

Education beyond the basics
Lesson 5: Mood Management and
Emotional Health

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Mood management and Emotional Health

Notes

The Effects of Emotional and Mental Illness

- Preschoolers are the fastest growing age group being prescribed anti-depressants. An estimated 4% of preschoolers are clinically depressed.
- Depression will be the second largest killer after heart disease by 2020 - and studies show depression is a contributory factor to fatal coronary disease.
- In Australia Anxiety disorders affect around 14% and Depression affects around 6% of the adult population every year. Around 7.3 million or 45% of Australians aged 16 to 85 years will experience a common mental health-related condition in their lifetime.
- Stress also contributes to the development of alcoholism, obesity, suicide, drug addiction, smoking and other harmful behaviour.

Brain Chemistry

- All of the “feeling” and “thinking” we do is accomplished by electricity and chemistry.
- Our moods are a complex interplay of emotional and physical components.
- There are about 160,000 kilometers of blood vessels in the brain. If stretched out, they would circle the earth more than 4four times.

Blood-Brain Barrier

What is it?

This barrier is made up of interstitial tissues of the brain. It serves as a barricade, keeping damaging substances from entering the cerebrospinal fluid and reaching the neurons of the brain. Only small-sized molecules, typically lipid-soluble, are allowed to pass through the protective barrier. Water-soluble molecules, on the other hand, do not penetrate the barrier even when small. Recent scientific studies indicate that in order for a molecule to cross the blood-brain barrier, it must be less than 800 amu (atomic mass unit).



Interstitial Tissue - tissue situated between the cells of a structure or part

Lipid-Soluble - any group of organic compounds that are greasy to the touch, insoluble in water and soluble in alcohol and ether.

Water-Soluble - soluble in water (of a substance), capable of being dissolved in some solvent (usually water).

Notes

Why do Essential Oils Work So Efficiently?

- Composed of small and lipid molecules (less than 500 amu).
- Many varieties cross the blood-brain barrier
- Addresses physical, mental, emotional and spiritual issues.
 - *Emotions are often the root causes of many physical illnesses*

What Does One Drop look Like?

One drop contains approximately
40 million trillion molecules
(40,000,000,000,000,000,000)

We have 100 trillion cells in our body. One drop of essential oil contains enough molecules to cover every cell in our body with 40,000 molecules.



The Power of Aroma

What smells bring back memories for you?

- Smell, almost more than any other sense, has the ability to dredge up memories, change moods, or ease tensions.
- Your sense of smell is 10,000 times more sensitive than any of your other senses
- Smell recognition is immediate

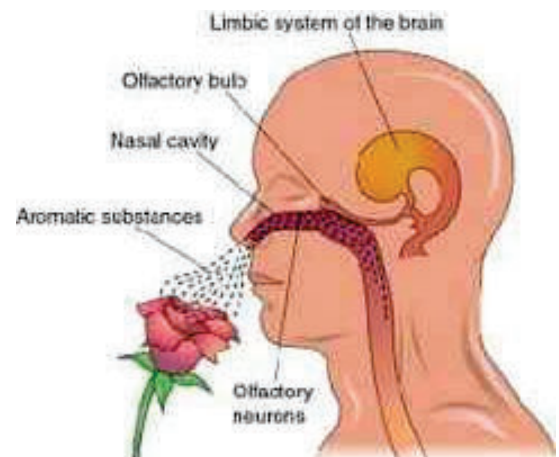
Diffusing Essential Oils

A diffuser is a tool to distribute Essential Oils into the air creating an impact on the human body using the sense of smell



Olfactory

- The nose is an “outer extension” of the brain.
- Inhaling: THE fastest way to get to the emotional centre of the brain.
- The molecules in Essential Oils travel quickly to the Amygdala, immediately affecting mood.



Common Mood Ailments

Depression - Depressive disorders affect approximately 700,000 Australian adults or about 6% (18.8 million US adults or 9.5%) in a given year. This includes major depressive disorder, dysthymic disorder and bipolar disorder.

Suggested doTERRA Products to use:

- Balance
- Frankincense
- Solace
- Citrus Oils
- Melissa
- Elevation
- Patchouli



Anxiety - Anxiety disorders affect approximately 1.5 million Australian adults or about 14% (18.8 million US adults or 9.5%) in a given year.

Suggested doTERRA Products to use:

- AromaTouch
- Elevation
- Lime
- Basil
- Frankincense
- Peppermint
- Breathe
- Lavender
- Serenity

Stress - Stress effects the immune system, which protects us from many serious diseases. Stress contributes to heart disease, high blood pressure, strokes and other illnesses in many individuals.

Suggested doTERRA Products to use

- Balance
- Frankincense
- Marjoram
- Sandalwood
- Citrus Bliss
- Laveder
- Past Tense
- Serenity
- Elevation
- Life Long Vitality
- Patchouli
- Ylang Ylang

Hormone balance is critical for our emotional well-being. Hormonal imbalance can lead to intense anxiety, depression, lethargy, irritability, inability to concentrate and mood swings

Depression/Anxiety: Suggested Daily Routine for Beginners

| Morning | Throughout Day | Night |
|--|---|---|
| <p>Frankincense: put one drop on thumb and place in roof of mouth. one drop on back of neck</p> <p>Balance: one drop on bottom of feet</p> | <p>Citrus Oils: diffuse</p> <p>Serenity: for anxiety or stress, place one drop on earlobes, temple or back of neck.</p> <p>Whisper: to balance hormones, put one drop on bottom of feet.</p> | <p>Frankincense: put one drop on thumb and place in roof of mouth. one drop on back of neck</p> <p>Balance: one drop on bottom of feet</p> <p>Calming Oil: diffuse (ie. Lavender, Sandalwood, Ylang Ylang)</p> |

ADD/ADHD - InTune - Focus Blend

InTune is a blend of essential oils selected for their ability to enhance focus and support healthy thought processes. This blend helps those who have difficulty paying attention to stay on task and sustain focus.

- Promotes clarity of thought
- Increases alertness and centres thought processes
- Frankincense, Lime and Hawaiian Sandalwood helps with focus and attention span.
- Ylang Ylang, Amyris and Roman Chamomile has calming and soothing properties.



Notes

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Discovering Your Routine

Have you ever wondered - which oil do I use?

This exercise will take your knowledge beyond the basics of knowing essential oils to understanding them on a personal level. Essential Oils are like our own bodies. They have individual personalities and, like each one of us, they don't always follow the same rules. What works great for one person, might not be the right answer for another person.

Journaling and recording your experiences is a great way to become a resource for yourself and those around you. By establishing a relationship with the oils and getting to know how they feel, you will know which one to reach for at a moment's notice.

1

2

3

Start by picking three oils to **smell, feel and apply**. Pay close attention to where they go. Then ask yourself:

- How do they feel?
- Where in the body did the aroma rest?
- What were your thoughts?
- Were your thoughts clear or bothered?
- did you feel comforted or vulnerable?

** You can record the experiences for up to 2 hours.*

By using this process you will begin to create a library of information that you will turn back to time and time again.

Loyalty Rewards Program

| Months 1 to 3 | Months 4 to 6 | Months 7 to 9 | Months 10 to 12 | Months 13+ |
|------------------|------------------|------------------|--------------------|---------------|
| 10% | 15% | 20% | 25% | 30% |

- Free Products
- Completely Optional
- Flexible Dates (1st to 28th)
- View Reward Points Online
- 50PV Accrues Points
- 125 PV by the 15th = **Free** Product of the Month (POM)

How To Present

There are lots of ways to present:

- In home class
- One-on-one
- Over the phone/skype
- Webinar/Screen sharing
- Large events
- 2 min presentations (Elevator pitch)
- Markets/Fairs/Stalls

4 steps to an Effective Presentation

- 1. Present Yourself - within 30 seconds people will already have judged whether or not they will buy from you.**
 - Never make apologies or excuses
 - Your words reflect you: enthusiasm
 - Dress the part - stand up
 - Be aware of your body language
 - Share your story
- 2. Present your message**
 - Use presentation tools (flip charts, powerpoint, dvd)
 - Use notes
 - Know your audience
 - Ask questions and involve the guests
 - Keep it simple
- 3. Extend an invitation**
 - Tell them how to buy the product
 - Invite them to take action
 - Stay on time
- 4. Answer questions**
 - Listen to their concerns and needs
 - Say "I don't know, but will find out"
 - Talk to everyone present



Practice and most importantly, **SHOW YOUR PASSION** for why you are teaching them, and they will feel that you are authentic.



Keep what you teach as simple as what you do - and what you do as simple as what you teach. Enough said! - **Michael S Clouse**



Book Recommendation -

Learning the Business One Story at a Time - by Michael Clouse

<http://www.amazon.com/Learning-Business-One-Story-Time/dp/0963594958>

Presentation

- Does your introduction grab participant's attention and explain your objectives?
- Do you follow this by clearly defining the points of the presentation?
- Are these main points in logical sequence?
- Do these flow well?
- Do the main points need support from visual aids?
- Does your closing summarize the presentation clearly and concisely?
- Is the conclusion strong?
- Have you tied the conclusion to the introduction?

Delivery

- Are you knowledgeable about the topic covered in your presentation?
- Do you have your notes in order?
- Where and how will you present (indoors, outdoors, standing, sitting, etc.)?
- Have you visited the presentation site?
- Have you checked your visual aids to ensure they are working and you know how to use them?

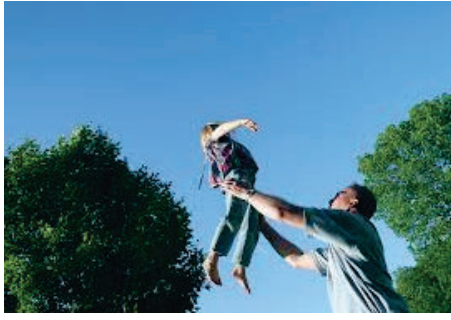
Appearance

- Make sure you are dressed and groomed appropriately and in keeping with the audience's expectations.
- Practice your speech standing (or sitting, if applicable), paying close attention to your body language, even your posture, both of which will be assessed by the audience.

Visual Aids

- Are the visual aids easy to read and easy to understand?
- Are they tied into the points you are trying to communicate?
- Can they be easily seen from all areas of the room?

Problems you foresee:



Congratulations on becoming an Independent Product Consultant with doTERRA. These tested pure, certified therapeutic essential oil products are redefining healthcare throughout the world. These are the highest quality essential oils available. With this training series you will take your knowledge to a new level, beyond the basics. You will also be able to teach your growing team about these incredible products. This will enable individuals to take control of their own health and well being.

Classes in the Series

Class 1: Essential Oil Foundation

Class 2: Power of Proper Health

Class 3: Body Systems

Class 4: Natural and Permanent Weight Management

Class 5: Mood Management and Emotional Health

Class 6: Pain Management and Body Balancing with Aroma Touch Technique

Class 7: Family Health and Hormone Balance

Class 8: Essential Science



The advice shared has not been evaluated by the TGA. The products and methods recommended are not intended to diagnose, treat, cure or prevent any illness or disease, nor is it intended to replace medical help. As members look for answers, kindly understand that essential oils work to help bring the body into balance - thus helping the body's natural defences to restore homeostasis. essential oils are not used to "treat" medical problems.