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# Yes, No, Maybe

## *Essential News*

# Marcella Vonn Harting

## Social Media and How You Can Support Your Young Living Business To Grow

Are you stressed and overloaded with information?

According to the CEO of Google, "Every two days now we create as much information as we did from the dawn of civilization up until 2003." There is a growing, almost indigestible, amount of information we must process, learn and remember. E-mails, voice mails, letters, meetings, books, websites, iPhone apps, magazines, Facebook, conversations, people's names, newspapers, pin codes, and the list goes on and on... 2012 is the year that starts a new era of time, called the TRANSFORMATION AGE. All the information is here, now that question is: What do we do with it? And how do we use it to better our lives? This is the key to social media, and how we embody this information and process it with our daily lives.

If Wikipedia was a book it would be 2.25 million pages long and take over 123 years to read it!

At the Young Living convention, I am privileged to present a break-out session on Social Media and how to be effective with this technology in our business. There are lots of ways for us to incorporate social media into our business and the question is not so much when but how we will do this!

I will now give an example of using social media to keep your existing customers and distributors happy.

Why focus on existing customers and distributors?

Connecting with our existing customers and distributors is a natural fit for social media. We are seeing conversations about brands, our competitors and our industry that provide us with an opportunity to engage others in dialogue.



There are two types of strategies that revolve around existing customers and distributors on the social media channel

1. Offer customer-distributor service help through social channel
2. Attempt to increase value to the customer-distributor experience through the social channel (It costs more to get a new customer than to keep your existing ones)

*Continued on page 2...*



## Marcella Vonn's Mission Statement

**My mission is merging science and miracles by weaving state of the art knowledge of essences, Chronobiotic™ Nutrition, body language, Conscious Communications, innovative health technologies, emotional healing and abundant prosperity strategies into our new Global Wisdom. I am passionately committed to sharing the systems I use to embody personal fulfillment with my global family.**

## Social Media... (continued)

### TIPS:

1. Give customers-distributors incentives for making more frequent purchase
2. Give customer-distributors a reason to spend more at each purchase
3. Combine email marketing offers (reaching out or broadcasting a message on Facebook, Twitter, etc is much more cost effective than email marketing programs like constant contact or mailchimp)
4. Educate your customers about your other products and services
5. Provided consistent value

More than 90% of the conversations about products, services, and brands take place every day in America are happening offline. Only a small percentage takes place online whether through the multitude of social networking sites (social media) or through other online channels such as texting or email. Social media is BIG and GROWING, but is still dwarfed by the analog world in which people live and interact. As of this writing, FACEBOOK is approaching 1 billion users, one in seven of the world's population and the largest audience for a single media platform in the history of humanity.

I believe the most successful businesses in the future will be the ones that embrace a model that puts people - rather than technology - at the center of products, campaigns and market strategies.

So, let's start to use social media to open the door to building greater relationships with the customers-distributors we have. For me, social media is a tool for how I stay in connection with my organization.

Please come join me at the break-out session to learn more and/or watch for a webinar presentation offered through my website:

My Website:

[www.marcellavonnharting.com](http://www.marcellavonnharting.com)

*Live with passion,  
Marcella Vonn Harting, PhD  
Candidate in Psychoneurology &  
Integrative Medicine*

My YL Website:

[www.ylwebsite.com/marcellavonnharting](http://www.ylwebsite.com/marcellavonnharting)

Facebook:

[www.facebook.com/marcellavonnharting](http://www.facebook.com/marcellavonnharting)

Twitter:

[www.twitter.com/mvonn](http://www.twitter.com/mvonn)

Blog:

[www.marcellavonnharting.blogspot.com](http://www.marcellavonnharting.blogspot.com)

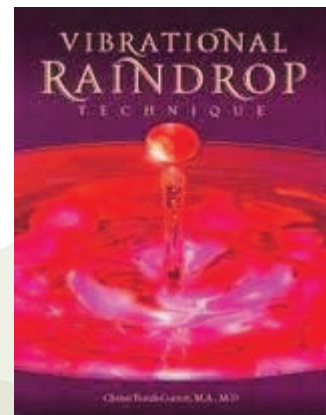


## What is Vibrational Raindrop Technique?

Vibrational Raindrop Technique (VRT), created by Dr. Christi Bonds-Garrett, uses tuning forks to add the power of vibration to Raindrop Technique, which is a method of applying therapeutic grade essential oils to the feet and back/spine. Created by Dr. Gary Young in the 1980s, Raindrop Technique consists of dropping therapeutic grade essential oils in "raindrop" fashion onto the back, while using the special techniques of VitaFlex and effleurage (feathered finger stroking).

In VRT, tuning forks are used in pairs to create "Intervals" of sound, starting with a Unison (two forks at the same frequency) and including a 2nd, 3rd, 4th, 5th, 6th, 7th, and Octave (two forks at a 2:1 frequency). Each of these vibrational intervals has traditional qualities associated with it, which are then combined with essential oils at each step of Raindrop Technique. For instance, a Perfect 5th interval (ratio of 2:3) is created when using the Ohm fork (136.10Hz) with the Neptune fork (211.44 Hz). This interval balances the Autonomic Nervous System as these forks are applied to the Huato Jiaji points along the spine, and is specific for scoliosis.

Other essential oils can be used in place of the traditional Raindrop oils, making Vibrational Raindrop Technique useful for other systems like the Brain, the Liver, Joints and Hormones. The protocols suggested in Bonds-Garrett's book, Vibrational Raindrop Technique, are based on the Wheel of suggested oils for these systems on page 299 of the 4th Edition of the Essential Oils Desk Reference (EODR). Valor®, Oregano and Thyme remain in every system's protocol, but the other six oils vary accordingly to the body system. The new edition of Vibrational Raindrop Technique, available in June 2012, also includes a protocol for Bible Oils VRT, using the 12 Oils of Ancient Scripture kit sold by Young Living Essential Oils.



For more information:

[www.integrativemedicineofkentucky.com/Vibrational\\_Raindrop.html](http://www.integrativemedicineofkentucky.com/Vibrational_Raindrop.html)

# Three Zones of Essential Oils

Did anyone read Carl Zimmer's article, "What Your Nose Knows," in The Brain: A Discover Magazine Special, Spring 2012?

On page 74, check out Emily Elert's odor-ranking chart — "An Atlas of Odor."

It's fundamentally the continuum of the Three Basic Growth Zones of Chronobiotic Nutrition — from Zone One's eucalyptus (in a class by itself) at the upper left to Zone Three's garlic, fish, rotten eggs, and "stinky feet" at the lower right.

Principle Component Analysis (PCA) was used at the Weizmann Institute of Science in Israel — and validated at the University of Lyon in France — to finally bring order to the chaos of present systems of odor classification.

Of course, the scientists involved don't know the following ...

(1) Use a tree oil in the morning if you choose SPIRITUALITY.

Eucalyptus is one of the most spiritual essential oils because it targets the lungs —

the Grand Central Station of Spirit in the body.

Spirit in the lungs manifests as Yes No Maybe — in-SPIR-ation (positive), ex-PIR-ation (negative), and re-SPIR-ation (neutral).

Eucalyptus also supercharges creativity, a function of the in-breath (inspiration), and not of the out-breath (expiration).

(2) Use a plant oil — especially a floral scent — at midday if you choose PROSPERITY.

Warning: Don't wear a floral scent when shopping at the mall if you're weak-willed.

Floral scents are routinely used in malls because they make people spend more money.

(3) Use a root oil at night if you choose ROMANCE.

Well, romance is actually enhanced by mid-day floral scents — especially the scents of WHITE flowers.

Root oils take romance to the next level.  
\*wink wink\*

Hey, why not choose ALL THREE?

For Spirituality, Abundance, and "Romance," coordinate your essential oils with the right TIME OF DAY.

For more information and a list of essential oil times, read our book, *Yes No Maybe: Chronobiotic Nutrition*, available at Marcella's Website.

Atom can be contacted for consultations, lectures and workshops at:



[Wellness-Wagon]

[www.Wellness-Wagon.com](http://www.Wellness-Wagon.com)

Atom@Wellness-Wagon.com

FB: Atom's School of Self-Healing at Wellness-Wagon.com

Atom Avive Bergstrom  
(aka Attar the Aroma-Alchemist)

## New User-Friendly Personal Website for Young Living Distributors

A truly new experience for Young Living Distributors awaits all who have been looking for a way to promote their business on the internet.

Dallas Harting has created a new and yes, actually user-friendly, easy to use personal website available to all Young Living Distributors.

Having experienced the frustration of looking for tools that are effective on the internet and not finding what he wanted, Dallas spent nearly a year creating a site that includes everything he was looking for.

Now he is making the new personal site available to all Young Living Distributors. A replicating, also called a personal, website can be customized for each distributor with all your contact information. When you send someone to your personal website and they choose to join your organization, they are sent to the Young Living sign up page and are seamlessly directed through the sign up process with your member number already in the fields! They do not even need to know your ID! The process is simple and makes the experience a natural progression for the user.

Dallas had studied graphic design, web design, SEO, as well as a few programming languages while attending Fordham University where he graduated in 2010. He used his knowledge to provide a beautiful visual user experience that is intuitive, simple, and exciting to use.

GO TO **YLWebsite.com**



With just a click you can personalize the banner image with over 50 choices of beautiful photos from lavender fields to product photos.

And, there are lots of videos that can be added to the site at your option.

For the social media conscious, you can add all the top social sites to your website with grace and ease. And all these social media links appear on every page making it simple for visitors to find! These are the social media icons currently available:

Facebook, Twitter, LinkedIn, Blogger/Wordpress and YouTube (plus a special Young Living icon for direct sign up).

Continued on page 4...



# New Personal Website... (continued)

Now offering the website for \$14.95 a month, the monthly subscription fee is very reasonable compared with other personal sites priced at \$20-\$50 per month. Plus Dallas is continuously updating the site to keep it looking great with fresh new content!

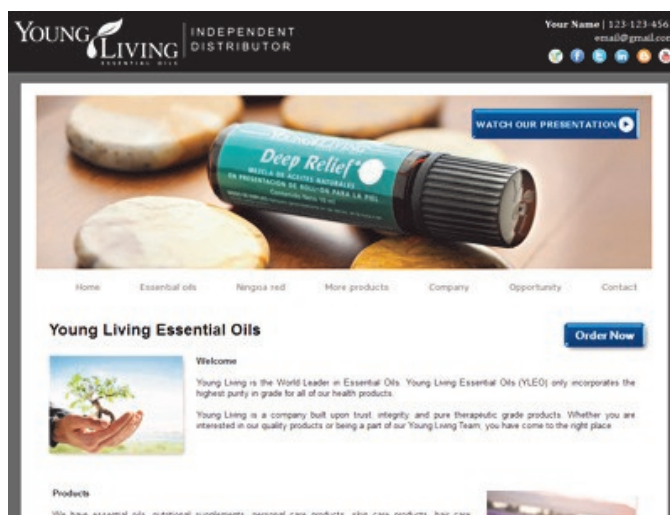
Unlike competing Young Living personal websites, YL Website was developed exclusively for Young Living Distributors. And there is no other competing site available that allows as much customization & personalization as YL Website does. A user can add their photo, bio, stories, testimonials, videos, calendar, and whatever else they would like. There is even a way to add html code to the pages so that a user can truly make their site look exactly as they would like!

When it comes to simplicity, Dallas knew how to do it! Even with all the features he added to the site, he still kept it very easy to update and manage. By adding some beautiful templates, Dallas intelligently directs and guides the user so that their pages will look absolutely beautiful while still being fully editable.

To see an example of a personal site, check out Dallas Harting's own site here:

[www.ylwebsite.com/dallasharting](http://www.ylwebsite.com/dallasharting)

Click on the tabs to see all the options under Essential Oils, NingXia Red, More Products, Company, Opportunity and Contact. And Notice the Order Now button on each page!



You personalize the contact page with your information and photo - and it's easy!

Do you want a website that gets people excited when visiting? One that converts prospects to distributors?

Create your own personal website at:

[www.ylwebsite.com](http://www.ylwebsite.com)

## YLWebsite



- Professionally Designed

- Beautiful

- Simple

- Effective

- Customizable

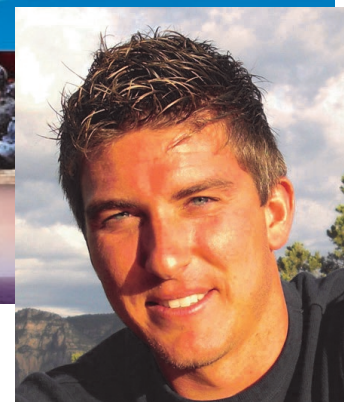
- Frequent back office updates

- Developed just for Young Living Distributors

- Convert prospects to distributors

- Integrate through your Social Media

- Automatically sign up new prospects directly in your Organization!



Designed & Created by:  
Dallas Harting

GO TO **YLWebsite.com**

# Young Living - International Grand Convention

## June 26-30 - Transformation

**Attend the International Grand Convention -- Transformation**  
at the Salt Palace Convention Center  
100 SW Temple  
Salt Lake City, Utah 84101  
358-468-2222

The convention is the one time each year when thousands of distributors learn, share, and celebrate everything essential oils! Be inspired as Young Living founder D. Gary Young explains the transformative power of Young Living for your life, health, and relationships.

New this year, Young Living's Silver, Gold, Platinum, Diamond, and Crown Diamond distributors will receive an invitation to exclusive leadership training sessions.

## Farm Day

### Young Living's Biggest Party Yet!

Join fellow distributors, family, and friends on Saturday, June 30, for the culmination of the convention experience—Farm Day. Convention attendees will be transported to Young Living's expansive lavender farm in Mona, Utah, for hands-on essential oil education, distillery tours, medieval jousting, and other all-day attractions that will culminate with a dinner, dance, and fireworks show you will not want to miss!\*

### Sawyer Brown to Perform Live

Get ready for an exclusive performance by our headlining band: country legend Sawyer Brown! This lively group has performed in front of audiences for three decades, released over 20 albums, received dozens of awards, and recorded many billboard-topping songs. Convention attendees will be able to see and hear this acclaimed band play underneath the stars. It doesn't get any better than this!

### Convention Farm Day Highlights

Distillery Tours  
Educational Workshops  
Medieval Village & Jousting  
Western Town Shootout  
Wagon Rides, Indian Village  
Lavender Fairy Tea Party  
Concessions, And much, much more!

\*One farm day ticket is included with every convention registration. Guest tickets must be purchased online, in advance, through the Housing Connection. On-site tickets will be available, while supplies last.

While at the convention you will also:

- Discover the latest in essential oil research as you hear experts speak on the healing properties of plants.
- Attend a variety of educational workshops to strengthen your product knowledge and business goals.
- Take in the sights, sounds, and smells of an essential oil-filled Product Expo, where you can sample our most popular and newly launched products.
- Pamper yourself and relax with rejuvenating Raindrop treatments and massages at the Young Living spa.
- Visit the Young Living Lavender Farm in Mona for a distillery tour to learn more about our proprietary Seed to Seal© process, and to have a fun day with lots of exciting activities.

Visit [www.youngliving.com](http://www.youngliving.com) to learn more and register!

**Cost:** \$149 with extended registration discount, \$79 for new distributors



### Mark Your Calendars

and enroll now  
to attend

Young Living's  
International Grand Convention

June 26-30

### Join us at the 2012 Convention! Earn Convention Cash

From now until May 31, you can earn up to \$200 in Convention Cash to spend on products at the 2012 International Grand Convention! Here is how:

Register for the convention by May 31 and encourage your personally sponsored, frontline distributors to do the same. The more members of your frontline who register, the more you earn!

The Convention Cash promotion gives product credits to distributors for a one-time purchase at the Product Store during the 2012 International Grand Convention. Distributors earn Convention Cash based on the number of their personally sponsored, frontline distributors who also register for the event.



# TRANSFORMATION

# 5

# Recognizing Harting's New Leaders

February 2012		March 2012	
<u>PLATINUM</u>		<u>GOLD</u>	
GABRIEL A BITAR	DANIELA RIVERA DEBRA L. MEDINA DBA EDDI RAMIREZ EYGLO JOHANNESDOTTIR GAYLEEN M. HAYNES GLADYS MARIA JIMENEZ GRILDA MERCEDES HEATHER ANN HEIDI ANN MARICLE HERWIG GRUNDNER IVONNE REYES JAMIE LEIGH CODY JANE HELEN PINKLEY JERRY BONNIE WILLIAMS JOSE ANTONIO JIMENEZ JOSE VALLEJO KATIE G LARSEN LAURA ANN WHITCHER LAURA GOBLE LIDIA NEGRILA LIDIA OPREAN LINDA L SERO PETERSON MA IRMA DEL PERAL MARGARITA ARIAS MARIA CRISTINA MARIA AYALA MARIA JAMES MARIA REGINA ROSARIO MARLENE CACIO-MEJIA MIGUEL GARZON NURIA CAMPOS NURIA VANEGAS PAULINE PEK QUALITY PHYSICAL RYAN K WATSON SHANNON HUDGENS SILVIA SOTO TATJANA DORSCH THOMAS HINES TJ SMITH SERVICES LLC VALERIE MESA WONG YING CHEUNG YU ZOE GARCIA	HO CHEE HONG JONATHAN & LAURA	MEGAN TROMBLY MEI FUNG C GEE MICHAEL MARKS MITCHELL PETREE NATURAL BEAUTY NORMA I GREEN PATSY M MCBRIDE PURE LIVING ESSENTIALS ROXANNE GAY RUTH CAROL EDGSON SABINA KA YAN KOO SARA & NICK LOECKE SASHA NICOLE SIMON GOCKERITZ SUSAN RIGGENS SWEE LIAN TAN VICKI LYNN DELANEY WANDA I ARCHILLA WANDA LEE EMERSON WILMA INES MAMANI YESENIA RODRIGUEZ
<u>GOLD</u>		<u>SILVER</u>	
MARIA CARRION PATRICIA GWEE TRINA D. GLINES		LAURIE ANN POWELL SHAMALA TAN SUM TONG NG TODD AND KRISTEN VIRGINIA BITNER YANG I FUNG	
<u>SILVER</u>		<u>EXECUTIVE</u>	
CHRISTA SMITH DANA M CHRISTISEN EVON OR DAVID HANNAH E BEALS HEILSUMEISTARASKOLINN KONG GUAN PANG OR LETICIA ELENA OMANA LORNA AND MONTY MADGE OR EDDY MARIA IONELA ANA MARTHA BITAR MILACA FLORAL NANCY FLOWERS SHIRLEY TORREZ THE VIBE CENTER LTD TORRES CARRION XAVIER FERAUD		ANA RUTH GONZALEZ ANDREW GARRISON ANGIE M ANDERSON B DIANE LAFFOON BILLIE D MANN BONNIE SINER CARMEN GARIBI OCHOA CARMEN JAUME CAROL B HICKS CINDY HARTSFIELD DANIEL HARVEY BEALS DEBBIE K GREEN GREEN COUNTRY JEWELS A WHITEHEAD JORGE COELLO JOSIAH BAILEY BEALS JOYCE ANN SWANSON KERRI D SCHUH KEVIN JONES KEVIN M WILSON LARA E AMANDA LAVONNE LOREE LIZ MOLDENHAUER MARIA TERESA JULIA MARLENE BEGGS MASON BINNS MBH CHIROPRACTIC LLC	
<u>EXECUTIVE</u>			
ABRAHAM HUAYTA ADELINE ENOCHS ALFREDO GARZON ALMA BERNICE BEN LOYD CAROL A. RAITT CARRIE LYNN WALLACE CATHY DUPLACHIN CHARITY BOSTROM COURTNEY M BYNUM CYNTHIA LEON			

***Note: This list recognizes newly earned advancements for Distributors in Marcella Vonn Harting's organization for the month listed.***



## Yes, No, Maybe Essential News

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