

Because they share a passion for Young Living's essential oils, Mary Ann Wallace (left) and her daughter, Jenessa Manley, love working together as a mother/daughter team. "This business has become a passion for us — to share the products and the opportunity," Mary Ann says. "The passion fuels our energy and our efforts. I know we can achieve anything we need to accomplish if we have a purpose and a dream and are willing to go beyond what we think we can do. Relationships and teamwork are essential."



# All NATURAL

Mother-daughter team is a **NATURAL FIT** for Young Living

**J**enessa Wallace Manley remembers her growing-up years being full of organic living — natural health remedies, gardens and herbs were just a few of the interests she enjoyed with her parents and two siblings. As a teenager, Jenessa began to learn about the chemicals and toxins typically found in soaps and shampoos, and she decided to embark on a new business venture with her mother, Mary Ann Wallace.

"As Jenessa learned more and more about health and how to maintain it, her interests flowed into personal care products," Mary Ann says. "She inspired us to start a natural soap and shampoo company using our goat's milk. What we came up with was incredible. The more we adjusted our recipe, the better our products became."

## JUST ADD OIL

When a friend suggested they add essential oils to their handcrafted soap and shampoo recipes, Jenessa didn't pay much attention.

"I didn't know much about essential oils — I thought they were just bottles of smelly stuff used by hippies," Jenessa says. "We tried using essential oils from health food stores, but they didn't work. When Young Living came along we thought, 'Oh yeah, more oils.' But we found the proof in using them. Now we've been using them for six years."

One of the family's first experiences with Young Living oils came when Mary Ann's son, who had never had allergies before, was overtaken by hay fever.

"All of a sudden he was sneezing, congested, his eyes were swollen shut and he woke us up in the middle of the night saying he couldn't breathe," Mary Ann says. "I got the bottle of lavender and put some drops on his chest and in his hands and had him breathe the vapors. He was comforted immediately. I would not have believed it if someone else had told me about it. I was amazed."

A few days later, a friend came to Mary Ann for help with her son's shingles. Mary Ann sent her friend home with three essential oils, which her friend used.


The friend believed in the products so much that she wanted to get involved with Young Living Essential Oils as a business opportunity. After learning this, Mary Ann also decided to join Young Living as a distributor.



## THE NATURE OF THE BUSINESS

Mary Ann and Jenessa are equally passionate about the business — and about working together.

They share the responsibility of teaching health education classes, business building classes, networking one-on-one with their Young Living members, and taking care of Jenessa's three children.

"When we're working together, we get to spend time together. It has been a family effort," Mary Ann says. "We are really fortunate to be blessed with a closeness — not only in living near each other, but in our relationship." 

## TEAM *Stats*

**FAMILY** Mary Ann and Steve Wallace have three children (including Jenessa Wallace Manley) and three grandchildren, who are the children of Jenessa and her husband, Michael.

**PREVIOUS OCCUPATIONS** Mary Ann has taught high school biology, anatomy, physiology and algebra. She has also worked as a pastry chef and currently teaches writing skills to homeschooled elementary and middle school students. Mary Ann and Jenessa have run a catering company and a natural soap/shampoo company.

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**MARY ANN'S FAVORITE ESSENTIAL OIL** Frankincense. "I believe it can accomplish the most good for the most people. It is emotionally stabilizing and grounding, has anti-inflammatory properties and repairs DNA. The oil is a big gun for any ailment, though it is gentle and non-toxic."

**JENESSA'S FAVORITE ESSENTIAL OIL** Di-Gize. "When you travel with kids you pick up germs, so it's nice to know you can take something to settle your stomach. I don't think I could live without it."

**FAVORITE QUOTE** "The first responsibility of a leader is to define reality. The last is to say thank you. In between, the leader is a servant." — Max Depree