

# YOUNG LIVING TRAINING TAPE #55

## ENERGY FIELDS, ESSENTIAL OILS, AND YOU

**Dr. Sabina M. DeVita**

**New Business Building Tools - Justin Harrison**

*We welcome you to Training Tape #55 from the 2003 Young Living Annual Convention, an exciting and informative lecture by Dr. Sabina DeVita on how essential oils can be helpful in increasing the light energy in and around us. Also, Justin Harrison will share exciting new business-building tools with us. And now, here is Rob Johnson to introduce Dr. DeVita.*

### **Rob Johnson - YL, Company of Integrity**

Gary and Mary and the staff they have around them now are committed to bring you the best and to exceed your expectations, because *Young Living* is more than hype. *Young Living* is about enduring substance, something that you can be proud of—and when someone comes to learn that you are a *Young Living* distributor they will immediately know you are a person who is committed to make a difference in your own life and in the lives of those around you. I applaud you!

Gary has set the standard, and never for a moment underestimate the value and the commitment of Mary. She truly is the wind beneath his wings..if you knew her commitment, her drive and her passion for excellence. Could you imagine the power we would have in this room if each one of us committed to a 2½ year liver cleansing project! Well, that is what we need to do.

To top all of these things off, she is a *Young Living* distributor, so please join me in welcoming our own Dr. Sabina DeVita.

### **Dr. Sabina DeVita - An Honor to be Here**

That was quite an introduction and I would like to thank Corporate and Dr. Gary Young and Mary Young for having me be here. It's a great pleasure and honor to be standing before you and share this information.

I also would like to acknowledge you, the audience. Many of you have come up to me and shared with me just how you felt about previous experiences I have shared with you. I would like to acknowledge and applaud you for being here and being part of this

First, what are negative emotions? Energy in motion? Really, what we are looking at is a

### **Introducing Dr. Sabina DeVita**

Today at this moment it is my pleasure to welcome one of our own..Dr. Sabina DeVita. She works full-time in her private practice as a psychologist, employing many holistic modalities, including cognitive emotional therapy, psycho-synthesis and photocognitive therapy. She is a registered nutritionist, environmental consultant, and a specialized kinesiologist and an instructor for *Touch for Health*, educational kine-siology and one-brain. Dr. DeVita utilizes vibrational healing techniques, along with homeopathy and incorporates essential oils into her practice as one of the highest forms of vibrational medicine. Her dissertation on *Brain Allergies, A 20<sup>th</sup> Century Disease* was groundbreaking in its field and *Essential Science Publishing* is currently carrying her book for sale.

dream, because it really does take all of us ..and actually, we are part of the co-creators in having and creating with Gary his dream. So, again, I thank you for being here.

### **My Format Today**

When I was asked to present this topic I realized that there is so much in the area of emotions that I had to make a decision of what I would share with you, so what I would like to do a couple of things. First, I would like to cover a little bit of the research in the area and then I would like to share with you some techniques of how you can move through some of your negative emotions. Then, to just conclude it for you in terms of you achieving your highest potential.

definition of “E-motion” and what is important with this is the aspect of energy.

The reason I would like to spend a little time on this is the very fact that what we are looking at is..energy creates matter.

### **Gas Discharge Visualization Kirilian Camera**

Before it physicalizes in the body we actually are seeing it in the energy field of the body and I would like to show you some of the work I have been doing with a camera called “Gas Discharge Visualization Kirilian Camera” which I have been using for the last three years in my practice. Basically, it is one of the very few—I would say it’s the only camera in the world market—that scientifically analyzes the field around us. Often

I would like to show you how we can move through this and how this can be revealed to you through the energy field. As energy beings, this is actually a photo or what we call a “Beo-gram” (in the technical term) and this shows an energy field of an individual. You can see the gaps around in the field. This indicates areas in the field where the person is losing energy. In particular, this actually refers to emotional issues.

This camera captures three areas (pictures on overhead projector). We actually can see the spiritual body that is marked by the yellow, then we come further from that into the reddish area (which actually represents the mental body), and then from that (closer to the blue) is actually a purple color which represents the emotional body, and then coming right to the blue, the actual physical etheric body.

Many of you are familiar with the subtle bodies that carry information. This is a very important concept because it is through information that we carry intelligence, so here we have the gaps I was referring to. That is significant because oftentimes we don’t get to see what we look like in terms of what we carry in our energy field. The energy field also refers to the unconscious part of ourselves, so if we are carrying information of fear or anger, frustration, envy, jealousy (any of these) then we are emitting this like a radio station, and we actually share that information with others and we attract it back to ourselves.

So if we are moving through the negative emotions, this is an area where we would like to make the change.

### **Slide Illustrates Change from Emotional Issues**

referred to as the “aura,” it is also referred to by the scientific community as the informational field. What’s important is that our unconscious choices are often made from the 95%. It’s not from what we think we are doing with the 5% (which is made from the conscious mind). The 95% refers to what is made at the unconscious level, and so many times in making our decisions and moving forward, it comes from this place deep within the unconscious.

In this particular slide this is an individual I worked with and within a very short period of time we began to see a closure and we can see that where we had this gap it has actually started to fill in, so we were accomplishing a change from the unconscious, emotional issues (the toxic emotions is how I often refer to them) and how we then can see the filling in.

Let me go on to explain a little bit more. This is a quotation that I like to use from Dr. Carolyn Myss, “*Your Biography Becomes Your Biology*,” meaning that the past and your experiences become part of you..and it becomes that unconscious program. This is the part that we often don’t get to see and understand and, of course, we just carry that in our energy field and it continues to be transmitted to others.

### **Focus on Making Changes**

Today I would like to begin to have you focus on a whole other area so that we can begin to change this. This is also an important point about what we carry. First of all, there are really two basic emotions..they are love and fear. Anger, resentment, frustration all stem from fear, so when we begin to look at fear (and a great deal of what we say, think, and do is actually motivated by fear), which is always with having your focus on the future and being out of touch with the “now.” If there are no problems in the “now,” there is no fear, either. So the fear leads to inaction, and as Gandhi once said, “*If you do nothing, there will be no results.*”

What is one of the key things that happens with fear? You know the answer..it paralyzes people. It holds them back from doing and accomplishing what they need to do and experiencing their highest potential.

## **Expand Your Consciousness**

What does this mean? “*A pint bottle cannot hold a quart of liquid.*” I like to use this expression more..because a pint bottle cannot hold more than a pint. We need to expand our consciousness; we need to expand our focus.

We need to expand our dreams. What are your dreams? What are your desires? What is it that you want? What is your highest potential? What does that mean for you? These do need to be defined.

## **Power of Thoughts and Feelings**

Let’s go on. When I was talking about energy, energy follows thought. This is another beo-gram and I would like to move through some of the research that was done in Russia and then some research that was done in Japan, and show you the power of what we do with our thoughts and feelings and how consciousness really shapes our reality. We do co-create, and it is knowing and coming to awareness of that so we can truly bring our divinity into a whole manifestation and physicality. To me, that is what it is all about. It is what I see Dr. Gary Young doing and being. He is in what I call the “gap.” He goes into that space of being with Creator and bringing through because he is in the “now” experience. He is in the “all time” of being with a divine source, and it is through this he is able to manifest as much as he does. That is certainly my perception.

So looking at this..energy following thought, basically it indicates that in the emotional, psychological body—if this is allowed to stay as it is—which is where many people carry their burdens (they carry the baggage that doesn’t serve them), then over a period of time this—which represents the physical body—will actually show the same gaps and depletions. This means that we *do* create from what we pulled in our consciousness. As I said earlier, we physicalize that.

## **Motivation Comes from Two Factors**

There is also another principle that is important to identify with this: we are motivated by two factors (1) we either move away from pain, or (2) we move towards pleasure. Most people (when they are in the space of fear) are actually moving away from what? Yes..pain! It is interesting that people move away from pain and hold it in their

because I think it really says it as it is—that if we want to accomplish more and we are only seeing this narrow definition of ourselves, we are not going to accomplish consciousness. They continue to attract those experiences so they can keep moving away from pain. Isn’t that interesting?

You have a choice. You can focus on what it is that gives you pleasure. I like to use the word “bliss” or “ecstasy.” What gives you that ecstasy? What is your focus so that you can draw those feelings to you? Remember, I said earlier that you are like a radio station, so if you are focused on that pleasure, that ecstasy, that bliss..what will you attract? Exactly! This is an interesting research that was done in Russia that points out again this phenomena of fear and being focused on the pain and moving away from pain.

## **Sector Analysis**

(Overhead slide) This diagram A is actually a cancer individual. This is what is called “finger analysis” or “sector analysis.” It is done when we want to look at a particular organ function and find out its specific area of concern. In this case, the individual had cancer and you can see the breaks that are closer to the actual “fingerprint”..it is the break that is showing in this particular sector.

It was interesting that this individual actually did not have cancer, but had the fear of cancer, and as you see down below, after several subsequent gas discharge visualization (GDV) readings, this person identified and worked with their fears and this particular area completely cleared up. When they analyzed the individual there was absolutely no evidence of cancer. I am telling you that the fear itself created and was creating the cancer. The implications of that are huge! What we actually focus on takes place.

On a humorous note, your “word is law” and as you can see (a picture was displayed on the overhead), he manifested, didn’t he? He physicalized that one by stepping right into it and above his head. So absolutely, your word is law!

## **Self-Talk is 80% Negative Thinking**

What does that mean for us? It is important also what you say to yourself. It’s not so much the words you are speaking with another..the importance of “your word is law,” is what you say to yourself. I find that most people have negative

self-talk. It has been said that 80% of one's self-talk is actually negative thinking. Let me share this phrase with you: *"Negative thinking is mental malpractice.."* because of self-talk that is generated over and over (and remember, a lot of this is going on in an unconscious level). I would like you to be aware of your own self-talk in this present moment because we are going to move from that to what you feel right now. What is it that you are co-creating right now? It is in this "now" moment—the moment that exists—and it's from this point that we create our future.

### **What Words Do you Use for Yourself?**

So what are the words that you use for yourself? Are they loving words? Are they kind words? Are they gentle words? Let's go on because I have some wonderful and fascinating research to share with you. *"Everything is constantly changing, and though we cannot change the past, we can change our attitude and our thoughts toward the past. How foolish for us to punish our-selves in the present because someone else hurt us in the long ago past!"* This comes from Louise Hay (and how true that is).

### **Perception can Create Toxic Emotions**

Perception is another facet that is important for me to touch on because it is our perception of events that really creates the toxic emotions. Gary pointed out the other day that stress is not really the issue in terms of what creates the negativity in our body or even the cortisol levels rising. That is actually true. It is not so much the stress or the stressor, it's our interpretation of that stressor. It's the meaning we give to it that creates the stress..and that comes back to our perception.

Do you perceive life like a glass that is half empty or half full? I use this little test with of my clients and it is quite interesting how many of them hesitate and will actually respond.."I see life as being half empty. That glass is half empty." Which is your focus?

It is the same as we look at this..perception. What do you see, do you see the chalice or the faces? What is your focus? How many of you can see both? Wonderful! So what we perceive and give attention to will draw that to us, meaning we create that reality. So do you see the rabbit or the bird? How many of you see both? So as we change perception, we change our life situations even though they may

see negative, even though they may seem as a burden at the time.

Most important about that particular experience (whatever it be) is to begin to see it differently. Ask yourself the question..what is the meaning of this particular experience? "So the person walked away from me..and I was talking about the oils—and he didn't seem to be interested." And oh my gosh! What happens in that very moment is crucial because there is a perception (and actually I would consider it a "misperception"). Then there is negative self-talk and the feeling in that moment of not being good enough. I call it the "not good enough" syndrome.

As soon as that happens a spiral that takes place in the whole energy field and it is now held in that "I'm not good enough" informational field that you transmit to others. Let's change that perception. It makes sense to do so.

I would like to read to you a particular story and reading is not always the way I like do it, but I found it quite fascinating in terms of the perceptions, because perceptions shape us and we also allow other people's perceptions to shape us.

I remembered this story from a long time ago that I used in my practice. It was told by Aesop. I loved his fables because there was always a message to them. This was told 2,500 years ago, so allow me to read it to you. Is that okay? Thank you.

### **Aesop's Fable**

*"It was a bright sunny morning in a mountain village. An old man and his grandson were going to the market in a large town in the valley to sell a donkey. The donkey was beautifully groomed and brushed, and they set off happily down the steep path. In a while they passed some people lounging by the side of the path."Look at that silly pair.." said one of the onlookers.."there they go scrambling and stumbling down the path when they could be riding comfortably on the back of that sure-footed beast."*

*The old man heard this and thought it was right, and so he and the boy mounted the donkey and thus continued their descent.*

*Soon they passed another group of people gossiping by the wayside. "Look at that lazy pair ..breaking the back of that poor donkey!" The old man thought they were right, and since he was the heavier, he decided to walk while the boy rode.*

*In a little while they heard more comments.. "Look at that disrespectful child! He rides while the old man walks!" Now the old man thought they were right and it was only proper that he should ride while the boy walked.*

*Sure enough, soon they heard this.. "What a mean old man, riding at his ease while the poor child has to try to keep up on foot!"*

*By this time the old man and the boy were becoming increasingly bewildered when they finally overheard the criticism that the donkey would be all worn out and no one would want to buy him after the long walk to the market.*

*They sat down dejected by the side of the road. After the donkey had been allowed to rest for a while they continued the journey, but in a completely different manner. Thus it was late that afternoon that the old man and the boy were seen gasping breathlessly into the marketplace. Slung on a pole between them, hung by his tied feet, was the donkey!"*

### **Being in Touch with Your Heart**

So what is the moral of the story? You can't please everyone..and if you try, you lose yourself. It's really about pleasing that within you, so let me go on and talk a little bit more about that because we are looking at being in touch with your heart, and it is with the heart that one can see rightly what is essentially invisible to the eye. These are some thoughts about the heart energy: ***"If we did all of the things that we were capable of doing, we would literally astonish ourselves."*** That was said by Thomas Edison. How true, when we look again at achieving our highest potential. If we did all the things we are capable of, we would literally astonish ourselves. Isn't that a wonder-ful thought!

The magnificence of the heart perspective of aware-ness is the direct connection to the divine aspect. It is through the heart that we connect with spirit. There is no need to run outside for better seeing..rather, abide at the center of your being, search your heart..see.

### **Two Kinds of Intelligence**

Heart matters. Dr. Dan Goldman, author of *Emotional Intelligence*, points out that we have two different kinds of intelligence..rational and emotional. Success in life is based more on our ability to manage our emotions than on our IQ. It's emotional intelligence that matters, and heart

intelligence is really the source of emotional intelligence.

Harmonizing the head and the heart. What is significant about the heart and the research that has come forth? I would like to share with you some research that was also done in Russia. We can see it with what was taking place, using the gas discharge visualization camera and the significance of the heart energy.

### **Heart is Formed First in Fetus**

The heart is the first to be formed in the fetus of the unborn child. It starts beating *before* the brain is formed. That is significant. It really truly is the "heart" of the individual, the center of the individual and sends out through glial cells a message to the brain to start shaping and forming the brain itself.

The true seed of the mind is in the heart. This was found after 30 years of research by the Heart Math Institute and others that have been doing research in the area of heart and the heart connection. The heart also has been found to have its own independent nervous system. Approximately 60 to 65% of all the cells in the heart are neurons (which are found exactly to be found in the brain). That is a significant statistic. "As a man thinketh in his heart, so is he."

New information is first assessed for emotional significance, then communicated to the brain via the thalamus to the amygdala, the emotional switchboard. We feel before we process. That means we have an instant feeling--no matter what the experience is--and it does go directly to the amygdala, crosses over to the thalamus where we do what we call a "cognitive appraisal" of that particular issue, event, situation, or experience. We then give it the meaning; we then give it an interpretation, and through our prior experiences we shape the meaning, the interpretation, and so then we come out with a totally different outcome from that. So we feel it before we process it.

### **Heart - Strongest Biological Oscillator**

The strongest biological oscillator (and this is an important point about the heart energy, which means that it emits the frequency that goes far beyond what the brain emits). I am condensing this as quickly as possible for you in the amount of time that I have. So many of us think..."If I focus here then I can then attract and then I can achieve my

highest potential because I am thinking positively, etc...” That is not where it starts. It comes from here..in the heart because it is in the heart that we actually emit the strongest oscillating system, meaning it creates a coherent pattern that goes way beyond (and it actually has been measured up to 25' away from the body).

I would like to show you some research that was done in Russia that goes beyond that..which is quite exciting. The other key point about the heart and how it oscillates is that as we are connected to the heart, the brain will entrain with the heart, not the other way around. And those around us will also connect with our heart energy and will entrain with us, meaning we will have an impact on other people by being congruent and by going within and feeling that place of appreciation, gratitude, and love which I am going to talk a little bit more about.

Dr. John Diamond also found that in working with depressed patients, he not only worked from the inside by working nutritionally, but he also found that by working with the outside, he was able to create a complete mental turn-around.

### **Power of a Smile**

He found that by activating the smile muscles (and I would like you to do that right now! Just smile..that's easy to do) and what that does is so powerful. How do you feel when you are smiling? Great! Wonderful! He found that the smile itself was activating the thymus energy. The thymus gland is actually connected to the heart. Smiling..smiling from within your heart. When you are with another and you are talking about your business, do you smile from within with that person? They will hear you if you do because the hearing will not come from the ears..the hearing will come from heart to heart. So think of things to make you smile. Be around people who smile and work on your smile muscles to facilitate your own mood changes. And, of course, smile while you connect with your heart.

### **Russian Research**

This is the research that was done in Russia and I will let you read them..they are quite a mouthful! “We capture the emanation of psychic energy coming not from the brains, but from the hearts of individuals while they were sending thoughts of love and good will through space and

concentrating on a close, beloved person. When the thought..’May the world feel the good’ is sent, activation of the heart chakra takes place. The chakra clearly demonstrates the emanation of energy (which I will be showing you) from the heart, exceeding the width of the general aura by two or three times, and a mass of emanation from the left little finger is observed on the GDV grams of fingers. This, again, is the Kirilian camera. The aura itself on the whole remains even, without breaks (without any gaps or holes) without an emanation from the energy centers. The energy of love flies from the heart.”

We found, as the researchers report, when the exact moment of the energy cluster of the thought that was sent appeared. The cluster was registered within one to two seconds, regardless of the distance between the objects. The experiments were performed both at 100 inches distance between the participants and also at 932 miles distance from one city to another. Let's see what they looked like (shown on slide).

Is that significant? Absolutely! Here are the energy fields of two people in the moment of sending love to each other. The cluster of emanation projects from the heart area–(you can see it right here..the receiving and the giving)–the power of love. Remember, you have a choice. Love or fear. Which one do you choose?

### **Japanese Research by Dr. Emoto**

Here is some other research that is quite fascinating. Some of you may have seen this—it was done by Dr. Masaru Emoto in Japan. The message is from water. He took water in little bottles and he “wrapped” words. He took words and statements around these bottles and then he froze the water and then captured the crystalline structure, the pattern of each of the water samples.

This is a crystalline structure of frozen water and then it was magnified under a microscope. This is the word, “Thank you” in Japanese. You can see it is a beautiful crystal. These are some other crystalline structures. Again, “thank you” in Japanese and in English. They are beautiful crystal structures of the shape that takes place with the word pattern, just that thought word that is given, and how water actually takes in that memory. This, I believe, is very significant to what we are doing with the oils, so let me just go on before I get to that.

## Negative Words Change Crystal Structure

These are the words..”you fool” and you can see the change in the crystal structure. Both in these pictures “You fool.” How many times is this said to self and what happens to the body? These were the words..”you make me sick..I will kill you..” and look at the change from the first picture that you saw to this.

Dr. Emoto was so amazed at his results that he actually has applied this over the years to changing major waterways in Japan. They have actually gone to polluted lakes and through the use of prayer and thoughts, especially with groups of people they were able to transform polluted water into drinkable water.

### “Let’s Do it!”

(Next slide) This is a word, a little statement here that says..”Let’s do it..” It’s an invitation..”Let’s do it together..” and you can see again this beautiful crystalline structure. The next one shows a statement that is made..”Do it!”and what happens.

The difference between commanding someone (that aggressive statement) or the invitation..”Let’s do it.” Let’s change the world..would you like to do that with me? This was the word “Love and appreciation..” and again, looking at the beautiful crystalline structure.

## Words Transform Water Crystals

What Dr. Emoto found was significant in all of the crystalline structures, but in particular he noted that there were two words that had the most impact in transforming water..and those two words were “Love” and “Thank you.” Appreciation. That is the reason that *Gratitude* (for me) has become one of my favorite oils, because it is in that state of gratitude and appreciation that we transform so much around us.

This study is so significant when we think about our consciousness and how our bodies are made up of 70 to 75% water. What happens to our own crystalline structure when we focus on the word “Love”? It’s not just thinking it..it is *feeling* love and feeling “thank you,” feeling “appreciation.” What happens to our own chemistry? I think you know the answer.

## Feel the Power of Self-love

What happens when I hold this bottle of oil and really feel (and I would like you to do this with me just for a moment). Just close your eyes and go within and really be aware of your heart. Just tune everything out except my words and be aware of what it is you feel in this moment and connect with an appreciative statement about yourself. Just one. I could ask you to look for ten. I am just asking for one..one quality that you appreciate about yourself, but what it comes down to is learning to love yourself. It is through love (as we can see with the crystalline structures) and the heart information that we change our reality where we can reach our highest potential. It’s being in that moment, in the “now” experience. So gratitude for the present moment and the fullness of life now is true prosperity. It cannot come in the future, then in time that prosperity manifests for you in various ways.

## Appreciation versus Criticism

Gratitude is the expression of appreciation, a state of feeling thankful. We use the term “appreciate” in things such as buying a house or investing in a property. It can either appreciate or increase in value. So here is a comparison..it can either grow in appreciation or it can shrink.

In criticism it shrinks; in appreciating it compounds, expands, and magnifies, manifests, gives back and contributes, enhances. It lives, and you can see the difference here with losing value, etc.

So remember who you are. You are spirit. If I had more time I would show you some other research that was done by Dr. Hans Jennings who did some fascinating work using a Swiss scientist, and he did it through sound frequencies and how it would shape and create actual shapes in matter.

## What is Your Vision?

I am going to, at this point, conclude with what I have presented to you by leaving you with a couple of thoughts. There is an old Chinese proverb that says, “*If your vision is for one year, plant wheat. If your vision is for 10 years, plant trees. If your vision is for a lifetime, plant people.*”

That’s what this is about. It’s about people; it’s about you. It’s about your relationship to yourself. I would like to leave you with another little exercise, and that is..”Today I would like you to find at least three other areas where you can share your appreciation to those around you, and I would

also like you (in this moment, right here and now) to show your appreciation for *Young Living*, this company, to Gary and Mary for what has been accomplished. Thank you so much and gratitude to all of you.

One last little thing..when I was watching and observing the jousting event in Canada—I am not a jouser; I am not into that kind of activity—but I appreciated the determination and the focus that certainly Gary demonstrated for me and it was truly a very special event for me to observe. When I noticed their command it was a very simple one: It was.. “Come about..Charge!” I would like to change that just a little bit to “Come about..Charge forward to make a difference!”

### **Dr. Young - Thanks to Sabina**

Sabina, thank you from the bottom of my heart. Wasn't that great..let's give her another hand!

### **Rob Johnson - A Deeper Understanding**

I have often heard Gary speak about how the oils magnify intention, and this has given me a deeper understanding as to how our intentions are so powerful in and of themselves.

If we have an agent or a vehicle that can magnify those intentions it also helps me understand why so many of you are so powerful in helping other people. So thanks to Gary for bringing the oils to us. It is amazing!

We have some very important business-building tools we would like to share with you. Let's give a warm welcome to Justin Harrison, our Director of Sales, Training, and Development.

### **Justin Harrison - New Tools Now Available**

Hopefully, many of you have been able to attend some of the meetings we have been holding around the country. A few of us have been out, and we have been listening to you. We have been listening to what you have been asking for, and we are going to present a few of these tools to you and we know you will be excited. How many of you have seen the new Price List? It's nice. They will be available Monday.

### ***YL Products Catalogue***

The good news is we have something more exciting, something that many of you and many of our leaders (Jeffrey Lewis is in the back right now

just salivating.) Many of you have been asking for it for years and it is here! I give to you your new *Young Living Products Catalogue!* This catalogue has a picture of every single *Young Living* product, it has the history of *Young Living*, Gary Young who discovered essential oils. Every single new product that was introduced this weekend is in the catalogue. It is a beautiful tool and it is priced at just over \$1! This tool will allow you to get information to your new potential customers. We are excited about this because it will drive and help your business thrive! They are \$1.50...this is the first thing we are excited to share with you.

### ***YL Flip Chart***

Next is something else that we have been asked about as we were out in the field. We were approached by many people who would come up and ask, “Is there a way without a computer, without a VCR or a DVD player..is there a way that I can present *Young Living*, the company, its products, its mission. In a simple, short concise manner, in a fashion that anyone can do it?” We are very excited this introduction as well, and that is the *Young Living Flip Chart*.

Just to give you a taste of this..because of time we can't go through this (there are 65 pages in full color), but I do want you to get a feel for what it looks like. Of course, we have a nice introductory cover and then we immediately go into why we are even talking to these people about *Young Living*.

We have a health crisis..how many people die every year because of things that happen in hospitals and medications? We are the solution! Gary Young and his story, his discovery of essential oils, the purity of our essential oils, how to use essential oils..all of our products and the category that they fit into (including your new products). Everything is listed here—I would love to show it all to you, but there are 66 pages—the last 20 or so explain the business. They teach how our marketing plan works in a simple manner broken into three phases. If you were to personally take this material and go to a graphic store and have it duplicated and copied, it would cost you around \$70. These are available at the Registration Booth during lunch for \$10! So we are very excited about that. While we are talking about this, some of our graphic designers are here..will you please thank them. They did a tremendous job! They worked overtime..they were

staying until 11:00 and 12:00 o'clock and did a beautiful job!

You are noticed on their price list that there are some new videos at the bottom and some of our old videos are being updated, and you will see those very soon. We want to play for you a short, one-minute clip of what is coming.

### Video Clip

*Young Living has grown. It began as a dream and a quest. It has become a thing of greatness, touching lives all over the world. Young Living is committed to sharing our products and opportunities with everyone. With Gary's leadership we're compiling the best archive footage to tell the Young Living story and combining it with dramatic new footage and state-of-the-art graphics. To top it off, we will add distributor testimonials from Convention 2003. The result will be a dynamic, updated and impressive company profile video.*

*Gary's story will come to life. The Young Living mission will touch people's hearts. They will see the treasure trove of education, opportunity, and freedom. They will understand why the products you represent are the best in the world at a price that will make it easy to give the video away.*

*You can share Young Living with so many more people, and if you use the DVD version on your personal computer, you can click your way right into Young Living's online recruitment page.*

*Share the story and the dream with the new Company Profile."*

These videos will be available relatively soon at a price of \$2..and they will also be available on DVD for \$2, so watch for that in the very near future.

### Essential Oil Pens

Now here is something real fun that I want to share with you. Many of you have seen these already, many of you have probably purchased them already. How many have seen this? I love this and I think it is a great advertising piece. This is a pen where you unscrew the top and you have a sprayer full of essential oils! So you can literally never be without your oils.

### Parable of the Turkeys

Now I promise I will be quiet. I want to share with you a two-minute story and it is called *The Parable of the Turkeys*. Maybe some of you have heard this—I don't know—but there were a large group of turkeys and they so desired to learn how to fly. They decided, "Who better to go to in order to learn how to fly than an eagle," (an eagle being the grandest bird of them all). So they found an eagle to teach them how to fly, and they met the next morning in the barn around on the ground while the eagle perched in the rafters and began to spend his day teaching the turkeys how to fly.

As the day progressed, I am sure it was very humorous to watch them bouncing hither and thither, but by the end of the day they had learned how to fly and they were so excited. They were so excited that they thanked the eagle; they shook the eagle's wing, and class concluded and the turkeys walked home!

The moral of the story is "Don't be a turkey!" We have an eagle here who is teaching us and has taught us and is going to continue to teach us this afternoon how to fly, so do not "walk" home. Thank you!

### Moderator

Thank you, Justin, and thank you, Dr. DeVita, for sharing this valuable information with us. This has been Training Tape #55.

**For additional YL-authorized Tape Transcriptions, contact:**

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**YOUNG LIVING ESSENTIAL OILS  
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