutting party during the Foundation's Worldwide Day of Service on November 9–11
- A 57 percent increase of donors to the Foundation
- A newly branded website that offers a better experience for visitors

We have so many reasons to celebrate with our global family. It fills us with joy to partner with you to share love, compassion, and Young Living with more and more families. Thank you for your energy and commitment to changing lives!

As we enter 2017 and reflect on what a fulfilling year 2016 has been, we sincerely thank you for your passionate and generous hearts, for your purposeful service, and for your examples of love. We very much look forward to a blessed 2017 and invite you to learn how to become even more involved by visiting [YoungLivingFoundation.org](http://YoungLivingFoundation.org).

Thank you and much love to you all.

Sincerely,  
Nikki Davis  
Young Living Senior Director of  
Global Philanthropy

*Continued from page 1*  
**ENVISION, CLARIFY, AND REACH**

Place 2–4 drops on the edge of your ears or on your wrists, neck, or temples when you need a reminder that you are capable and strong. At the end of a taxing day, add 2–4 drops to warm bath water for a grounding, calming, and empowering aromatic experience.

Couple these aromatic boosts with hard work, smart goal setting, and your passions, and you're bound to reach a new level of personal and professional success this year!



*Reason No. 7 to register for the convention:*  
**RECOGNITION**  
#YLConvention

Register today at: [YoungLiving.com/2017Convention](http://YoungLiving.com/2017Convention)



**VISIT THE NORTHERN LIGHTS FARM**  
Contact Cory Howden at 250-321-0304

# STAY WELL THROUGHOUT THE WINTER MONTHS

4 Easy Tips from the Blog to Try During the Winter



*Explore Young Living's essential oils and oil-infused products to support your optimal health.*

Are you prepared for winter? Ready or not, it's here! With cold days and unpredictable weather, it's important to do everything you can to make sure that everyone in your house makes healthy choices to maintain their health. To keep your family well through the upcoming cold months, we have products formulated to provide the best resources for optimal health and wellness. Paired with a few common sense wellness suggestions, these tips will go a long way to helping you stay healthy all winter long. Read the helpful tips on the blog by visiting: [bit.ly/YLBlogStayWell](http://bit.ly/YLBlogStayWell).



**DROP OF INSPIRATION**  
A Young Living Podcast

[YoungLiving.com/Podcast](http://YoungLiving.com/Podcast)



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Zach & Katie Harris (USA)

OCT RECOGNITION RETREAT QUALIFIERS



Our recognition retreats immerse our members in an unforgettable Young Living adventure. Members who consistently strive and achieve Silver, Gold, Platinum, or Diamond—for at least 3 consecutive months—are rewarded with a trip to one of our flagship farms, where they experience the Seed to Seal process firsthand in addition to dynamic leadership development.

DIAMOND RETREAT

Please visit [bit.ly/YLDiamonds](http://bit.ly/YLDiamonds) for Diamond Retreat qualifiers.

PLATINUM RETREAT

Lesley Graham (USA)  
Christina Adam (USA)  
Frankie Ellis (USA)

Please visit [bit.ly/YLPlatinum](http://bit.ly/YLPlatinum) for Platinum Retreat qualifiers.

GOLD RETREAT

Allison D'Alfonso (USA)  
Allison Sonnier (USA)  
Amy Brett (USA)  
Andrea Rosenbohm (USA)  
Audra Bassett (USA)  
Brooke Roundy (USA)  
Daniela Goia (USA)  
Danielle Burkleo (USA)  
Haley Miller (USA)

Please visit [bit.ly/YLGold](http://bit.ly/YLGold) for Gold Retreat qualifiers.

SILVER RETREAT

Ah Mooi Yong (MYS)  
Alisa Okamoto (USA)  
Amanda Lee Cardwell (USA)  
Amanda Popejoy (USA)  
Amanda Shook (USA)  
Andrea Goodrich (USA)  
Angie Musselman (USA)  
Arlene Hernandez (Phl)  
Arnold Zand (AUT)  
Ashley Cribb (USA)  
Ashley McLaughlin (USA)  
Becky Nelson (USA)

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Brandy Parker (USA)  
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Cheong Leng Choo (SGP)  
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Havalah Maxwell (USA)

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Hui Nah Loh (MYS)  
Hui Tiong Ong (SGP)  
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Iris Leung (HKG)  
Jaime Pierce (USA)  
Jasmine Chan (HKG)  
Jeff Dameron (USA)  
Jena Lester (USA)

Please visit [bit.ly/YLSilver](http://bit.ly/YLSilver) for Silver Retreat qualifiers.



We've designed Elite Express to reward the success of even more members. Elite Express spans from Executive all the way to Platinum and offers big rewards every step of the way. Elite Express is a 20-month program and is available for members across the globe in four tracks, lasting from 3 to 6 months each: Executive in 3 (Ei3), Silver in 6 (Si6), Gold in 6 (Gi6), and Platinum in 5 (Pi5), with a bonus Elite in 20 (Ei20) track for those who successfully complete all tracks within 20 months or less.



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Danielle Burkleo (USA)  
Kylie & Glenn Bryant (AUS)



Amy Woods (CAN)  
Jasmine Chan (HKG))  
Tara Ludwig (CAN)



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Allison Summers (AUS)  
Amelia Weaver (USA)  
Amy Howell (USA)



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# Oil of the MONTH

Inspire yourself in the new year with this sweet, joyful blend of nine essential oils. Live Your Passion™ supports an optimistic attitude and general enthusiasm for life and is the perfect way to kick off the season of fresh starts and self-improvement. So whether you're trying to eat more veggies, build your Young Living business, or climb Mount Everest, Live Your Passion is there to uplift and encourage you on your way.



Some ways to use Live Your Passion essential oil:

- Diffuse or apply over your heart or on your wrists during yoga or meditation to inspire passion and promote feelings of confidence and clarity.
- Use to enhance your favorite skin and hair products.
- Apply topically to support the appearance of healthy-looking skin.
- Diffuse during meditation or prayer to help find spiritual harmony and break down mental blocks.

## Gourmande in the kitchen



Sylvie Shirazi is the recipe developer, food photographer, and real food lover behind [GourmandeInTheKitchen.com](#). There you'll find a collection of recipes that celebrate your inner gourmand with fresh, seasonal ingredients that are free from gluten, refined sugar, and processed ingredients. The recipes on Gourmande in the Kitchen are fast and fresh with a focus on quality ingredients and minimal preparation that let the natural flavors of the food shine because you don't need a lot of time or a long list of ingredients to make good-for-you, satisfying, and delicious food if you start with the best ingredients possible.

[GourmandeInTheK](#) [Gourmande in the Kitchen](#) [GourmandeInTheK](#)

## CREAMY VEGAN CARROT FENNEL SOUP



### INGREDIENTS

- 1 tablespoon coconut oil
- 1 medium fennel bulb, thinly sliced
- 1 large garlic clove, finely minced
- 1½ pounds carrots, chopped
- 5 cups filtered water
- ½ teaspoon sea salt
- ¼ cup plain unsweetened coconut yogurt
- 2–3 drops Fennel Vitality essential oil
- Freshly ground black pepper, to taste

### INSTRUCTIONS

- Heat oil over medium heat in a heavy saucepan or soup pot.
- Add fennel and cook, stirring until softened (about 3 minutes); do not brown.
- Add the carrots and garlic; cook another minute.
- Pour in water and season with salt.
- Bring to a boil; then lower heat and simmer covered until carrots are tender (about 20–25 minutes).
- Remove soup from heat and purée it in batches in a high speed blender or with an immersion blender.
- Stir in coconut yogurt and Fennel Vitality essential oil and season with more salt and pepper to taste.
- Garnish with fennel fronds if desired and serve warm.

## BIG FACTS ABOUT LITTLE PARTICLES

*A Scientific Insight from CSO Dr. Mike Buch*



*When it comes to science savvy, Dr. Mike Buch has it, with more than 25 years of experience in the health and wellness industry. In this guest article, Dr. Mike is sharing some serious facts about science—specifically nanoparticles!*

Nanoparticles have been used for years in electronics, optics, and commercial coatings; but recently, they have been gaining popularity in medicines, cosmetics, and consumer products. Nanoparticles have been developed for use in drug delivery systems, surface disinfectants, toothpastes, and sunscreens.

So what are nanoparticles? They are defined as microscopic particles with sizes ranging from 1 to 100 nanometers. A nanometer (nm) is 1 billionth of a meter. A typical germ is about 1,000 nm wide, while a human hair is about 100,000 nm in diameter. This means that at least 10,000 nanoparticles would fit in the width of a human hair!

Because of the extremely small size of nanoparticles, their properties can be very different from the properties of larger particles of the same material. This is primarily due to the fact that the percentage of surface area of a particle becomes significant relative to the overall particle size—and surface properties tend to dominate the properties of nanoparticles. For any particles larger than 1,000 nanometers, the percentage of the surface is relatively small compared to the total volume in the bulk of the material, so surface properties are usually insignificant.

For example, when gold is reduced to nanoparticle sizes, it appears to be deep red or even black instead of the typical golden color. This is because gold nanoparticles absorb light differently than standard-sized gold particles. Since most reactions occur on surfaces, the large surface area to volume of nanoparticles can make them very reactive.

Why does all of this matter to you? This high level of reactivity—although of interest to scientists and engineers—may make nanoparticles unpredictable in biological systems. They are not only very reactive, but they are also so small that they can actually pass through cell membranes and even enter the bloodstream. To date, very few studies have been done on nanoparticle interactions within cells, but the fact that particles can enter the bloodstream and reach the interior of cells can be concerning.

Why are we talking about this? One of the more common uses of nanoparticles in consumer products is the use of nano zinc oxide in sunscreens. Zinc oxide is a benign, unreactive, naturally occurring mineral that blocks sunlight and, therefore, acts as a sunscreen. However, several manufacturers are now using nano-sized zinc oxide particles in sunscreen products. The nanoparticles, because of their very small size, spread more smoothly and provide an enhanced skin feel; however, their small size also means that they carry all of the risks mentioned previously.

As nanoparticle-based formulations continue to enter into consumer health and beauty categories, I would urge caution until further studies are undertaken to prove the safety of these very atypical materials. Even if a product contains a common material like zinc oxide, it is worth checking to see if that material is a nano material. If it is, I suggest you do not use it. In this case, the old idiom holds true: “Better safe than sorry.”

*Young Living empowers our members with the tools to take ownership of their health and wellness. When it comes to nanoparticle-based products, we hope you're now empowered with a better understanding from Dr. Mike Buch. Throughout the year, he'll be sharing even more scientific insights with us, so stay tuned!*