

Star Moree has found a successful niche as a Young Living distributor. Clients and friends seek her out for her knowledge of natural remedies.

InStudio by Kenneth Lange

# Starring STAR

Gold level Star Moree increases the health of **HERSELF AND OTHERS** as a successful Young Living distributor

**A**s a physical therapist, Star Moree had patients coming to her with chronic illness issues such as fibromyalgia, and she felt there was little she could do to help them. “I felt like a portion was missing,” Star says. “Prescription drugs weren’t always the answer for people. I knew we needed to get back to eating properly and taking a more natural approach to health.”

Star began feeling like an “information sponge.” She read every natural health magazine that came her way, including “Alternative Medicine,” which she read cover to cover every time — ads included.

She sent for information in 1997 from a couple of different advertisements that mentioned “biblical secrets.” Both ads were from the same people — Nancy and Alan of Vitality Consulting in Arizona, who became her sponsor in Young Living.

“Nancy and I talked on the phone, and she told me that I had found what I was looking for,” Star says. “And I believed that it really was.”

Star bought herself an Essential 7 kit for Christmas in 1997. In January 1998, she became an official Young Living distributor.

The first couple of years in Young Living, Star’s primary objective was to heal herself.

“I was looking for answers to help me deal with old figure skating injuries, acne and shoulder problems,” Star says. “My joints had been overmanipulated because the other students would practice on me in physical therapy school.”

As she gained confidence in her knowledge of oils, she gradually extended help to family, friends and clients. She began giving an average of 10 Raindrop treatments per week.

“I’ve been able to help so many people with these products — especially those under my own roof,” Star says. “My husband was a Division I college hockey player, and he came with his own set of ailments. He continues to be active as a barefoot water skier and slalom skier. There have been times that I have thought we had a serious medical emergency on our hands, but we just kept putting oils on. And the oils work.”



BY JEANETTE  
BENNETT

## YOUNG BUT NOT RESTLESS

Star, age 42, went to her 20-year high school reunion where everyone called out her name in a verbal vote for the “Person Who Changed The Least.”

“Everyone said I looked just like I did in high school,” she says. “I wish I would have had these oils in high school along with all the training to use them.”

It took several years after high school for Star to find natural remedies. After college, Star met her husband, David, who had an acronym to describe their relationship — TSIO or “The Search Is Over.”

TSIO meant that Star was the woman David had been looking for. The next big search continued as Star was looking for answers to treating the whole person as part of her physical therapy practice.

“I really was searching for those things that would help people,” Star says. “I was praying and actively searching for answers when I found those two advertisements. ‘What did Jesus have that we could have today?’ I was inspired.”

And she knew it was TSIO.

## DO IT YOUR WAY

**S**tar set her goal to build her Young Living organization, but for a while she didn’t know how to share her goal with others. “We’re all unique,” Star says of the Young Living distributorship. “I finally figured out that I should use the approaches that I’m comfortable with.”

One of Star’s methods of success is Bath and Body Care Workshops — essentially a home spa experience.

“I’ve had people see what I’m doing and say, ‘If I had known I could share Young Living this way, I would have started years ago,’” she says. “You learn what works as you go.”

Star was shining before her time with her “Star Party Program.” She encouraged people to have home parties to introduce the products, and she gave gifts to the hostesses. Now Young Living is gearing up to start an official home party program.

Star Moree is a believer in the products she shares with others. She goes through a bottle of lavender every month — her kids seek it out when they get hurt or sunburned.



InStudio by Kenneth Linde

### SHINE ON

Before Star joined Young Living, she was uncomfortable speaking in front of crowds. Her face and neck turned tomato red. “But now I have a good time with it,” Star says. “I can be jovial. I never dreamed I would become comfortable in front of people.” Star began gaining confidence and placing local and national advertisements for her Young Living products. She also started teaching classes at a natural health clinic in her area. Her reputation and her business were growing. Before long, she reached the rank of Gold with Young Living. Star’s achievements have been largely based on helping and teaching others. For example, an elderly man came to see her because his feet were dry and scaly. By using lavender diluted with V6 mixing oil on his feet, he soon had soft and supple heels. Another person came in with a sore shoulder. Star put lavender, wintergreen and peppermint to use — (peppermint is known as

the “driving” oil). Star could share storylines like these for hours.

### FOCUS ON FAMILY

David and Star decided early on that they didn’t want to have children unless she was able to cut back to part-time work. “I didn’t want to be a mother spending 40-plus hours in a hospital setting,” says Star, now a mother of two. “Young Living has enabled me to develop a flexible schedule.” Star works on her business for about 20 hours per week in the summer and increases to about 30 hours per week during the school year. This includes treating clients for about 10 to 12 hours per week. “I’m a worker bee, and sometimes I have to pull back so I don’t work too much,” Star says. “My husband loves to play, so he keeps me in balance.” Star fits Young Living around her everyday life. She answers e-mails before and after taking her daughter to gymnastics. Star also teaches figure skating and started a non-profit with her husband called Cutting Edge Skating School, which allows more people to enjoy hockey and recreational skating without the financial barrier. “My business allows me to fill my life with variety and flexibility,” Star says. “The beauty of being self-motivated is that I can flex my schedule and still find time to get everything done.” Star and her family recently relocated from Minnesota to Washington to be closer to family. Her Young Living income enabled the family to make the move and take the time to re-establish professional relationships and extracurricular activities. “I have an established business that I brought with me,” Star says. “We are so fortunate.”

### LOOKING BACK, LOOKING FORWARD

Star grew up in an economically challenged home. Her parents divorced when she was young, and she stayed with her mother and grew up in a “tar paper shack” with outhouses in the back until she was 12 and her mother remarried. “For me I’m not motivated as much by a big dream house as I am by financial stability and being able to help others,” she says. Right now, her main focus is helping her family. “Keeping my family together is important to me,” Star says. “In the past few years, I haven’t pushed myself to work as much as maybe I could have if I didn’t have children. But if I build my business and don’t have time for family, what will I have accomplished?”

## SHINING Star

- Family** Husband, David, who is a mortgage consultant. Daughter Madalyn is 8. Son Mason is 5.
- Hometown** Recently moved to Bellingham, Wash., from Minnesota
- Young Living Rank** Gold
- Hobbies** Figure skating, teaching classes, spending time with family

I will regret not having time with my children.”

Star identifies with the Young Living motto of Wellness, Purpose, Abundance. “That fits,” she says. “This business has allowed me the opportunity to teach, to travel and to treat as many people as I feel called to treat. And I do it without disrupting the family life that is so important to me.”

### THIS ONE’S FOR THE GIRLS

Even though women are busy wearing many hats, they tend to be the ones who thrive in oils and in direct sales. “Women are the nurturing caregivers of the family,” Star says. “Women are usually drawn to Young Living first, but then when the husband sees the benefits he jumps on board.” Women are influencers in their families and beyond. Star’s example of using oils has been passed onto her children. “My kids run for the lavender oil if they get sunburned,” Star says. Through meeting and sharing ideas with other like-minded women, Star has developed hundreds of new friends — and gathered soup recipes. “My husband has always been supportive, but he especially enjoys it when I host events with my certain group of friends who make an amazing wild rice soup,” she says. “I always come home with a quart-sized jar for my husband.”

### TIME IS RIGHT

With a current economic environment that includes downsizing and investment losses, more families are lacking security. “People are looking for extra income without losing their flexibility,” Star says. Families who go bankrupt are, on average, short just \$500 per month. This income is easily acquired by a self-motivated distributor. “The more motivated you are, the better you can do,” she says. Star suggests starting by using the product yourself. Then start sharing the product with family and friends. “It’s really people’s stories that help others understand the day-to-day value of what we have in the oils,” Star says. If you start sharing your story in earnest, you will earn enough to no longer have to pay for your products every month. “Then as your circle gets larger, you can quickly move up the generous Young Living compensation plan,” Star says.

### GOAL!


Every January, Star writes down her goals for the upcoming year in a notebook, which is something she was inspired to do after reading “Write It Down, Make It Happen” by Henriette Anne Klauser. “Throughout the year, I look back and see where I am,” Star says. “I notice where I’m not achieving and tweak what I’m doing to match my annual goals.” Star is motivated by a feeling of purpose in her life. “Purpose is a big thing for me,” she says. “That’s why I love Young Living. They give back to the community. They feel like family — every convention feels like a family reunion. I like to find out where Young Living has taken everyone. It’s taken me to places much greater than what I envisioned for myself when I graduated from college. And I continue to set goals and improve.”

### ANYBODY CAN DO THIS

As Star has grown her business — and helped others to do the same — she’s seen common traits among success stories.

“People do well if they are self-motivated and if they see the purpose and vision of Young Living,” she says. “If they can see how Young Living can change their life, they aren’t afraid to step outside the box.”

Many people, including Star in the beginning, are fearful of joining because they don’t want to be a salesperson. “It’s not about selling — it’s about sharing and putting out positive energy,” Star says. “We provide information so people can make the best choice. We tell them what the products do and don’t do. I offer options, and it feels comfortable to me.”

Star’s newfound ease in public speaking has led to her giving presentations about oils and aromatherapy to organizations such as the Minnesota Stateside Activity Professionals, Minnesota Health and Housing Alliance and the Minnesota Physical Therapy Board. “What we do doesn’t replace traditional medicine,” Star says. “Everything has its place. Western medicine is good in urgent care. Natural treatments help with other ailments so we’re not clogging up the doctors’ offices.” Star’s hope is that as a society we can learn to stay well through natural means. “Young Living is my wellness plan,” she says. Star is living well because of her connection to Young Living. “And it’s all because one man and one woman — Gary and Mary Young — teamed together to create this wonderful company,” Star says. 

## DROPS OF WISDOM

Star shares her favorite Young Living products

- Star carries Thieves hand sanitizer in her purse to help reduce the spread of germs.
- When Star has friends who are trying to give up carbonation, she suggests a drop of lemon oil in water. “It purifies the water and makes it taste refreshing,” Star says.
- Star uses a bottle of lavender each month to help with skin issues and abrasions. Her children use lavender to cool down their summer sunburns.
- Star’s new West Coast house doesn’t have air conditioning, so she uses peppermint to stay cool by putting one or two drops in a gallon of drinking water. Also, a dab of peppermint behind the ears cools the body. In addition, she dilutes peppermint in lotion.
- To assist with Star’s oily and acne-challenged skin, she uses frankincense (which repairs DNA), lavender, Copaiba, Melaleuca Alternifolia.
- Star also loves the Copaiba from Brazil. “It is very mild smelling and soothing to the skin,” she says.
- Star uses the Young Living supplement of Sulfurzyme. “It is good for many different things, including the breakdown of lactic acid, which makes it great for athletes,” she says.

