

Kristy Ayers (right) relied on her medical background to treat her arthritis. But when she learned more about oils she wanted to share the good news with family, including Amanda Ayers, her daughter-in-law (left). The two women, along with their husbands, support each other as they build their Young Living business.

Photo by Garity Photo



All in THE FAMILY

Kristy Ayers builds her **BUSINESS BY CENTERING** on family

As a registered nurse with 20-plus years in the healthcare industry, Kristy Ayers had the best resources at her fingertips when she developed arthritis and fibromyalgia in her 40s. Following protocol, she received multiple shots each week and began taking the prescription drugs recommended by doctors to relieve the inflammation that had spread throughout her body.

When Kristy reached the point where it hurt to push open a door or lift a cup of coffee, she knew it was time to try something new.

FOLLOWING SISTERLY ADVICE

Around this time, Kristy's sister-in-law suggested she try Young Living's essential oils.

"I didn't believe any of it. I thought, 'What do they know? They're not in the medical field,'" Kristy says. "But my sister-in-law kept telling me what she knew about it, and she finally convinced me to go to a convention where I could hear the science and research behind the oils."

What Kristy learned at the convention was powerful. Over the next six months as she used Young Living's products, Kristy was comforted.

"It was like waking up one day and saying, 'I don't hurt anywhere,'" she says. "Then I thought, 'I had better share this.'"

LIKE MOTHER, LIKE DAUGHTER-IN-LAW

Kristy started by sending a few products to her daughter-in-law, Amanda, whose son suffered from eczema, allergies and asthma.

Amanda utilized the oils for a variety of her family's health issues.

Although Amanda and her husband, Dan, were involved with a different network marketing company, it didn't take much to convince them to join Young Living.

Like her mother-in-law, Amanda found she couldn't help but share her family's great results.

A FAMILY AFFAIR

Last spring, Kristy's husband, Jim, came on board, and the two couples have met incredible success by teaming up.

Kristy and Jim run a series of successful health and wellness classes using Kristy's medical expertise.


Amanda, who is a mother of four, does her part by reaching out to members of various mothers' groups. Dan, a daytime plumber, spreads the Young Living

BY Ashley DICKSON

message when clients complain of aches and pains. But the best part? Each member of the family is there to lend a hand. If Amanda is busy with her children and can't leave the house, Kristy might step in to

bring oils to Dan's plumbing clients.

At their nutrition classes, Jim relates well to the male participants who are interested in the business opportunity.

"We're there as a support for each other," Amanda says. "Building a business like this with your family is a wonderful experience. We're all working for a common goal. We're all sharing what Young Living has done in our lives. We're all passionate about the same thing." 



All it takes is one look at the Young Living Incentive Cruise standings to see the Ayers' success. In 2009, Kristy and Jim came in at No. 70, with Amanda and Dan not far behind at No. 85. For the 2010 cruise, Kristy and Jim are ranked within the top 10 of all Young Living consultants.

KRISTY counts

FAMILY Husband, Jim; two children, four grandchildren

PREVIOUS WORK INDUSTRIES Intensive care, home health, medical case management, hospital management

FAVORITE ESSENTIAL OIL Abundance. "I rub it on the front of my throat with the intention of abundance coming to us — and it does. At the market where we display our oils, the people across the way sell vinegrettes and olive oils. One day they came to our table to ask what we had, and we asked them to try our abundance oil. They did, and after that they had more sales than they'd ever had. They didn't believe it could be the oil, but every time they wore it they hit their goals!"