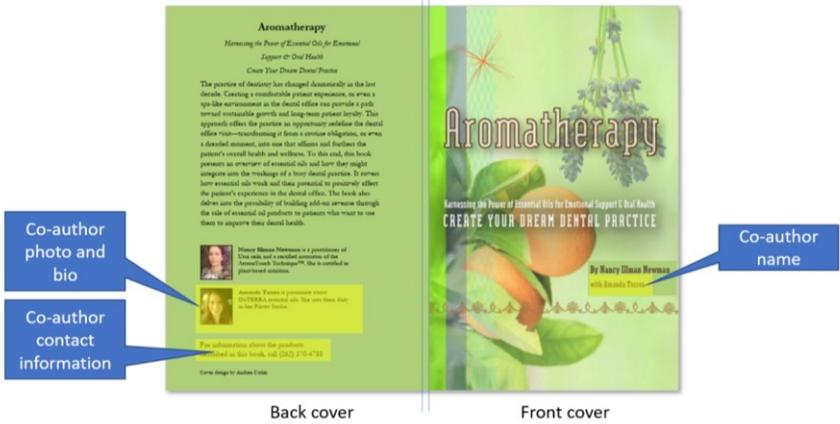


# Cover Customization



# Aromatherapy

*Harnessing the Power of Essential Oils for Emotional*

*Support & Oral Health*

*Create Your Dream Dental Practice*

By Nancy Illman

with [Co-Author]



CREATE YOUR DREAM DENTAL OFFICE WITH AROMATHERAPY  
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For information about the products  
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## **FDA Disclaimer**

The information, advice, statements, and testimonials made about the essential oils, blends, and products mentioned in this book have not been evaluated by the United States Food and Drug Administration (FDA). The information in this book and the products listed are not intended to diagnose, treat, cure, or prevent disease, nor are they intended to replace proper medical help or dental treatment. It is always recommended to consult with a healthcare professional before starting any regimen with essential oils. Testimonials and studies do not constitute a guarantee that you will achieve the same results — what works for one person may not work for another.

My intention is to share the benefits of essential oils with everyone. I try to provide as much information as possible about the oils and how they can be used specifically within the setting of a dental office. Although I prefer a particular brand because it has worked well for me and my family, friends, and clients, because of the sourcing methods employed by that company, and their impact on the environment and on the communities that grow and harvest the plants, where you source your essential oils is entirely up to you. Please use the information in this book to help you better understand how to use essential oils safely and effectively.

~Nancy Illman Newman



# Preface

[Suggested text] Essential oils can be a foundation of wellness, in my experience. I've been using essential oils for years now. My clients have found the oils to be useful in helping them relax and focus. The pleasant aroma is only part of the story. The oils work with the body's inner systems to promote alignment of mind and body.

Having spoken with many dental practices about wellness and patient experience, I have come to the conclusion that essential oils could be a valuable addition to the dental patient experience. Based on insights I've developed over time, in partnership with my co-author, Nancy Illman Newman, this book offers thoughts about ways that essential oils can enhance a visit to the dentist.

I look forward to partnering with you for success in your dental practice.

*[Co-Author]*

*[Date]*



# Foreword

The practice of dentistry has changed dramatically in the last decade. Changes in insurance reimbursement and patient expectations have led to a situation where dental practices that offer distinctive services and patient experiences are best able to maintain strong profitability.

Creating a comfortable patient experience, or even a spa-like environment in the dental office can provide a path toward sustainable growth and long-term patient loyalty. This approach offers the practice an opportunity to redefine the dental office visit—transforming it from a routine obligation, or even a dreaded moment, into one that affirms and furthers the patient’s overall health and wellness.

To this end, this book presents an overview of essential oils and how they might integrate into the workings of a busy dental practice. It covers how essential oils work and their potential to positively affect the patient’s experience in the dental office. The book also delves into the possibility of building add-on revenue through the sale of essential oil products to patients who want to use them to augment their dental health.

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## Author's Note

I am not a dentist. Neither am I a medical doctor. I did graduate from Harvard University, with honors, no less, many years ago, and I did earn a law degree, but I do not practice law. What I do practice is compassion, yoga, plant-based nutrition (veganism), meditation, and a holistic approach to good health.

I also practice Usui reiki, a Japanese form of energy healing, and the AromaTouch Technique™, a clinical application of essential oils. As much as I love to help my healing clients one on one, I am passionate about empowering and enhancing the lives of professional health care practitioners who work tirelessly to improve other people's health.

To that end, I have written this little book to help all those who toil in other people's mouths, with gratitude, respect, and appreciation. It is also for fellow aromatherapy enthusiasts who wish to educate the dentists in their lives about how essential oils can be integrated into their daily practice.

It is such an honor for me to be able to support this group of accomplished and dedicated professionals: not only general dentists, but also maxillofacial, oral, and implant surgeons, orthodontists, periodontists, prosthodontists, and endodontists. Our self-esteem, and how we face the world, is so closely intertwined with our smile. Beyond that, our oral health is deeply linked to our heart health, digestive health, and the overall health of our body. We are indebted to you for what you do for all of us.

In the process of researching, writing, and preparing this book for publication, I repeatedly had a powerful experience that fueled my

progress and prevented me from shelving this project in favor of more easily obtained goals. Nearly everyone who learned the title of my project responded by sharing how much they dread going to the dentist and how much the smell of the office triggers a stress response for them. This strikingly consistent reaction kept my passion lit and supported my determination to organize the information presented herein, so that this situation may be improved.

Thanks to my personal relationships and frank conversations with members of this profession, I have some insight into the particular challenges and stressors that dentists face. It is therefore with great humility and an ongoing eagerness to learn, that I share what I have learned thus far about essential oils, in a way that I hope will help to make your professional life easier and better. Other books have been published advising dentists on a variety of ways to elevate customer service and improve the bottom line. This book provides that, too — a unique and enjoyable method for elevating customer service and profits which should benefit and delight everyone in the office. I thank you in advance for your feedback, which will make subsequent editions of this book even more helpful to future readers.

After reading this book, should you feel inspired to take steps toward implementing the suggestions found herein, please feel free to contact my coauthor, [Co-Author]. If another essential oils enthusiast recommended this book to you, and they wish to guide you in integrating essential oils into your dental practice, I hope you will reach out and ask them for guidance. If you are like me, you will soon wonder just how you ever managed without these wonderful oils.

Before I dive in, I want to give thanks:

- to Jessica Messmer, RDH, for first introducing me to doTERRA essential oils while I sat in her chair at a dental office in Cincinnati in the fall of 2012. Until that day, I was sure that oils did nothing beyond smell nice, but I listened anyway; it would prove to be the most transformative dental appointment of my life.
- to Jessica's aunt, Priscilla Messmer, RN, who traveled frequently to my home in Ohio from hers in Nevada, to serve as my first essential oils teacher, and who provided me with my initial training in the AromaTouch Technique.
- to Dr. David K. Hill, DC, chief medical officer of doTERRA International, who developed the AromaTouch Technique™, certified me as a trainer in its practice, and daily sets an example of humility and good humor in the service of others.
- to my darling husband, Paul Newman and three precious sons, Max, Sam, and Isaac, who have accompanied me on this journey and who have, at different points along the way, tolerated my absence, distraction, and a very messy and fragrant living room as I pursued my passion for learning about essential oils. Fortunately, they love me and the oils very much, and show this affection abundantly.
- to my dearest friend, Alison Weikel, who inspired me to embrace veganism even before I knew about essential oils, and has been there to witness, support, feed, host, and listen to me as I have navigated each step of my aromatherapy journey.

- to Farah Assadipour, DMD, who invited me last fall to give the keynote to the 2018 annual gathering of the Greater Washington Academy of Women Dentists. It was the work I did to prepare for that presentation, and the questions posed by members of the Academy, that fully awakened my passion for helping dentists and persuaded me that this information needs to be more widely disseminated.
- to whatever angel or spirit guided me to Andrea Cutler, talented graphic designer and fellow displaced New Yorker, whose dearly departed parents once dedicated themselves to devising the optimal interior design for dental offices.
- to Hilary Hardman Henning, who made all of this much easier for the reader to understand. When Hilary asked me to help her purchase some of the wonderful oils she had learned about by editing what you are about to read, I knew the book was ready.
- I would also like to recognize here that my mother has come a very long way — from being the wife of an orthopedic surgeon who was certain that essential oils could bring us no real benefit, to becoming an aficionado of lavender, frankincense, rosemary, and ylang ylang oils, as well as the Deep Blue, Balance, and Serenity blends. It is my hope that, in addition to the accomplishments of my three talented and good looking children, this book gives her something else to brag about on the golf course.

As for me, a nice girl from Long Island, I did mostly as I was expected to for nearly thirty years. I graduated from Harvard, married a classmate, attended law school, then pivoted and took a more unconventional path: migrated to the Midwest in the 1990's, divorced, remarried, and returned to the East Coast in 2013. As a married mother of three sons, I focus much of my energy on my family, but also derive great satisfaction from painting murals, playing the violin, and leading people on pathways toward living healthier, happier lives. I am profoundly grateful for the beautiful adventure that my life has been and continues to be, and for the loving souls who journey with me, both here on Earth and in the mysterious realm beyond our knowing.

## **Introduction to Essential Oils**

Ancient people in Greece, Rome, China, India, Egypt, and Israel alike used extracts of frankincense, cinnamon, and myrrh to diminish oral pain, whiten teeth, and soothe toothaches. They also used these fragrant extracts to improve the quality of skin, make a space holy, and even for embalming purposes. In modern dentistry, essential oils have the power to transform the office environment into a place where happier, healthier patients experience a reduction in anxiety and a lessened perception of pain. Your dental office can harness these powers to elevate patient care to a higher level, and help your profits rise along with it, as your patients learn to embrace natural solutions not only for improved oral health, but also many of their other wellness goals.

But first... let's be clear.

### ***What Is an Essential Oil?***

Essential oils are what you smell when you hike in the woods, peel an orange, or bury your face in a bouquet of flowers. Many people notice their delightful aroma and mistakenly think that their value is primarily contained in their charm and fragrance, but they are very much mistaken. They are the essence that a plant uses to protect itself from a wide range of hazards, including insects, dehydration, temperature fluctuation, and bacterial attack. Unlike plant oils used for moisturizing the skin or cooking, baking, and frying, essential oils are not greasy and will clog neither your pores nor your plumbing. Unlike synthetic drugs, essential oils do not

remain in the body; they leave no toxins behind (*Wormwood, The Complete Book of Essential Oils and Aromatherapy*). As air fresheners, they cleanse the air by altering the structure of the molecules that have made the offensive smells, rather than masking them, as an artificial fragrance does (*ibid*).

Essential oils are a mixture of saturated and unsaturated hydrocarbons, alcohol, aldehydes, esters, ethers, ketones, oxides phenols, and terpenes, which tend to produce characteristic aromas (*Modern Essentials, Fourth Edition*). Over 300 varieties of these helpful, volatile aromatic compounds have been identified to date. Other plants, such as deadly nightshades and stinging nettles, are to be avoided. Our ancestors have done the product testing over several millennia; there is no need to apply them to rats or monkeys and try to guess how those results may vary from results in humans. Furthermore, while a crop of a particular species of plant will vary year to year and its chemical constituents will vary somewhat with variations in climate, altitude, and other environmental factors, we know with certainty which plant essences are toxic and which are beneficial.

These highly concentrated, organic, active phytochemicals are extracted from the roots, stems, leaves, resin, flowers, bark, and rind of about 300 plants (but not from the actual fruit or the nut), located in tiny oil sacs, veins, glands, and even intra cellular spaces in the plant. Essential oils taken from one part of a plant will differ greatly from essential oils extracted from a different part of the same plant. For example, we obtain neroli oil from the blossoms of the bitter orange tree and petitgrain from the little twigs that hold the fruit to its branches.

Essential oils are very low in molecular weight, which is what allows us to capture and contain them during steam distillation. When a plants volatile aromatic compounds are cultivated and harvested in an ideal manner, and then distilled or cold pressed to preserve their purity, potency, and efficacy, they become a powerful tool for our benefit.

### ***What Can Essential Oils Do For Us?***

First of all, please understand that aromatherapy is so much more than pleasant smells. Aromatherapy, defined by Merriam Webster as the inhalation or bodily application of fragrant essential oils for therapeutic purposes such as massage, has virtually nothing to do with artificial or synthetic scents, such as those sold as plug-ins, room sprays, or potpourri, which can actually be a real nuisance, causing dizziness, headache, irritation, and stress among other problems.

As is also true for many other animals, humans can use pure essential oils — those that are properly cultivated, harvested, and extracted — to support and balance our physical body, our emotional health, and even our spiritual well being. Essential oils can promote greater vitality and harmony in both mind and body, and promote the proper function of a host of organs and systems. We can even use them to benefit our pets, just as long as we take into account that our pets are generally smaller and more sensitive than we are, and get specialized recommendations for them.

As a brief aside, it is interesting to note that American farmers, whose livestock presently consume more antibiotics than American people do, are lately increasingly replacing synthetic

medicines with essential oils such as oregano, peppermint, and thyme to keep their animals — from chicken to cows — healthy, because they are proven effective against both bacterial and viral infection without causing drug resistance.

Essential oils have somewhat different chemical properties from herbs, although certain herbs derive some of their therapeutic value from the oil sacs present on their surfaces. In general, the distinct chemical properties of the tiny essential oil molecules enable them to access and bind to receptor sites in tissues that larger herbal molecules are unable to impact in quite the same way.

Essential oils can be divided into two basic categories: hydrocarbons, which are made up almost exclusively of terpenes (monoterpenes, sesquiterpenes, and diterpenes), and the oxygenated compounds, which are mainly esters, aldehydes, ketones, alcohols, phenols, and oxides. If I had to choose, it seems to me that sesquiterpenes are the most helpful chemical constituents in a dental office; they are antibacterial, antiviral, anti-inflammatory, antiseptic, hypotensive, and sedative. Some have analgesic properties. Sesquiterpenes are found as a major constituent in ginger, myrrh, sandalwood, vetiver, ylang ylang, and as a minor constituent in bergamot, cinnamon, clary sage, cypress, white fir, frankincense, geranium, helichrysum, lavender, lemongrass, melaleuca, and peppermint, many of which will be discussed in this book. The good news is that you do not have to choose; essential oils are chemically complex, offering a wide array of benefits. They are also aromatically varied to please every individual preference, and readily available.

## *Just a Little Neuroscience*

The aroma of essential oils impacts our emotions, powerfully and immediately, because our nostrils back up right into our limbic system. We breathe in aromatic molecules and a signal is transmitted to the hypothalamus via the olfactory bulb. In scientific language, olfaction is the only exteroceptive sensory modality possessing direct bidirectional projections between the amygdala and primary sensory cortex (*On the Origin of Interoception, Ceunen et al., Frontiers in Psychology*). In lay language, it is clear that aroma has a uniquely dynamic impact upon our mind, behavior, and emotions.

The limbic system is a cerebral structure that supports a variety of functions, including emotion, behavior, motivation, attention, long term EAM (episodic-autobiographical memory), and olfaction. The limbic system influences the endocrine system and the autonomic nervous system. It is highly interconnected with the nucleus accumbens, which plays a role in sexual arousal and the “high” derived from certain recreational drugs. So, our emotional life is closely connected to the limbic system, which also has a great deal to do with the formation of emotional memories. Scientists are working hard to understand the emotions of human beings; to this day, however, they remain largely a mystery.

When we begin to appreciate the relationship between olfaction, emotions, and behavior, we can also begin to appreciate the value of exploring various types of aromas so that we can harness their power for good purposes.

## *The Basic Ways we use Essential Oils*

### **A-T-I — *Aromatically, Topically, and Internally***

#### *A – Aromatically*

We can breathe in the fine aromatic mist or vapor as it evaporates from the open mouth of an essential oils bottle, or we can use a diffuser (either a fan, ultrasonic, or nebulizing type) to permeate the air in the room with aromatic particles over a period of time. Inhalation of an oil's aroma can be a powerful way to affect memory, hormones, and emotions through the olfactory system. Inhalation of the oils can also be a quick and effective way to affect the sinuses, larynx, bronchial tubes, and lungs.

#### Diffusion:

The easiest and simplest way of putting a fine aromatic mist of an essential oil into the air is to use a nebulizing diffuser, which uses room-temperature air to break the oil into a micro-fine mist that is then dispersed into the air, covering hundreds of square feet in seconds.

An ultrasonic diffuser uses vibrations to convert oil mixed with water into a fine watery mist. When diffused in this manner, the oils, with their oxygenating molecules, will remain suspended for several hours to freshen and improve the quality of the air. The

antiviral, antibacterial, and antiseptic properties of the oils kill bacteria and help to reduce fungus and mold.

Other diffusers may use either cool air blown through a pad containing drops of the oil, or a low level of heat to quickly evaporate the volatile oil molecules into the air. This type of diffusion is beneficial, but may not be as effective for some therapeutic uses as nebulizing the whole oil can be.

By diffusing, we are able to

- open respiratory passages, promoting easier breathing
- boost mood, lower anxiety, and reduce stress
- improve focus, memory, and other aspects of cognitive behavior
- kill airborne pathogens, truly cleaning rather than masking odors

We do not want to use a burner, light bulb ring, or candle as a way to diffuse essential oils. In the case of the finest quality essential oils, great care is taken to extract these phytochemicals from plants without the use of extreme heat, precisely so that they can be preserved to deliver a therapeutic benefit. Heating them may alter the chemical makeup of the oil, and can decimate the therapeutic value or worse.

Air travel tip: put some essential oil onto a cotton ball and stick it into the air vent over your seat to kill germs that may be circulating throughout the cabin. This is also a handy way to reduce stress and improve mood while flying.

## T – Topically

Topical application is the process of placing an essential oil on the skin, hair, mouth, teeth, nails, or mucous membranes of the body. Applying essential oils directly onto parts of the body without any kind of dilution is commonly referred to as applying the oils “neat”. Since they are so potent, and some tend to irritate the skin, we often dilute them with a pure vegetable oil, called a carrier oil.

Direct application:

When we apply oils to our hands, the soles of our feet, or to an affected area, in order to target a specific need — whether physical or emotional — we can experience a wide range of benefits quite rapidly. Indigestion, flatulence, joint stiffness, muscle soreness, fatigue, sadness... these are just a few examples of conditions that I have personally seen diminished or eliminated within mere seconds by the topical application of essential oils.

The feet are the second fastest area of the body to absorb oils because of the large pores. Additionally, the skin on our feet is typically much less sensitive than the rest of our skin, and so less dilution is required. Other quick absorbing areas include behind the ears and on the wrists, but it is wise to dilute with carrier oil for application to these areas.

## AromaTouch Technique:

This simple but powerful technique developed by Dr. David K. Hill DC describes the application of essential oils in a particular sequence along the entire length of the spine and to the soles of the feet so as to achieve meaningful results. This clinical application of oils has been shown to help achieve feelings of reduced stress, immune enhancement, inflammatory response reduction, and homeostasis. The knowledge gained in learning the AromaTouch Technique can also be channeled into the simpler, speedier AromaTouch Hand Technique, which can easily be integrated into a dental practice.

## Baths:

Begin by adding 3–6 drops to the bathwater while the tub is filling, or add essential oils to bath salts and sprinkle on the dry floor of the tub before filling the tub with hot water. I mention bathing because after a long or arduous dental procedure, I think it is a lovely idea to offer a patient a bag of mixed Epsom and Dead Sea salts blended together with relaxing essential oils, and suggesting that they go home and draw themselves a hot bath and soak until their muscles have released all tension, from jaw to toes.

## I – Internally

We can add a drop of essential oil to a shot glass full of water or other beverage, take it under the tongue (sublingually), press a drop into the roof of the mouth, pop a “beadlet” (a single drop encapsulated in vegetarian gelatin) into the mouth, where we let it dissolve, or ingest several drops of essential oil inside a veggie capsule. Essential oils can easily be incorporated into our cooking, just so long as you remember that they are extremely concentrated. Usually one drop or less is desirable to add to a dish, ideally after

you are done cooking or the food has cooled a bit. A toothpick can be dipped into the essential oil and used to add extra flavor and additional health benefits into the food (*See Modern Essentials, Fourth Edition*). All of these methods are only safe and beneficial, however, if your oils are labeled as food additives, generally regarded as safe (GRAS) for internal use.

Some plant extracts are toxic. A list of toxic essential oils, such as the one [here](#), is easy to find online, but that is not the focus of this book. Of the oils discussed and recommended in this book, wintergreen is the only one considered toxic when taken internally. The wintergreen oil that I personally use and recommend is sold with a safety cap, so that it is less likely to be mistaken for another oil and taken internally by accident. All pure essential oils are potent and should be treated with respect and care.

## ***The Importance of Quality***

When working with essential oils, both potency and purity matter greatly. The species of the plant matters. Altitude and climate matter. Cultivation, harvest, and extraction methods, as well as every stage of the production process, all affect the quality of the resulting oil. The importance of this cannot be overstated.

The US government's minimal regulation of nutritional supplements means there is tremendous leniency as to what can be contained in a bottle, even one labeled "100% pure essential oils." This leniency allows a lot of room for profit padding, by the inclusion of less expensive materials. Also, keep in mind that even the purest oils can lack potency, because the plant is not grown in the proper environment; if it lacks the climate, soil condition, or

altitude that is most conducive to producing oils of an ideal chemical profile, it can be truthfully described as completely pure, yet fail to deliver the promised results. However, most bottles of essential oils on the market also contain some carrier oil and a synthetically fragrant twin of the plant essence advertised, as well as pesticides, herbicides, and other contaminants.

Confused? You have good reason to be. You see, a bottle labeled as containing pure essential oil must contain no less than 10% natural plant extract. Therefore, pure essential oil constitutes a significant ingredient, which in fact sufficiently supports the label's claim that the bottle *contains* pure oil. Note that the label does not say it contains nothing *except* pure oil. Yeah. Lawyers. Every corporation has them. Whaddya gonna do? I'll tell you what: be informed. The FDA will not regulate essential oils unless there is a claim of one curing, preventing, or treating a disease, which this book certainly does not make.

You will want to obtain independently tested essential oils from a reputable company. Make sure there is a way to ascertain that the oils are truly pure, and naturally extracted from plants the slow, labor intensive, and frankly, more expensive way that doesn't decimate their therapeutic value. Make sure the oils you use are tested in independent labs and found not to contain fillers, chemicals, or artificial ingredients that would dilute or interfere with their natural qualities. They absolutely must be free of any synthetic chemical residue. The company whose oils I prefer has a unique and wonderful website, [sourcetoyou.com](http://sourcetoyou.com), which enables every customer to type in the number printed at the bottom of any bottle of their essential oil and obtain detailed sourcing and testing information specific to the particular batch of which that bottle is a part.

As manufacturers become more sophisticated in “pro-business” methods of adulteration, more processes for detecting said adulteration must be employed. The tests currently used to ensure purity and potency of an essential oil are:

- organoleptic testing — examining and assessing that which we experience through our senses
- mass spectrometry, together with gas chromatography, to determine the precise chemical composition
- microbial testing, to make sure it has not been contaminated
- FTIR – Fourier Transform Infrared Spectroscopy, to ensure consistent quality
- chirality testing, to ensure that no synthetic ingredients are present
- isotopic analysis, another way to detect adulteration
- heavy metal testing, with inductively coupled plasma

# Your Dream Dental Office

The first thing that happens, perhaps not always, but often, in our experience, is the...

## *Elevator Doors Open*

A breath is drawn. A first impression is made.

Upscale hotels and luxury apartment buildings increasingly are diffusing pleasing aromas in lobbies and hallways, conveying to visitors and residents alike that they are entering a special place. Essential oils make it easy to create a powerfully positive first impression, whether the aroma wafts down the hall or greets a patient just as they enter your waiting room. Our advice is to work with an aromatherapist to choose a diffuser recipe that blends an oil with a euphoric effect and an oil with a relaxing effect, and use that combined aroma to greet your patients.

## *In the Waiting Room*

Based on the sheer volume of scientific evidence to back it up — see the list of studies in the appendix — you cannot really beat the dynamic duo of orange and lavender aromas as a way to begin diffusing in the waiting room. It is also simple and affordable. The saying “if it ain’t broke, don’t fix it” may well be applied to this popular pairing of floral and citrus extracts. Multiple studies, beginning with one performed at the University of Vienna (*Lehrer, Phys and Behav, 2005*) and then replicated in other countries, have shown that ambient odors of lavender and orange reduce anxiety

and improve mood in patients waiting for dental treatment. Diffusing this winning combination of essential oils will surely improve the first portion of your patient's dental office experience.

### ***The Treatment Room***

After they have enjoyed some pleasant, relaxing moments in the waiting room, perhaps spent reading a lovely magazine detailing the latest practical uses of essential oils, your patient is ushered into the treatment room where they discover, with surprise and delight, that they are being offered a choice, an opportunity, to assert some control over their experience in a place they are accustomed to feeling rather helpless.

Before and during treatment, you can easily elevate service to the next level by giving each patient an opportunity to select their preferred aroma for diffusing during treatment. New essential oils users may wish to begin by offering just a pair of essential oil blends for patients to choose from; over time, you may expand the selection to include a broader array of pleasing aromas.

Which blend will conjure positive associative memories for an individual patient? Only they can tell you that, but here are two popular blends that I can recommend highly:

doTERRA Elevation, the joyful blend, smells like a walk through a farmer's market; a mix of woods, leaves, and flower essences means it is sure to trigger positive associative memories for many patients. It contains oils of lavandin, tangerine, elemi, lemon myrtle, melissa, ylang ylang, osmanthus, and sandalwood.

On the other hand, some patients will prefer doTERRA Citrus Bliss, the invigorating blend which smells more like a sweet,

delicious dessert, combining aromas of wild orange, lemon, grapefruit, mandarin, bergamot, tangerine, clementine, and vanilla bean. This blend is considered uplifting, stress-reducing, and sweetly satisfying. While it is lovely added to the bath, it is not intended for topical application without dilution and may cause skin irritation if applied neat. Avoid exposure to direct sunlight after using this blend topically.

Note that neither of these blends should have a sedative effect on either dentist or staff; they will merely improve the mood and the morale throughout the office, so you don't have to worry about getting sleepy or losing focus or motivation while you work.

### ***The Power of Touch***

In my opinion, an intentional, loving touch is the simplest, nicest thing you can possibly add to a standard dental procedure. Taking another person's hand in yours is a universal way of showing friendship and compassion. Additionally, due to a lack of hair and sebaceous glands, the palms of our hands are an ideal place to apply essential oils, offering little barrier to their absorption. A topical application of relaxing essential oils — just 2–3 drops — can be administered into the patient's palm by a member of the staff. If preferred, a relaxing blend can be self-administered by the patient, using a convenient roller bottle of diluted essential oils, applied into the palm of their own hand.

The AromaTouch Hand Technique™ comprises five different movements and can be administered in just 2–3 minutes. Two or three drops of essential oils are spread around the palm, massaged into the three zones of the palm, palpated from the heel of the hand down the length of each finger to the fingertips, and finished with something called an interphalangeal tissue pull. This

technique is designed to activate the oils and optimize their effectiveness. You can arrange to receive formal training in the full AromaTouch Technique, either from me or hundreds of certified trainers, which will include a brief training in the simple Hand Technique, or you can learn how to do it right [here](#).

I believe that adding the power of a healing, loving touch to the patient experience in the treatment room is a wonderful thing. It is a graceful way to overcome any shyness a patient might have about having their hand held, or any hesitancy they may have about being touched, by cloaking it within a therapeutic purpose. The comforting power of touch is so profound, and adding the benefits of essential oils makes it that much more so.

### ***Which Oils will Best Help a Patient to Relax?***

Petitgrain, ylang ylang, marjoram, basil, lavender, labdanum, bergamot, roman chamomile, geranium, and vetiver are all proven sedative oils. Sedative oils should not be diffused in the treatment room, nor applied to the patient bib, because these methods will cause drowsiness in the practitioner. When they are mixed with a carrier oil and applied to the patient's hand, there is no flash effect and thus, the practitioner should not be affected.

Whether incorporated into an AromaTouch Hand Technique or self-administered into the palm of a patient's own hand, the 3 essential oil blends I recommend for dentists who are new to aromatherapy and looking to start with a small but powerfully effective selection are as follows:

Serenity™, doTERRA's calming blend, contains virtually every proven aromatic sedative; it is a great sleep aid, as well. You will not want to diffuse this blend in or even near your work space if

you want to stay on any kind of schedule! The blend should be diluted with coconut oil or another carrier oil if it is going to be used topically within the dental office to prevent flash effect. It includes extracts of lavender, sweet marjoram, roman chamomile, ylang ylang, sandalwood, and vanilla bean.

Balanc<sup>TM</sup> is a grounding blend from doTERRA with wood and flower essences formulated in a base of fractionated coconut oil, which facilitates it being massaged into the hand. In a base of fractionated coconut oil, it combines extracts of boswellia trees (aka frankincense), spruce wood, ho wood, blue tansy, and blue chamomile.

Peace<sup>TM</sup>, the reassuring blend, comes in two different sorts of containers, including a handy roller bottle. As with the essential oils in Balanc<sup>TM</sup> blend, the essential oils in the Peace<sup>TM</sup> roller bottle blend, known as doTERRA Peace Touch, have already been mixed with fractionated coconut oil for ease of topical application. Vetiver and labdanum extracts team up with essential oils of lavender, frankincense, spearmint, marjoram, clary sage, and ylang ylang in this blend.

The Peace<sup>TM</sup> blend was a recipe of combined single essential oils originally developed by special education professionals who called it Peaceful Child. My youngest son learned about the Peaceful Child blend from an adult friend who returned with it from an Autism conference, and before long, he began calling it Peaceful Mommy. doTERRA found out about it and decided to bottle it for the market. Peace is the blend I diffuse in my car when I have to drive into Washington DC for a daytime meeting. It reminds me, with every breath I take, that other people's road rage is not my problem. So helpful.

## ***Rinse & Spit***

After the treatment is over, a drop of doTERRA's On Guard™ blend can be added to a small cup of water and thus, your patient is introduced to a great self-care habit that incorporates a powerful little tool for improved oral health.

We will look at the eight essential oils in On Guard™, the protective blend, individually. Together with silica, hydroxyapatite, xylitol, stevia, calcium carbonate, titanium dioxide, and cellulose gum, they contribute toward making a terrific, naturally whitening dentifrice for a patient to incorporate into their oral hygiene routine at home. Additionally, patients can incorporate one or more of these essential oils into a practice of daily oil pulling (more about this below), or by using some of them to create a simple but effective water-based mouth rinse.

A drop or two of On Guard™ blend is ideal to add to a glass of fresh water for soaking and cleaning a night guard, occlusal guard, dentures, or a toothbrush during the day.

Before we look at each of the eight essential oils that are so supportive of good oral health, and the ten oils proven to induce a relaxing effect, let's stop on our way out of the dream dental office, to consider...

## ***Opportunities at Checkout***

This is an important stage of the dream dental office tour; it is time for you, the dentist, to get paid for the services you and your professional team provide. Before your patient takes out a credit card, swipes it for the co-pay on their insurance, and schedules a visit for their next cleaning, let's pause for a moment. There are excellent additional opportunities for commerce with patients who

appreciate the aromatherapy they have just enjoyed during their visit to your office. Patients can purchase product at checkout, receive free samples and information, and even register for upcoming essential oils classes at your office.

The first thing they are going to want to bring home is the beautiful misting or nebulizing diffuser they noticed operating in different locations throughout your office. Fortunately for you, as the owner of this book, you are able to obtain any of a lovely array of diffusers, available by the half dozen at wholesale prices — 50% off retail — by using my affiliate link with a wonderful manufacturer based in Cleveland, Ohio, USA; SpaRoom. Simply go to register yourself at <https://www.sparoom.com/sparoom/nanillma> with a wholesale account and review the company's constantly updated catalog of gorgeous, practical, and reliable diffusers.

Once they have chosen a diffuser, it is time to select an oil or two to use in it. Here are a few recommendations you might want to keep in stock to retail to patients:

**Breathe™**, the respiratory blend from doTERRA, promotes easier breathing. Combine a few drops of this product, which contains extracts of eucalyptus, ravintsara, melaleuca, lemon, peppermint, laurel leaf, and relaxing cardamom, with an equal number of drops of lavender oil in the diffuser for a terrific sleep blend.

**On Guard™** is a versatile oil blend; not only can it be used in oil pulling and mouthwash, but diffusing it in a space can uplift mood, boost immune function, support cognitive function, and kill airborne pathogens — all at the same time. It contains eucalyptus, rosemary, orange, clove, and cinnamon bark oils.

The do'TERRA **Introductory Kit** is a sweet little box containing three terrific essential oils — lemon, lavender, and peppermint. It is a best selling trio of 5ml bottles, partially because it costs about the same as a single 15ml bottle of peppermint or lavender. They are a versatile little group, with over a hundred uses and benefits that are easy to appreciate.

For example, I use **lemon** oil to clean my windows, polish my silver, and even clean my car inside and out — steel, glass, chrome, and plastic parts alike, just by adding a few drops of it to a wet rag. It also very effective at removing sticky residue from picture frames, the surfaces of stainless steel appliances, or a glass cooktop. When diffused, lemon oil is very uplifting and energizing and has been shown to improve mood. A drop of lemon oil in a small cup of room temperature drinking water, taken first thing each morning, is a healthful daily habit that supports a healthy immune system and encourages gentle cleansing of the gastrointestinal system. Just make sure not to put it into a plastic water bottle; the d-limonene in the oil will work rapidly to break down the plastic of the bottle, dissolving it from solid into liquid form.

A few drops of **lavender** oil in a diffuser on the nightstand is a great sleep aid. A drop of lavender oil will soothe occasional skin irritations, including those caused by a mosquito bite, bee sting, or first degree burn, including sunburn. Peppermint and lavender oils combined will reduce the pain and the likelihood of blistering associated with a second degree burn, like those commonly caused in the kitchen. Lavender oil can also be taken internally to soothe anxious feelings. Some people like to add it to the dryer to imbue their bed linens with its relaxing fragrance. Another way to do that is with a linen spray; mix a few drops into a metal or glass spray bottle of water and mist the pillows at bedtime.

**Peppermint** oil by itself is an amazing breath freshener — a full drop is almost too much for this purpose, being equivalent to approximately 28 cups of brewed peppermint tea, so watch out! You can lick less than a drop from your fingertip for an instant breath freshener and an effective energy boost. If you remember nothing else, please remember to keep peppermint away from eyes and all mucosa — it is powerfully cooling and can cause extreme, albeit temporary, discomfort. It is also important to remember this: to soothe any irritation, whether to mucosa or sensitive skin that may result from contact with the oils, be sure to apply a neutral fatty substance rather than ice or water.

All essential oils are hydrophobic and lipophilic. So, water will intensify their effect, while any fatty material — sesame, jojoba or almond oil, butter, cream, olive oil, half and half or whole milk, depending on what room you are in when the unintended effect occurs — will dilute the essential oils. Try to remember this important tip and *do not* reach for the cold, wet compress that instinct may prompt you to do or you will regret it, as I once did!

In addition to diffusers and oils, it is nice to offer the **On Guard™** toothpaste for sale at check out. Perhaps you are mixing up your own dentifrice for the hygienist to use in the office, possibly adding essential oils to activated charcoal, baking soda, or both; if so, your hygienist will probably do some basic patient education about some of the oils that are beneficial to oral health. The naturally whitening On Guard™ toothpaste kills bacteria and attenuates viral replication, inhibits the formation of plaque, and promotes tissue regeneration. We love the story of what happened to one of us when we showed up at our dentist's office for a cleaning, almost exactly six months after being introduced to doTERRA by a hygienist there.

“Whoa,” the dentist said, peering at my teeth and gums, “what have you been doing? Did you decide to start flossing?”

“No,” I replied, “I just switched toothpaste!”

“Well, stick with it, whatever it is; this is the cleanest I have ever seen your mouth!”

My husband asked me to exclude that story on account of being incredibly corny, but it is verbatim what happened. I also remember that office visit, in the Spring of 2013, because it was the first time in my life that I didn't have a hygienist sending chills up and down my spine by scraping away at the plaque accumulated on my teeth since my last visit. I am happy to report that my once standard semi-annual tooth scraping at the back of my two front bottom teeth is fading into the shadowy recesses of my distant memory.

After a particularly long or arduous appointment, it would be wonderful to be able to offer a patient a little mesh bag with about one cup of Dead Sea salts and Epsom salts mixed together with up to 10 drops of relaxing essential oils, such as sandalwood and roman chamomile, and to suggest that the patient go home, draw themselves a bath, and add the salts as they are getting into the tub, so that the aroma of the volatile oils does not dissipate before they have a chance to enjoy it.

doTERRA's **Slim & Sassy™ gum** is sweetened with tooth-friendly xylitol. It tastes great, and each piece contains a drop of a powerful essential oil blend that is designed to support the metabolism and help people achieve weight management goals. The gum is remarkably energizing and promotes a positive frame of mind while also soothing your tummy and taking the edge off your appetite. The Slim & Sassy™ metabolic blend also comes in

a softgel to take orally, and as an oil blend equally suitable for use in the diffuser, bathtub, and drinking water. This blend contains extract of grapefruit rind, nature's appetite suppressant, along with extracts of lemon rind, ginger root, peppermint leaf, and cinnamon bark.

Tiny packages containing two to three uses worth of the toothpaste, perfect to throw in a travel toiletry bag, as well as little packets of **Deep Blue™ Rub**, for soothing topical relief of stress and pain, and even the pocket sizes of aromatic shampoo and conditioner samples, to make the shower a happier place; all of these products can be affordably sampled to patients to introduce them to the daily habits of essential oil enthusiasts.

**LIVING** magazine can be offered as reading material in the waiting room. This seasonal magazine from doTERRA never fails to provide a useful and informative overview of what essential oils can do for us all. It always features questions asked of and answered by a healthcare professional, an article on sourcing an essential oil in a developing country, and a piece spotlighting a notable person who uses essential oils, along with practical usage tips and handy recipes.

Finally, my favorite item to offer at checkout: an opportunity for education. Having a simple class on your office calendar at all times provides a consistent method for educating your patients about the benefits of the aromatherapy employed in your office, as well as safe and effective essential oil usage they can practice at home. Depending on your location, these classes can be taught in your office by our team, or we can train a member of your staff to teach them. You might ask the person who recommended this book to

you if they are interested in teaching basic classes in essential oils to your patients. If not, reach out to **[Co-Author]** and she will gladly help you find someone who is able to visit your office and offer aromatherapy instruction.

## How to Get Started

You may have been encouraged to read this book by someone who wants to help you integrate pure therapeutic grade essential oils into your practice. If that is the case, I recommend you get in touch with them right away and say, “Okay! Let’s do this!” However, if you have happened upon this book by chance, or one of our mothers recommended it to your aunt who lovingly urged you to read it, well then, our team of wellness advocates and I stand at the ready, eager to serve you. Hopefully, you have come to understand that we are knowledgeable and passionate about essential oils, and eager to help you learn how to integrate them into your life.

Our colleagues include aestheticians, yoga teachers, nurses, physicians, massage therapists, former executives, even practicing attorneys, and we are prepared to climb aboard trains, board planes, and yes, even drive their own car to visit your office and help you and your staff embark on your essential oils journey. We have designed a starter package called the DDS kit, or the Dream Dental Starter Kit, as well as two intelligently designed purchasing pathways emanating from them, MS and FACP, (More Stuff and For All Conceivable Purposes), respectively, in order to help you begin with confidence and build your collection in a way that is optimal in terms of both economics and safety.

We can also help you get the best prices on the very best diffusers — ultrasonic mist or nebulizing type — custom selected for your particular space, suited to your decor, operating either continuously or intermittently, and emitting just the right intensity of aroma for the size of each room.

Alternatively, you can register to purchase beautiful, easy to use diffusers yourself, at [discount] using [Co-author website]. Even though the website is easy enough to navigate, there are people eagerly waiting to guide you each step of the way and simplify the process; on behalf of all of them, I hope we will have the opportunity to do so.

We can also help you to formulate a simple organic dentifrice for use in the office that incorporates some of the top essential oils for oral health. One recipe contains just three ingredients: organic virgin coconut oil, Redmond clay, and essential oils. Alternate recipes replace clay with calcium carbonate and sodium carbonate; all of them can include xylitol.

I hope you are feeling excited to continue learning about aromatherapy. If you are still reading, then there is a very good chance that we will be exchanging emails or phone calls in the near future. Here is how you can reach me:

Email [Co-author] at [Co-author email address] or call [Co-Author] at [Co-Author phone]

Please don't feel overwhelmed. It won't take long before this has become second nature to you. We are here to walk you through the integration of these oils into your practice every step of the way, just as soon as you are ready to begin. Rather than add weight to your workload, or steal precious chunks of your time, aromatherapy will lighten and enhance every hour of your professional life each day. Your mood will be improved, your spirits will be lifted and you will wonder how you ever got along without essential oils. Not only will the oils elevate customer service; they also lead to happier, more relaxed patients with

cleaner, healthier mouths, resulting in a more enjoyable day at the dental office, for all of you, each and every day.

# Appendices

## *The Top Eight Essential Oils for Oral Health*

|            |          |            |             |
|------------|----------|------------|-------------|
| Clove      | Cinnamon | Eucalyptus | Orange      |
| Peppermint | Rosemary | Myrrh      | Wintergreen |

### **Clove Bud Oil**

*eugenia caryophyllata*

Clove has been used for centuries in traditional Chinese medicine to help relieve tooth pain and bad breath. You are probably using eugenol to treat pain from dry sockets, and maybe more; clove oil is 60-90% eugenol and this phytochemical has a particular ability to inhibit the growth of mutant and wild strains of bacteria, which makes it ideal for oil pulling in carrier oil first thing in the morning. It speeds the healing of mouth and skin sores, and pulls infection from wounds. Clove oil is generally recognized as safe (*GRAS*) for human consumption by the FDA (21CFR182.20). Dilute one drop in one teaspoon honey or in four ounces of soy or rice milk. Not for children under six years of age. It should never be used undiluted on the skin (*Worwood*). To prepare a gargle or mouthwash to be used after the removal of tonsils or complicated dental surgery, two or three drops of clove oil can be added to a quarter of a tumbler of water, and mixed well to disperse the oils among the water (*Price, Aromatherapy for Health Professionals*). For children,

the oil should first be mixed with honey before adding the water (*ibid*).

## **Cinnamon Bark Oil**

*cinnamomum zeylanicum*

Used by traditional Chinese healers for oral health and included in just about every prescription issued in ancient China (*Modern Essentials, Fourth Edition*), as well as by the ancient Egyptians for embalming. The natural cleansing properties of this oil leave the mouth feeling fresh and clean if it is added to water for a mouthwash or to a carrier oil for oil pulling. This oil kills streptococcus mutans, the bacteria responsible for tooth decay, and lactobacillus plantarum, one of the bacteria responsible for gum disease. Store bought extracts do not have any discernible antimicrobial effect. Thanks to the Sandler team at Drew University for inadvertently confirming this; scientists there used ground cinnamon from the grocery store in place of the essential oils before reflecting on the lack of active chemicals present in this less than fresh substance.

## **Eucalyptus oil**

*eucalyptus radiata*

This is an oil that has been found to be toxic in large quantities, starting at 10ml, but quite safe and effective when administered in a single drop on a toothbrush to protect against cavities, plaque, gingivitis, and other dental infections due to its germicidal properties. It kills cariogenic and periodontopathic bacteria. There is a treatment for gingivitis (*Wormwood, Complete book of Essential Oils*

☞ *Aromatherapy*) that suggests a mouthwash made from eucalyptus, thyme, chamomile, and peppermint oils.

## **Orange**

*citrus sinensis*

This extremely plentiful and easily accessible essential oil from the rind of the popular fruit is antiseptic and antibacterial; it can strengthen gums by stimulating tissue regeneration, causing new tissues to grow in the place of damaged ones. It also helps to whiten teeth, and can be helpful in reducing bleeding gums with just a single delicious drop. As a pleasant side effect, orange oil is energizing and uplifting emotionally. Some studies indicate that the aroma of orange may be more beneficial to women than to men, both in terms of relaxing and in reducing the perception of pain (*See Price, Aromatherapy for Health Professionals*).

## **Peppermint**

*mentha piperita*

One of the three oils in doTERRA's introductory kit that is very strong and powerfully cooling. It also kills anaerobic bacteria that can cause gum disease, and it promotes fresh breath like nothing else. Applied directly to the site, peppermint can alleviate minor toothache. Add a drop to toothpaste when brushing to take advantage of this oil's many benefits, and add a drop to a tablespoon of coconut oil for oil pulling. Peppermint is also helpful for nausea, especially when caused by travel, as well as fatigue, nasal

congestion, indigestion, sunburn, heat stroke, headache, and even fever. It can be effective as a topical analgesic.

## **Rosemary**

*Rosmarinus officinalis*

Considered sacred by the ancient Greek, Roman, Egyptian, and Hebrew cultures, this stimulating oil is a strong disinfectant and improves the breath. Rosemary oil can prevent gingivitis, cavities, and plaque buildup. “Take rosemary, that’s for remembrance,” says Ophelia in Shakespeare’s *Hamlet*, and that is now backed up by science; rosemary has been found to enhance the function of memory. Taken internally, it helps to reduce nervous tension and occasional fatigue. In my home, we diffuse it while studying to maintain concentration. Recently, Nancy vacationed in Croatia and was touched to find plantings of rosemary present in cemeteries there, its aroma promoting remembrance of the departed.

## **Myrrh**

*commiphora myrrha*

Extracted from the gummy resin of the small, thorny tree that shares its name, myrrh oil is a powerful cleansing agent. Antiseptic and soothing, it is known to promote faster healing of mouth ulcers. Ancient records show that myrrh was deemed so valuable that at times it was valued at its weight in gold. For those who enjoy reading the *megillah*, you may recall that Queen Esther of Persia was

prepared for presentation to the King with six months of myrrh based spa treatments to refine her skin; it is used by aestheticians today to promote a smooth, youthful looking complexion. It was also employed historically in embalming and religious ceremonies. Myrrh oil can be used to support well-being and emotional balance.

## **Wintergreen**

*Gaultheria procumbens*

This oil is sourced in rural Nepal. Nature's most powerful analgesic contains methyl salicylate, which has strong soothing properties and naturally occurs in only two plants — birch and wintergreen. When rubbed on an affected area, this oil is readily absorbed through the skin and induces a numbness and an aesthetic effect on the nerves. It also increases circulation of the blood and brings warmth to the area. This essential oil is toxic if ingested in substantial amounts; you always want to keep its bottle tightly sealed with a safety cap.

## ***The Relaxing Oils***

Earlier, we referred to ten essential oils that tend to trigger a release of serotonin, causing the mind and body to relax. In the following section, we will spend a bit of time describing them individually. We hope it will pique your interest and guide you toward personally exploring those relaxing oils which sound most appealing to you.

### **Vetiver**

*vetiveria zizanioides*

Distilling vetiver oil is a painstaking and labor intensive process. Haitian farmers dig into the ground and pull out the vetiver grasses with their roots still attached. Then, the plants are beaten until all the dirt falls off. On the consumer side, this smoky, earthy oil is valued for its stress reducing properties, and its help in supporting people who are recovering from emotional trauma and shock; it may also help acne and arthritis. It is approved by the FDA (21CFR172.510) for use as a Food Additive (FA) and Flavoring Agent (FL). Dilute one drop into one teaspoon of honey or four ounces of soy or rice milk. Not for children under six years old. Use with caution during pregnancy. Vetiver blends well with lavender, clary sage, sandalwood, and ylang ylang; one drop of vetiver oil goes a long way.

### **Roman Chamomile**

*anthemisis nobilis*

Sniffing from the mouth of a bottle of this relaxing, calming oil is somewhat like diving into an enormous vat of fragrant chamomile tea. Steam distilled from the flowers, this oil was traditionally used by the ancient Romans to give them a clear mind and imbue them

with courage for their battles. Today it is frequently chosen to help combat feelings of sadness and despair, alleviate trouble sleeping, and reduce feelings of stress and overwhelm. Many people choose to diffuse it bedside to help them get a restful night of sleep, often in combination with extracts of other flowers, such as lavender, geranium, rose, or clary sage. Roman chamomile oil can also be very soothing for toothache when used in a compress held to the cheek.

## **Lavender**

*lavendula angustifolia*

This famous oil is steam distilled from the flowering top of a plant that is actually a member of the mint family. Lavender oil is a well studied oil. It is credited with helping to rebirth the discipline of aromatherapy in the modern age after it was used by early twentieth century chemist Rene-Maurice Gattefossee to heal skin he had badly burned in his laboratory. French army physician Jan Valnet used lavender for a variety of purposes in treatment of injured soldiers during World War II. Lavender was found to work as an anaesthetic in rabbit reflex tests (*Gbelardini et al., 1999*) and to reduce writhing in rats (*Hajhashemi et al., 2003*). Exposure to lavender aroma was found to decrease anxiety in gerbils in a maze (*Bradley et al., 2007*), and inhaling lavender oil was found to lower agitation in older adults suffering from dementia (*Lin et al., 2007*). Probably most pertinent for you is the study in which patients waiting for dental treatment were found to be less anxious and have a better mood when exposed to the odor of lavender or orange oil (*Lebrner et al., 2005*). Nurses working in an ICU setting demonstrated decreased perception of stress when receiving a topical application of *Lavandula angustifolia* (*Pemberton et al., 2008*). Female students suffering from insomnia were found to sleep

better and to have lower levels of depression during weeks they used a lavender fragrance when compared to weeks they did not use a lavender fragrance (*Lee et al., 2006*).

## **Bergamot**

*citrus bergamia*

The best bergamot are from Sicily; just ask any Sicilian citrus farmer. This oil is pressed from the rind of the large, green, somewhat lumpy citrus fruit. It was used historically by the Italians to cool fevers, and by the French to reduce agitation and stress. The oil is very beneficial to the skin, but it does cause phototoxicity for up to 72 hours after topical application, so it is best to keep out of direct sunlight if you are using this oil to help clear up acne or wounds that are exposed to the sun. Bergamot is generally recognized as safe (*GRAS*) for human consumption by the FDA (21CFR182.20). Dilute one drop in one teaspoon of honey or four ounces of soy or rice milk. Not for children under six years of age. Blends well with cypress, eucalyptus, geranium, lavender, lemon, and ylang ylang.

## **Geranium**

*pelargonium graveolens*

Often thought of as a floral oil, the therapeutic extract from the geranium plant is actually steam distilled from the leaves and has a fresh green aroma. The geranium oil that we use in our facial moisturizer comes from Kenya and is not at all bitter; we use it this way because it is thought to balance the sebum, which is the fatty secretion in the sebaceous glands that keeps skin supple. It blends beautifully with its floral companion from Madagascar, ylang ylang. Geranium oil is thought to help release negative memories and take

a person back to peaceful, joyful moments. It may also help ease nervous tension and stress, balance the emotions, lift the spirits, and foster peace, well-being, and hope. Geranium oil can be applied neat with no dilution when used topically, but repeated use can possibly result in some contact sensitization. Geranium oil is generally recognized as safe (*GRAS*) for human consumption by the FDA (21CFR182.20). Dilute one drop in one teaspoon of honey or in four ounces of soy or rice milk. Not for children under six years of age.

## **Ylang Ylang**

*cananga odorata*

The blossoms for this oil are collected from tropical trees and shrubs growing on steep hillsides by women who climb into the woods before dawn each day so as to harvest them at the peak of perfection. One look at these women's smiling faces and it is impossible to doubt that the fragrance from the flowers promotes positive relationships. The strong, almost overly sweet oil from the ylang ylang flower has so many uses, but emotionally it is calming and relaxing and may help alleviate anger. We love pairing it with geranium oil because the cloying sweetness of the floral aroma is cut by the strongly green, fresh scent of the geranium oil, and they both provide benefits to the skin as well as to the emotions. Ylang ylang oil is generally recognized as safe (*GRAS*) for human consumption by the FDA (21CFR182.20). Dilute one drop of essential oil in one teaspoon of honey or in four ounces of soy or rice milk. In addition to my favorite pairing with geranium, ylang ylang oil blends well with bergamot, grapefruit, lemon, marjoram, sandalwood, and vetiver.

## **Sandalwood**

*santalum album*

The wood has historically been used for altars, and the aromatic essence from the wood was historically used in incense form to assist in prayer and enhance meditation. Ancient Egyptians used it for embalming. This essential oil calms, harmonizes, and balances the emotions. Sandalwood can be applied neat when used topically. Sandalwood oil in general is approved by the FDA (21CFR172.510) for use as a Food Additive (FA) and Flavoring Agent (FL). Dilute one drop of the essential oils in one teaspoon of honey or in four ounces of soy or rice milk. Not for children under six years of age. Blends well with cypress, frankincense, lemon, myrrh, and ylang ylang.

## **Labdanum**

*cistus ladanifer*

A musky, sticky, brown resin obtained from the shrubs of eastern Mediterranean rockrose, it was historically collected by combing the beards and thighs of goats and sheep that had grazed on the cistus shrub. Shepherds sold it to coastal traders, who used it as an ingredient for incense and to treat colds and coughs. The Book of Genesis contains two mentions of labdanum being carried to Egypt from Palestine. It is thought to have been one of the ingredients in the holy incense (ketoret) mentioned in the Book of Exodus (*Chapter 30, verses 34-36*). Today, labdanum oil is the main ingredient used by perfumers to make the scent of amber; it is also used as a flavor additive in electronic cigarettes. It is listed as generally recognized as safe for internal consumption (*GRAS*) and included on the FDA's list of food additives as of February 21, 2018.

## ***Packages***

Purchasing product at wholesale; a great way to begin. We recommend the following:

### **DDS**

Dream Dental Office Starter Package:

A nebulizing or ultrasonic mist diffuser from Spa Room is my gift to you when you enroll with a year long wholesale membership and the following assortment

- On Guard protective blend
- doTERRA Naturally Whitening On Guard toothpaste, both full size tube and samples
- doTERRA Balance blend
- doTERRA Peace Touch roller bottle blend
- Wild Orange Oil
- doTERRA Elevation blend
- doTERRA Serenity blend
- membership booklet

Cost: \$215.50 USD

## **MS**

More Stuff — that is, more wonderfully oily stuff to enhance your dream dental office, ideally acquired by ordering monthly straight from doTERRA through the aptly named Loyalty Rewards Program\*. Here are some suggestions for your shopping list:

Month Two:

- Peppermint Oil
- Clove Oil
- Myrrh Oil
- Roman Chamomile

Month Three:

- Lemon Oil
- Wintergreen Oil
- Deep Blue Rub,  
for soothing sore necks and shoulders

\*Ordering through the Loyalty Rewards Program helps you reduce your cost of goods over time and also entitles you to receive free product from the manufacturer as well as full credit for your shipping costs.

## **FACP**

For All Conceivable Purposes: you will want to continue to work with your consulting aromatherapist to learn about other uses of essential oils and to build your collection accordingly. There is a saying in aromatherapy that there is an oil for every purpose, and it really seems to be true. These plant essences are so beautifully complex and, lucky us, we are similar enough to the plants they come from to benefit by using them.

## **Oil Pulling**

Many dentists ask about oil pulling because it is not something taught in American dental schools, yet they are fielding increasingly frequent questions from patients as this Ayurvedic practice gains popularity in the U.S. With origins in ancient India, oil pulling is an oral detoxification procedure that is simply done by swishing a tablespoon of oil in your mouth for 10–20 minutes. This process has been used for centuries as a traditional Indian folk remedy to cure and prevent bad breath, bleeding gums, cracked lips, throat dryness, and tooth decay in addition to strengthening gums, jaws, and teeth. Oil pulling is touted in the Ayurvedic text *Charaka Sambhita* as a cure for about 30 ailments, ranging from headache and migraine to diabetes and asthma. Western studies are finally beginning to prove what this ancient text evidenced so many years ago — the close relationship between poor oral health and conditions like inflammation, diabetes, and even heart disease.

The traditional instructions below are for oil pulling with nothing but a carrier oil, but lately, many people are incorporating essential oils into oil pulling because of their antimicrobial properties.

First thing in the morning, even before brushing your teeth or eating or drinking, take one tablespoon of carrier oil. Put the oil in your mouth, tilt your chin up and slowly swish, suck, chomp, and pull through the teeth. Some people say that pulling for 15–20 minutes is ideal. You can do it up to two more times during the day if you want to detox faster, but always do it on an empty stomach, no less than four hours after eating. Spit the mouthful of foamy mixture into the toilet when you are done and then rinse your mouth out well. Follow by drinking two to three glasses of water, ideally with a drop of cleansing citrus rind extract such as orange, lemon, or grapefruit essential oil.

Do not swallow the swished oil, as it now contains parasites and bacteria; the point is to draw them out from their hiding places and then banish them from your body. Do not gargle the oil in the throat; it is intended only to be swished about the mouth. Do it slowly.

The oil is thought to pull all mucous, bacteria, and toxins from your body through your saliva. According to Aryurveda, mucous is a poison that must be removed.

Note #1: Keep the chin tilted up and make sure that the oil gets to the back molars.

Note #2: Aryurvedic wisdom says that worsening symptoms are a sign that the ailment is closer to being resolved, and that one should not discontinue the practice if you observe aggravated

effects; that is your body detoxing, releasing what is no longer needed, healing itself.

Note #3: It is unlikely that dental fillings will fall out as a result of oil pulling, unless there is pre-existing damage or loose fillings.

Note #4: The oil will start to thin out after a few minutes because saliva is constantly being mixed in and swished about.

## *The Scientific Studies*

Below is a sampling of relevant studies performed during the last fifteen years. More are being done all the time.

### **The Emotional Component**

Jimson S, Malathi L, Devi G., Sankari S. L. Aromatherapy in Dentistry - A Review. *Biomed Pharmacol J* 2016;9(2).

Ncbi.nlm.nih.gov, Emotion, olfaction, and the human amygdala: Amygdala activation during aversive olfactory stimulation, David h Zald and Jose V Pardo, *Proc Natl Acad Sci U S A* 1997 Apr 15; 94(8): 4119-4124

*Physiology and Behavior*, Vol 86, Issue 1-2, Sept 2005, 92-95, Ambient odors of orange and lavender reduce anxiety and improve mood in a dental office, Lehrner et al., Univ of Vienna

*Archives of Oral Biology*, Vol 53, Issue 10, Oct 2008, 964-969, effects of lavender aroma on salivary endocrinological stress markers, Masahiro Toda et al.

National Cancer Institute, Aromatherapy and Essential Oils, PDQ, Health Professional Version, [http://www.cancer.gov/cancertopics/pdq/cam/aromatherapy/healthprofessional/page 1](http://www.cancer.gov/cancertopics/pdq/cam/aromatherapy/healthprofessional/page1)

*Journal of Cosmetic Dermatology*, 2011 June, Vol 2, 89-93, effects of lavender olfactory input (to ease anxiety of patients) during cosmetic procedures, Grunebaum et al.

Psychiatry Res 2007 Feb 28, 150(1);89-96,  
<http://www.ncbi.nlm.nih.gov/pubmed/17291597>, smelling  
lavender and rosemary increases free radical scavenging activity  
and decreases cortisol level in saliva, Atsumi et al.

Comm Dent Oral Epidemiol, 2010 Feb, 38(1) 83-7,  
<http://www.ncbi.nlm.nih.gov/pubmed/19968674>, effects of  
lavender scent on dental patient anxiety levels, Kritsidima et al.

## **The Oral Health Component**

On Clove oil:

JOURNAL MYCOLOGY MEDICINE 2014 - kills candida better  
than nystatin, the drug used to quell yeast infection;

ANNALS CLINICAL MICROBIOLOGY ANTIMICROBIALS  
2005 - more anti bacterial against H pylori than amoxicillin,  
without inducing drug resistance

CHEMISTRY BIODIVERSITY 2012 - clove oil kills strep,  
candida and bacillus

MICROBIAL PATHOGENESIS, Vol 113, Dec 2017, 396-402,  
anti bacterial and anti biofilm activities of eugenol from clove  
essential oil against periodontal pathogen porphyromonas  
gingivalis

BMC COMPLEMENTARY, vol 6, 2006, In Vitro antibacterial activity of some cinnamon, clove and lime essential oils, Prabuseenivasan et al.

ARCHIVES OF ORAL BIOLOGY, Vol 83, Nov 2017, 97-104, effects of cinnamon bark essential oil on the halitosis associated bacterium *Solobacterium Moorei*

Curr Med Chem, 2003 May, Vol 10, 813-29, antibacterial and antifungal properties of essential oils

Lipids Health Dis, 2017 Oct 2, 16(1):190, <https://www.ncbi.nlm.nih.gov/pubmed/28969677>, chemical composition anti biofilm activity and cytotoxic effect on cancer cells of *rosmarinus officinalis* essential oil, Jardak et al.

Cancer Biol Ther, 2008 Mar, 7(3):399-403, Antibacterial, antifungal and anticancer activities of volatile oils and extracts from stems, leaves and flowers of *eucalyptus sideroxyylon* and *eucalyptus torquata*, Ashour H M

Applied and Env Microbio, [aem.asm.org/content/75/21/6850](http://aem.asm.org/content/75/21/6850). Full effect of cinnamon oil on *icaA* Expression and Biofilm Formation by *Staphylococcus epidermidis*, Nuryastuti

Oral Microbiol Immunol, 2004 Feb:19(1):61-4, a comparison of the anti bacterial efficacies, both bacteriostatic and bactericidal, of essential oils against oral pathogens, including *S mutans* and others, Takarada et al.

Journal of Periodontology Online, [joponline.org/doi/10.902/jop.2008.070622](http://joponline.org/doi/10.902/jop.2008.070622), *eucalyptus* extract chewing gum had a significant effect on periodontal health,

including plaque accumulation, gingival index, bleeding on probing, and periodontal probing depth

In 2015, a review of all pertinent English language studies available through PubMed was put together and published in J Int Soc Prev Community Dent. 2015 Sep-Oct; 5(5): 335-340 Namrata Dagli, Rush Dagli, Rasha Said Mahmoud and Kusai Baroudi

[www.drew.edu/wp-content/uploads/sites/99/Team3Sandler](http://www.drew.edu/wp-content/uploads/sites/99/Team3Sandler), which inadvertently found that store bought extracts of cinnamon and clove are ineffective against the bacteria that cause deterioration of tooth enamel.

## *What Makes doTERRA Oils Unique?*

Not all essential oils are created alike, and not all of them are powerful and effective.

When Nancy first heard from Jessica, her dental hygienist about what doTERRA oils could do, she was skeptical, because the oils she had purchased from my hair salon and yoga studio were truly useful only as room fragrance. Soon after, she began to learn what was possible with essential oils, and what doTERRA has done specifically.

First, doTERRA sources the oils where the plants grow indigenously. Thanks to unique climate conditions and other environmental factors which cannot be replicated, plants in these particular regions contain the highest amount of the beneficial chemical constituents that will help us achieve our wellness goals. Great care is taken to preserve both their purity and potency.

Next, the oils are tested in seven different ways — see page 13. Remember that you can see the results of this testing by visiting [www.sourcetoyou.com](http://www.sourcetoyou.com)

The company works with farming communities to empower them to rise up out of poverty by providing microloans, eliminating middlemen, and paying a living wage to all involved. doTERRA also helps to improve and optimize the infrastructure of the farming communities, many of which are in developing nations, by upgrading distilleries and also building schools and clinics for the farmers' families and the surrounding population.

Through its Healing Hands foundation, doTERRA partners with Days for Girls to bring feminine hygiene kits to corners of the

globe where they have not been available. They support Operation Underground Rescue's work to rescue children from sex trafficking and create after school programs for the rehabilitation of these traumatized young people. doTERRA builds new water systems that deliver potable running water to villages for the first time, freeing up girls who had previously spent their days carrying water to receive an education. Customers can make a donation of any amount, from \$1 on up, each time we place an essential oils order, or we can purchase the Hope Blend or Rose Hand Lotion, the full purchase price of which go to benefit charitable programs.

The result of this are oils of unparalleled quality, in terms of both potency and purity. The result of your purchasing products from this company is your money goes to make a difference for people all around the world, from farming communities in developing countries to each and every global customer who incorporates these magnificent products into their lifestyle.

## *Safety Issues*

We will not attempt to cover the entire topic of essential oil safety here. The main point we want to make, which is why we repeat it, is that the purest, highest grade of essential oils are extremely powerful and should be treated with the utmost respect. We recommend, after reading this book, you find a way to work with someone with extensive experience and, if possible, some formal training in essential oils. Do not allow yourself to feel rushed to expand your collection beyond the few oils that you are initially comfortable using. Only add a new essential oil to your cabinet when you are well versed in its properties and characteristics and feel confident that you can use it safely.

Exposure to light and heat will affect an essential oil. Oxidation will occur, which is the reason essential oils are typically sold in dark glass bottles. People often joke that they love a particular oil so much that they wish they could buy a bigger, “value-sized” bottle of it, but this is not actually desirable. You always want to purchase the smallest bottles of essential oils available so that you don’t have to worry about them becoming less effective. One of the reasons we love buying my essential oils from doTERRA is that in over seven years, never has one “turned” on me, as we have commonly observed among the essential oils we have purchased from other suppliers.

An issue that should give you pause is the phototoxicity of bergamot oil and, to a lesser extent, all the other citrus rind essential oils — lime, lemon, grapefruit, orange, kumquat, mandarin, clementine, and tangerine. These oils are best taken internally, diffused, or applied to the soles of the feet or lower abdomen. They should not be applied to skin that will be exposed to direct sunlight for as many as 72 hours, and, in addition, they

should not be applied to skin that is still heated from recent sun exposure. Bergamot oil is POSSIBLY UNSAFE in children when taken by mouth in large amounts.

Dilution is an important factor when using essential oils. Nancy had a teachable moment at one of the first dental offices she worked with to integrate essential oils. The hygienist had just finished polishing her teeth with a dentifrice made in the office, using peppermint and cinnamon essential oils. She peeled the gloves off her hands hastily and, as she did, a glob of the toothpaste went flying through the air, landing smack dab on Nancy's left eyeball. This was several years ago, but she can still remember it vividly. Reflexively, she shut her eye tightly; as the cold, stinging sensation overwhelmed her, Nancy asked, as calmly and clearly as she could, for the hygienist to find her a carrier oil. She managed to locate a bottle of olive oil in the room where the staff takes their lunch break. Thank goodness they were salad eaters in that office, because they had not yet felt inspired to order a bottle of fractionated coconut oil, nor any other oil to use for dilution purposes. The olive oil eliminated the discomfort in my eye immediately upon contact, but we will never again let a dental office fail to include a carrier oil with their first order of essential oils, or fail to instruct the entire staff about the importance of dilution.

Special consideration should be taken when using essential oils during pregnancy (*Stephanie Fritz, Essential Oils for Pregnancy, Childbirth, and Babies*), as well as when using them with babies and with pets. There are excellent books written to guide women in using essential oils through pregnancy and childbirth; this one will not attempt to do so. It is also advisable to consult an expert when using essential oils with and around anyone extremely young, frail,

or elderly, as well as with animals considerably smaller than yourself.

The precautions to take with essential oils are something that can easily be mastered. If you are a dentist or a dental hygienist, or you manage an office for a dentist and you are curious enough to be reading this far, we do hope that you take the time to learn to navigate your way around them; if not from **either of the authors**, then from the person who recommended this book. The time you spend learning about essential oils usage will not only be enjoyable, but it should be richly rewarding, as well. Essential oils can bring so many blessings to a dental office, and they can improve a dental patient's experience from the very first breath.

Wouldn't it be great if the patients in your dental office felt like they were at a spa? By harnessing the power of essential oils, we are getting closer to achieving this impression. Embracing the use of essential oils could truly be the key to your dearest dental office dreams coming true. We would love for you to replicate the degree of success achieved in some hospitals that diffuse uplifting essential oils, as you can see happened in the Emergency Room at [this one](#) (Vanderbilt University Hospital).

In addition to high altitude lavender, the following essential oils also have been scientifically proven to have a stress reducing effect: roman chamomile, ylang ylang, labdanum, bergamot, sweet marjoram, basil, geranium, petitgrain, and patchouli oils all cause the neuro messenger serotonin to be released, resulting in decreased blood pressure, heart rate, respiratory rate, and cortisol levels (*Shipley, Michael, various studies performed at MIT, University of Cincinnati, and University of Maryland*). Any of these essential oils could be diffused on rotation in the waiting room or handed to an anxious patient to inhale from a bottle. As you become increasingly

familiar and comfortable with using essential oils, you may find you want to change up the scent in the waiting room occasionally.

Because dental offices are not exclusively populated by patients, but tend also to feature busy professionals who have to get work done on the computer or tackle piles of paperwork, we will mention another useful category of essential oils, including some of the oils in the amazing do'TERRA Motivate blend, specifically rosemary, spearmint, grapefruit, coriander, and ginger essential oils, which have been studied for the opposite effect. These oils act as a stimulant, causing the brain to release noradrenalin, reducing fatigue and enabling me, personally, to get more work done than I could ever dream of doing without their influence, including tasks that I find challenging or unpleasant, such as folding laundry and preparing tax returns.

Okay, so, now that you have that basic understanding, let's take a tour, step by step, as we joyfully envision...

## When You Are Ready to Enroll and Embark

If you are ready to get started, either call or text me at [Co-Author phone] or go to [Co-author website] to create your own account.

To purchase doTERRA products, go to [mydoterra.com/ourhealingcircle](https://mydoterra.com/ourhealingcircle). There, you can shop retail or select the option to join as a wholesale member and start saving money on product immediately. As soon as you enroll, doTERRA informs the person you identify as your enroller so that we can reach out, send you a welcome gift, and offer you as little or as much support as you need, including but not limited to in office training and patient education.

Buying second hand on etsy, amazon, or elsewhere is not advised. Those vendors are likely charging more than you ultimately need to pay, and you cannot be fully certain of the integrity of the product unless it comes directly from the manufacturer, which boasts a generous return policy in addition to terrific customer service and complete transparency. Not only will you benefit from your relationships with your enroller and with doTERRA, but you will also learn how to obtain product for the lowest possible price, including the free product of the month, through the Loyalty Rewards Program.