

# Yes, No, Maybe Essential News

Volume 6, Issue 1

www.marcellavonnharting.com

ISSUE 1, 2007

## WHY YOUNG LIVING SUPPLEMENTS?

By MARCELLA VONN HARTING

**H**ave you ever sprung out of bed in the morning with so much energy you couldn't wait to get out and take on the world? Imagine what your life would be like if you could wake up feeling that way every single day.

Your energy level and overall health are a direct reflection of what you put into your body.

Young Living has created a line of health products that will help revitalize, restore, and rejuvenate your physical well-being to help you achieve and restore your natural state of peak and vibrant health.

### Why YL Supplements?

For optimal health and energy your body depends on a balanced diet that includes all the essential nutrients. To function our best, it's natural

we look to the foods we eat to provide the vitamins, minerals, antioxidants and other nutrients to sustain us. With our busy lifestyles and fast-paced schedules, we strive to eat foods in proper portions, optimal times and balanced meals, however the modern American diet does not always provide complete nutrition.

- More that two-thirds of Americans do not receive adequate amounts of many essential nutrients
- Food processing depletes many of the basic nutrients from the final product
- Our food choices are not always for our highest good
- Standards set by various federal agencies for many essential nutrients are the amounts required to prevent deficiency diseases-not the amount required for optimal health
- Portion size is another contributing factor in maintaining a healthy lifestyle
- Misdirected good intentions-such as skipping meals, yo-

yo dieting and restricted caloric intake may lead to metabolism challenges

What we eat and how well we meet our nutritional needs have a direct impact on our overall health. When combined with proper diet, adequate rest and regular exercise, Young Living nutritional supplement can provide the foundations for a healthier life.

### Be Good To Your Liver!

Join the "Love your liver club" by feeding your body nutrient-rich foods.

**Balance Complete™** is a super-food-based meal replacement that is both a powerful nutritive energizer and a cleanser. Offering the benefits of Ningxia wolfberry powder, brown rice bran, barley grass, extra virgin coconut oil, aloe vera, cinnamon powder, and our premium whey protein blend, it is high in fiber, high in protein, and contains the good fats, enzymes, vitamins, and minerals needed for a nutritionally dynamic meal.

**NingXia Red®** is a naturally delicious, nutrient-infused wolfberry drink that will energize, fortify, and replenish your body. Rich in wide-spectrum antioxidant activity, it has the highest levels of naturally occurring,

age-defying S-ORAC activity to help support immune function, cardiovascular health, and nourish the eyes.

**Pure Protein Complete™** is the perfect anytime protein boost. High in bioactive whey protein, low in carbs, fat, and calories, each serving provides 20 grams of a proprietary whey protein blend supported by a specialized enzyme blend, a low-glycemic carbohydrate matrix, and generous amounts of complementary vitamins and minerals.

**Mineral Essence™** is a balanced, full-spectrum ionic mineral complex enhanced with essential oils. According to two time Nobel Prize winner Linus Pauling PhD. "You can trace every sickness, every disease, and every ailment to a mineral deficiency." Ionic minerals are the most fully and quickly absorbed form of minerals available.

**Omega Blue™** is a clinically proven dose of omega-3 (EPA, DHA) fatty acid nutrients. Critical for heart, eye, brain, and joint health, and is free of heavy metals, PCBs, and dioxins and offers the benefits of our Omega Enhance™ essential oil blend to ensure freshness and stability.

Change your life,  
Change the world,  
Marcella Vonn Harting

Published Quarterly

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Co-Publishers:

Marcella Vonn Harting  
and Anita Tamboli

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## Marcella Vonn Harting's Mission Statement

**M**y mission is merging science and miracles by weaving state of the art knowledge of the 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.

**Marcella Vonn Harting**

### Helping Ourselves Consciously

By Robert Tennyson Stevens

**H**ealing our lives is our most important issue as our health is our most precious asset. So many times we have used techniques of alternative health as a replacement for the allopathic mind set-this herb or oil-for that symptom. The mind set of healing disease may be much more powerfully served if we focus on healing into something specific and actually enter our new mind set of "I am healed already" and asking ourselves, "Now what is my life like?"

Using natural remedies is wonderful, important, and vital to humanities success. Using the purest oils becomes a constant tool for those committed to their most robust health. Adding to the highest quality nutrients the consciousness of our healed state becomes vital to replace limiting life symptoms with abundant life experiences. The consciousness thing is up to the individual and the practitioner involved in the individual's health path.

By being aware each symptom is just that, a symptom-not a cause-we will have the opportunity to discover what quality will replace the symptom while offering ourselves and our clients the quickest route to a healthy life. Disease-dis-ease-is a lack of ease. Being healthy therefore will require some upgrade to our lives where ease is manifest. Keeping it simple is extremely helpful in making our upgrades exact and permanent. By understanding what our symptom is calling for and adjusting our thoughts, words and feelings while adjusting our health regime we can greatly enhance and quicken our healing time. Not healing the dis-ease, healing into something specific. Our inner and outer language all plays a creative role in our healthy life while our body language accurately translated offers us the understanding of what our Spirit is asking us to correct. Both languages are speaking clearly and specifically

for those committed to listen and respond.

Imagine knowing what each symptom was caused by in limited thinking-language-feeling activity. Imagine adding to your health program the consciousness required to upgrade the limitation into your personal and physical health.

Imagine having the skill to hear the call of your Heart and be able to translate each symptom into your strength while also having the best nutrients to assist the return of some faith, trust, ease, comfort, assimilation and bodily function.

Imagine, as an example, using Brain Power while saying "I remember, I create with ease, I enjoy my brilliance, my genius is always divinely active."

Having tools of consciousness, and what we heal into is as important as knowing how to heal. Otherwise the symptom just changes shape, requiring another remedy, then another, then another. Consciousness is the bottom line. We are what we are conscious of being.

I can offer you two tools here. Conscious Language™ and Sacred Body Language Translation. I also suggest you create a Consciousness Team and help each other discover what your ideal life, health, abundance and relationships are and then actively live them. Just being together and noticing each other's body language and loving coaching each other into our healthy lives is fun, and community building. We have these bodies for a reason. We have our tongues for a reason. We have these nutrients and essential oils for a reason. Let us use them carefully and consciously.

For more information on Conscious Language™ and Sacred Body Language Translations books, CDs and DVDs go to [masterysystems.com](http://masterysystems.com) Robert Tennyson Stevens Mastery Systems University, 352 Depot Street, Suite 210, Asheville, NC 28801 828-258-2220

### Attention Deficit and Hyperactivity Disorder (ADHD) a study by TERRY S FRIEDMANN, M.D., A.B.H.M.

Attention deficit and hyperactivity disorder is one of the most frequently diagnosed disorders in young children and teenagers. Several million children are reported to be treated for ADHD; however, some school classrooms report that as high as 30% of the students have this illness. The child is normally diagnosed with ADHD between the ages of 6 and 12 years of age. The symptoms are usually; **Inattention** - Having a shorter than usual attention span and can be easily distracted. **Impulsivity** - Not being able to control impulses. **Hyperactivity** - Periodic over activity. Once the diagnosis is made. the common treatment for ADHD is the drug Ritalin. Unfortunately, Ritalin simply controls the symptoms of ADHD in only 70% of the cases, but does not cure the condition. In addition, Ritalin has found to have produced side effects in the children, at times serious and sometimes permanent. I have long felt the need to offer my patients an alternative to the drug Ritalin- something that is natural and safe. Consequently, this led me on a trial study of natural products, which took me two years to complete. Even though it was a small study including 40 children from the ages of 6 to 14, the final results were very rewarding.

When the subjects initially entered the study, they were administered a T.O.V.A. test. The T.O.V.A. interpretation evaluates attention to stimuli in comparison to the norms, thereby measuring the degree of impulsivity, which is one of the symptoms of ADHD. This then detects the possible presence of ADHD.

Six subjects were given Cedarwood oil and six were given Vetiver oil. The subjects were asked to inhale the oil three times a day, using a technique of holding the open bottle next to the nostrils and taking three deep inhalations. The essential oil was inhaled daily (Continued on page 4)

## The Doctors Forum By Dr. Ken Krieger

**B**ACK TO THE FUNDAMENTALS! When I was playing high school and college sports, the MAIN THING, WAS THE MAIN THING, WAS THE MAIN THING! What in the world does that mean? It means, we were always taught, and re-taught, the fundamentals. "THE MAIN THING!!" In baseball, as an infielder, it was picking up grounders, then throwing to first base, over and over and over. In football, it was "wind sprints", tackling, blocking, over and over and over. We hated it, but when game time came, we were prepared! Being the best prepared team, made us WINNERS! Are we prepared in knowing the truth about what we tell others about the essential oils that we truly love? That is why we must work over and over and over, on the fundamentals of what essential oils are, how they work, and why YLEO's are the best money can buy! So let's talk about a subject that people think they know everything about. Let's talk

about the word "organic". ORGANIC.....we all have an idea what organic "is", but what does it really mean? It's and adjective which means; of or having to do with an organ; inherent; constitutional; systematically arranged; designating any chemical compound containing carbon; designating or of the branch of chemistry dealing with carbon compounds; of, like, or derived from living organisms; in philosophy, having a complex but necessary interrelationship of parts, like that in living things; a living thing grown in the absence of outside chemicals. What we see here is an array of many descriptions of what organic really is. Then what is an organic essential oil? It is a carbon based plant extract, that "should" be grown in a non chemical environment to have the greatest effect on what it is being applied on, or in, for the greatest biochemical good. WOW! What a lot of words, that can fall on deaf ears. It

really shouldn't! Go to any health food store, and the majority of their "essential" oils are adulterated with byproducts of a non "organic" origin, and yet being sold on the fact (really fiction) that they are "pure". Don't let anyone talk you into using an adulterated essential oil. They are "cheap" for a reason! Why do we use YLEO'S? Because they are NOT adulterated. You truly "get what you paid for" with Young Living. Don't sell yourself, or our products short any longer! Tell others you will only use the best, so that's why you distribute the best.

Yours for better health, naturally,  
Dr. Krieger

YLEO Distributors

“You don’t need to apply  
for this job,  
you just need to  
apply yourself.”

Cindy Earl

## The Customer Reactivation Letter

by James Dillehay

Customer reactivation letters are an overlooked opportunity in network marketing. Young Living saw success with their recent customer reactivation incentive offer to members who've dropped off the active list. Now that the company has shown you the way, reach out with your own personalized reactivation letter to win back past customers in your organization.

According to one study, the average business loses about 20% of its customers annually. Over half of businesses consider lapsed customers as forfeited and do little or nothing to get them back. However, many of these former customers can be reactivated. Statistically, the average company has a 20 to 40% probability of getting lapsed customers to buy again. Compare that to the only 5 to 20% probability of making a first sale to a new prospect and you'll see the payoff in marketing to customers who've already

proven they will buy your product.

Go through your genealogy and list the names of people who haven't ordered in a couple of months. Create a mail-merge document which will become a personalized customer reactivation letter. In your letter, convey that you miss the person as a customer and you would like to have them back.

Here are some tips to include in your letter to help reactivate former customers:

Learn which products customers bought before. When you can learn the person's needs, point out the benefits of reordering the product that fills those needs.

Include testimonials from satisfied customers in your letter.

Include a sample of a product that's getting great customer feedback.

If there's a special promotion going on, emphasize the need to order now to save money.

State a reason why you are writing. For instance, you are updating your records and would like to make sure the person knows they qualify for a discount or are about to lose their ability to order wholesale.

Add a photo image of yourself. People like to know or be reminded of who they are doing business with.

*Author:* James Dillehay is co-author along with Marcella Vonn Harting of the forthcoming book, *Guerrilla Multi-level Marketing*. Author of seven books and numerous articles, James is a Certified Guerrilla Marketing Coach. He will present a Guerrilla Multilevel Marketing introduction training March 7, 2007 at Marcella Vonn Harting's home in Paradise Valley. Get his free newsletter with proven guerrilla tactics for growing your network marketing business at [www.GMMLM.com](http://www.GMMLM.com).

