



## Balancing the vagus nerve with essential oils

Guest: Jodi Cohen

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### [00:00:10] Alex Howard

Welcome everyone to this interview where I'm super excited to be talking with Jodi Cohen. Firstly, Jodi, welcome and thank you for joining me.

### Jodi Cohen

Oh, my God. Always a pleasure.

### Alex Howard

So I'm looking forward to this interview because we're going to get into the area of the vagus nerve, which is a really powerful and important way of understanding how trauma is interconnected between our mind, our emotions, and what happens to us and our physiological body.

And Jodi has a very powerful story of a trauma that she's been through. And I think it's a really helpful way of bringing to life what can otherwise be perhaps quite a dry and quite a dense area.

Just to give people Jodi's background, Jodi Sternoff Cohen is a bestselling author, award winning journalist, functional practitioner and founder of Vibrant Blue Oils, where she has combined her training in nutritional therapy and aromatherapy to create unique, proprietary blends of organic and wildcrafted essential oils.

She's helped over 70,000 clients heal from brain related challenges, including anxiety, insomnia and autoimmunity. Her website is visited by over half a million natural health seekers every year, and she has rapidly become a top resource for essential oils education on the internet today.

Her first book, *Healing With Essential Oils*, is available on [amazon.com](https://www.amazon.com) and her new book, *Essential Oils to Boost The Brain And Heal The Body*, was released earlier this year.

Jodi, I'd love to start a little bit with some of your own story. I know that you were already working in this field in different ways and then went through a horrific personal tragedy. Tell us a little bit about that and really how that impacted you and evolved your understanding of trauma.

## **[00:02:06] Jodi Cohen**

Yeah, I think like every wounded healer, my life had basically been a roller coaster where the bottom would fall out, I'd figure out how to get back up and then the bottom would fall out again. So I started the company in 2012 after my then husband attempted suicide and was moved to a residential treatment facility. The moment I knew he was safe and it wasn't my job to keep him alive, I finally fell apart and nothing really helped because I had been so highly stressed that my gut was inflamed that nothing I was ingesting was actually making it into my system. At which point I started playing with oils because they enter the body through the olfactory system, or they can get in through the skin. And that worked really well.

So I made some things up, healed myself, and put them out in the world. And then when this shoe dropped on August 27th of 2018, my 12 year old son and three of his friends were going to go white water rafting. They never made it there. There was a car accident on the way. My son died instantly, and two of his friends later passed from injuries sustained, one boy survived. And talk about the bottom falling out. I used to always say that everything was okay as long as my kids were okay. So what do I do suddenly when one is not okay and the other one is looking at me and saying, I need you? Because her father was the driver, he ultimately is serving time for some bad choices on that day.

And so I had this interesting intersection of trauma, overwhelm and a very clear why, on how I needed to find a way through. The challenge was I had no clue what to do. The grief model, that's so commonly pointed to, is really, I later learned, designed for your own death, for dealing with your own death. And it's pretty much like you can be angry, you can blame, you can be depressed, the only positive one is acceptance. And I'm like, well, that's not very uplifting. That's my best shot.

So I just realized, okay, what's out there isn't really doing it for me. I need to make up my own stuff. And truthfully, I wish I had found you then, I just kept trialing and erroring it, like, let's try this. The first night people forced me to take pharmaceutical sleeping pills, which I knew, I knew in my heart I'm not a good fit for pharmaceutical drugs because I am a slow methylator, which means they stay in my system too long and make me feel horrid. But I listened to people and I woke up the next day and thought, I'm never doing that again. That was a very bad choice. I'm just going to start trusting myself a bit more.

And so I made a very detailed journal. Every night before I went to bed I would review the day backwards because then things popped out more. It was really obvious, oh, walking my dog with that friend who's an amazing cheerleader, that was a good choice. I'm going to see more of her. Going to grief therapy where people who 20 years out are worse than I am right now, that didn't feel very nurturing. That felt kind of slimy. So I just kept trialing and erroring it and keeping the things that worked and letting go of what didn't, including certain people in my life.

And at the end of about 8 months it became pretty clear, there was a clear pattern of what was working. And so then I started looking at why this was working.

## **Alex Howard**

I think there's something really important in what you're saying here. And actually you and I touched on it before we started recording, that there's something about just knowing what you need in any one given moment. And yes, sometimes it's the obvious things like therapy or emotional processing, but sometimes the thing that we most need is to give ourselves permission to numb out for a while. Those things that we might do to distract, to avoid are not always wrong.

**[00:06:19] Jodi Cohen**

Yeah, I did a lot of coloring and a lot of puzzles. Puzzles were incredibly therapeutic. I don't know why. I think it's because it's almost meditative, it's a way that you can, for the type A personality you're still achieving something, but you're also relaxing.

**Alex Howard**

So puzzles helped, what else helped in those early months of just trying to metabolize, and I guess, not even make sense at that point, but just trying to survive the shock of that early trauma. What else helped you at that point?

**Jodi Cohen**

Yeah. My best friend is a therapist, and this happened the week before school started. She left her three kids who were all starting high school, got on the next plane and got there within hours and basically said, all you need to do is sleep, eat and move. That is all you need to do.

I work with oils for sleep. I know how to sleep, which is why it was so silly that I took the pharmaceutical drugs. So I just focused on that. I'm going to sleep. Eating was very hard. We can talk about the vagus nerve and the parasympathetic state and how that helped it. And then movement. I have dogs. I walk them anyway. And there was something really unbelievably cathartic whenever I felt like I was going to explode, I would just go outside and walk and move. And that helped for a number of reasons. I do live in a pretty place so outside was nature. But even just moving through things, breathing through things that really seemed to help process things, shift energy, clear energy.

**Alex Howard**

Dogs are a great normalizer. They're not interested in whatever else is happening. They want to go for a walk.

**Jodi Cohen**

I know. Although my dog was very close to my son. It was very interesting. I felt like he was traumatized, too. He kept looking for him.

**Alex Howard**

So let's talk a little bit about, take a sidestep for a moment and talk about some of the physiology here. So what is the vagus nerve? Why is it important in trauma?

**Jodi Cohen**

Yeah. It's really the safety gauge. So it's the first thing in the body that responds to any sense of danger. And obviously trauma is danger. And your body is designed to keep you alive. So your autonomic nervous system controls all of your automatic functions, your heart rate, your breathing, your digestion, your detoxification, your immune system. And if there's danger, like the proverbial lion chasing you, or suddenly your world as you know it has been blown up because someone died unexpectedly. It allocates resources differently. It allocates resources to prioritize survival.

**[00:09:16]**

So it routes blood flow away from your core, your digestion and detoxification, to your arms and your limbs. It actually changes your eyesight. It makes your pupils, the black part of your eyes, get bigger so that you can take in light differently. And it's called selective attention. So if you think you're going to die, you are not contemplating the universe, you are just focusing on how do I fight back? Or how do I flee? Fight or flight. And that really shuts down your access to your higher problem solving skills.

Like, if you've ever felt threatened or even, in the aftermath of this there were attorneys calling you and attorneys do this thing where they paint the worst case scenario and then give you this very black or white choice, and you're in such fear and overwhelm that often people make choices that when they calm down, they can see differently.

And interestingly, the vagus nerve is the on / off switch between fight or flight response and rest and digest parasympathetic response. So I knew enough to know, oh, my heart feels like it's going to explode out of my chest. I feel so overwhelmed. I feel panicked. Wow. I'm in the sympathetic state of the nervous system. Okay, let's pause everything.

There were a couple of lawsuits after this, obviously because there were other children involved, and there were certain attorneys who wanted my business. And one of them called, my dad actually died 6 months after my son. So I was sitting with my dad in hospice and this attorney is calling and I shut down. I was like, oh, my God, I can't do this right now. I hung up on the person. I didn't even say goodbye. I just hung up. My dad was sitting there, and I said what I wanted to say to my dad, and it was my childhood home so I knew it well. And I need to take a walk. I just need to walk.

And I use an essential oil to stimulate the vagus nerve right here. I was pretty much bathing myself in it, but I could feel the point where my heart rate slowed down and I could suddenly see, oh, wait a minute. This attorney is painting this as black or white, but there's more information that I need to get and then more choices. And, oh, this friend might know that. And, oh, I can research that. And suddenly all these solutions appeared. And I realized, wow.

### **Alex Howard**

That's the difference of changing state.

### **Jodi Cohen**

Yes. And suddenly, if you have options then it's much more hopeful and uplifting, because it's not just doom and gloom. It's like, well, maybe it's doom and gloom, but we don't know yet. It could also be this. It could be this. And the irony, I look back on what that individual said to me on that day, which was, you're going to go bankrupt, you're going to lose everything. And the way this all unfolded, it obviously wasn't fun, but no one went bankrupt. No one lost everything. How do I say this? No one is ever happy when death occurs prematurely. No one was ever okay with that aspect of it. But the way that financially and legally it played out, I think people feel like that went okay.

### **Alex Howard**

And you were able to identify and recognize, it sounds like, what you needed. Having the awareness of, I can see my body's in fight or flight, I can see that my vagus nerve is out of balance, that then allows you to start to make choices to address that, to bring things back into balance.

**[00:13:10] Jodi Cohen**

Yeah, it's basically the pivot. It's when you feel overwhelmed and triggered, being able to say, oh, look at this. I joke with my daughter now because she's a teenager and she's completely age appropriate. I'm like, I'm putting myself in time out. I go walk the dog. There used to be that joke of you can't have a tug of war if you don't pick up the rope. I can now see like, oh, this is what's going on. I'm stepping out. And I literally, I walk the dog, I reset, and it goes from being triggered and reactive to being easier. Like, okay, I'm not choosing to have a fight with you. I'm just going to listen to what you have to say, validate you, and if you want suggestions I'll offer them but if not you'll figure it out.

**Alex Howard**

And to recognize your own state in that instruction. To be able to go, I'm not in a place right now that I'm going to make good choices, or I'm even going to see the choices I have available to me. So actually, my mission right now is not to deal with this situation. My mission is to get myself in a place where I'm able to deal with the situation.

**Jodi Cohen**

Exactly. Because it's far easier to put yourself in time out and reset and show up as your best self, as opposed to saying something that you later regret or expanding the situation.

**Alex Howard**

So we were saying a little bit earlier that in that initial shock phase of what happened, it was about eating, sleeping and moving. But then as things start to progress and some time starts to pass there's different, I guess, phases of what one needs, what one's body needs, what one's emotional body needs. I remember you said to me previously that there were certain avoidance tactics that started to come in that you almost default to, that may initially have been helpful, but then after a while become a way of almost avoiding what's happening. Say a bit about some of those patterns.

**Jodi Cohen**

Yeah. A friend of mine says when the house is on fire, you can't mow the lawn. In the early stages of shock and overwhelm, I mean, I laugh, I'll get Facebook messages that it's someone's birthday, and I'll go in to send them a message, and I'll realize that they sent me a message the day Max died, and I didn't see it and it's almost 3 years later. But that's okay because you can always do clean up. You really need to prioritize, sorry, my puppy is going bananas in the background, early on how you allocate your resources and your energy.

And then I do think that distraction is a way to, if you think about opening the soda bottle, you don't just open it because it might explode. You need to kind of slowly release it. And so it's not bad. I'm a workaholic. I wrote my second book after my son was killed and people are like, oh, look at you, you're doing so much. And I'm like, no, I just chose that over alcohol and drugs. It just helped me.

But I do think that to your point of having distraction, I used to train for marathons, and it would be like, run 12 miles, run 2. You need to give yourself a break. There's a lot to be said for recovery and pausing and recalibrating. And so whatever that break is for you, be it watching a show, writing a book, taking on a new challenge, getting a dog who's noisy, you have lots of options.

[00:16:57]

And I think, as people who have this idea that you just have to keep going, it's okay, you can nap all day if you need to. Just allow yourself... Emotion processes through it at its own speed. And so sometimes it's okay to distract and not be in it. You just need to know at a certain point that you need to go back to it and close that loop, because even though time passes, I don't think time heals all wounds. I think it changes things. And I think it's like peeling layers off the onion. New things come up that you maybe couldn't deal with before, but now you're ready to.

### **Alex Howard**

Somehow it's having that wisdom, as you're saying, to recognize this is what I need right now. And then actually, the breakthrough at one stage becomes the limitation at the next stage. It's like, okay, I was supporting myself by letting myself get lost in work and do this and do that. But actually, I've got a whole lot of stuff held in my body that I actually need to move and do something with. And I've survived these first 12 months, let's say, I now need to come at it from a different perspective.

I think that's really important, isn't it, to be able to identify what we need at different points?

### **Jodi Cohen**

Yeah, I think that's exactly true. And it changes.

Like there was some post in a group about someone who had a similar situation and people were throwing out things that I, almost 3 years out, I'm just starting to get into. I'm, like, give yourself a break early on, literally just eat, sleep and move, and then you can start to process.

And it's interesting, you keep coming back to intuition. Kelly Turner's *Radical Remission*, the book on people who survived cancer against all odds. So many of them turned into their intuition. And I think that's pretty natural for me. But I've noticed, obviously with what's going on in the world, I don't know that everyone does that. They don't trust themselves or they don't trust their own history and body. If people get nothing else out of this I really would encourage them, if you know that when you take pharmaceutical drugs, you feel rotten, don't take them. Trust yourself.

### **Alex Howard**

So let's come back to the vagus nerve pieces. So you mentioned earlier that you were using essential oils as a way of helping to reset and to calm what was happening. Let's just take a little bit of a sidestep and just say a little bit about what essential oils are and how they can be a benefit. Because I think that's important to understand that, to then understand how you are working with them.

### **Jodi Cohen**

Yeah. So the first thing is, think of the autonomic nervous system. Sympathetic, danger response, fight or flight, parasympathetic rest or digest. The vagus nerve is that on / off switch. And there are many ways to stimulate it. Breathing is the easiest because the vagus nerve starts at the base of the skull, splits, and is most accessible behind the earlobe on the mastoid bone on both sides. And then it innervates the throat, the heart, the lungs, every organ of digestion and detoxification. So anywhere where it touches you can stimulate it to switch lanes, so to speak. So that's why breathing techniques like box breathing, Datis Kharrazian used to talk about gagging yourself or gargling.

**[00:20:29] Alex Howard**

Your puppy doesn't like the idea of gagging yourself, by the way.

**Jodi Cohen**

I know. He has a lot to say.

**Alex Howard**

He's like, that's not right, Jodi.

**Jodi Cohen**

I know, he's got a lot of opinions.

But one thing that I learned, because I have been playing with the vagus nerve, I do yoga, I always kind of knew that the reason you feel better in Savasana than at the beginning of the class is because the breathing and the movements are activating the vagus nerve. So you're basically in parasympathetic in Savasana. And I knew that this point behind the ear was a really powerful one.

So oils are basically the natural constituents of plants. Every plant has oil in it. You distill it. You put basically the plant in a big bag of boiling water, the steam rises, the water goes one way, the oil goes the other. So it's really concentrated healing from plants. What's great about it is that the molecules are so small that they can basically pass the blood brain barrier to get in and calm the limbic system. Smell keeps us alive because we can smell food, we can smell water, we can smell predator odor, so it has preferential access to the limbic system over the other four senses, which I'll go through the thalamus first. That's why we have that immediate scent response. So you can use smell in combination with breath to really calm your nervous system, calm your limbic system. There's a lot of research on that.

What's also fascinating to me, there was a researcher in 2012 out of New York, who was basically implanting a pacemaker-like device behind his earlobe to stimulate the vagus nerve right there. And he had such tremendous success that the FDA approved this for epilepsy, migraines and depression. And I had been playing with vagus nerve stimulation, but I was thinking you want to incite parasympathetic, let's use a calming oil like lavender or chamomile. But when I heard stimulate, I thought, oh, wait a minute. So many oils are stimulatory, meaning that if you were to put a drop on your arm, it might turn red, it might feel hot. Things like oregano, rosemary, thyme, peppermint, clove.

So I started playing with stimulatory oils to stimulate the vagus nerve here. And it's a bit of chemistry, because clove works the best, it has this constituent eugenol that is really powerful in detoxifying and stimulating, but the molecules are slightly bigger, so it took about 20 minutes to get through the skin. So that's why I blend oil. So if you combine it with a citrus oil, like lime, which has the smallest molecules, suddenly you get the super stimulatory blend that gets through the skin really quickly and acts almost like a gear shift or an acupuncture needle. It shifts you into parasympathetic, and you can feel calm immediately.

The vagus controls the whole digestive cascade. So people who have digestive issues, suddenly they'll hear their stomach gurgle. Or maybe they'll feel like they need a bowel movement. It works very quickly. And it just felt very empowering, because oils are affordable, they're small, you can carry them in your purse. I felt like the world was so outside of my control. I had no control over the

accident. I had no control over the legal stuff. I had no control over other people's reactions. The only thing I could actually control was my own reaction in that moment. Every single day when I go to the bank and someone in line would be like, aw, which is pity, which is a projection of shame, which affects you. And I could choose, am I going to fall apart because this person wants me to, like a circus monkey, or am I going to say thank you, I appreciate that, I'm actually having a good day, and smile?

### **[00:24:20] Alex Howard**

It really comes back to this piece around intuition, and going, what do I need in this moment? And I love what you're saying that at the time that you almost have the least control over circumstances around you, because they're so big and there are so many moving parts of what's happening, the one thing you can, not necessarily control, but you can influence, is your own state and the way that you respond. But it takes a certain trust to do that. That it's almost like I'm not going to get caught here but I've got to call this lawyer right now, and I've got to deal with this. To almost go, I'm going to trust that to take care of itself right now, because I know that what I need to do is take care of me.

### **Jodi Cohen**

And I think for anyone who's ever been driving in traffic, and someone cuts you off, and for whatever reason you're like, oh, maybe they're in a hurry, I hope they get there safe. It doesn't affect you. You're like, that's okay, I've got time, I like the song on the radio, I'm good. And then another day, the same exact situation can happen, and four letter words are flying out of your mouth and for some reason this is so upsetting to you. And the only variable that's different is you and how resilient you are in that moment. And how easily you can respond to change. Like something throws you off and you're still okay.

And that's what I really realized, is that the more I can make sure that I'm resilient, the more I'm sleeping through the night and waking up refreshed, the more I'm moving and getting blood flow and getting exercise and nurturing myself with food and making sure that I digest, absorb and assimilate it because I'm eating in a parasympathetic state. That was all within my realm of control, and that I could, every day, choose to influence what is my capacity? What is my bandwidth?

Slowly chunking it. I was basically trying to turn the Titanic, and it's not like a quick turn. It's every day you do a little bit, you wither away challenges, the stress, the emotion until you start to see progress. It's slow and steady wins the race. And so you need resilience to do that and to stick with it. Because sometimes it feels like one step forward, seven steps back, and you just have to say, well, okay, I made that one step, tomorrow maybe I'll try again.

### **Alex Howard**

Because inevitably, when you deal with something as enormous as what you've been processing, one has days where they go, I just can't cope. I can't do this. It's just too much. And it's almost the days that we most need to use these tools of self care are the days we feel the least resourceful to do. So what helped you navigate that, or what would you say to someone that's struggling with that?

### **Jodi Cohen**

Yeah. I mean, I made a commitment that every day, even when I didn't feel like getting up, I would get up and I would exercise. I would go to yoga or I'd go run. And then I'd take a shower, I would put on something that I felt was attractive. And if after I did that I still needed to fall apart, I could totally crawl back in bed. But most days it's this momentum. Once I got that done, I was like, okay, I actually

would keep a list, and I would every day just try to pick two things. I would set myself up for success. If I do nothing else but make this phone call today, it's a win.

**[00:27:53]**

And then on the days that I could do those two things and I felt like I could pick two more, I would do two more. And my mum used to say my dad would slice his way through the cake. He'd have just a sliver and another sliver and another, and the cake's gone. It was kind of like that, I would just give myself a manageable amount and try to celebrate every win.

**Alex Howard**

That's awesome. I love that. You're setting it up so even if you do a tiny bit you feel like you've won and then anything else you feel like is a bonus. So it's like you're setting it up to feel good about yourself rather than having this mountain that every day you feel like you're failing because you're not managing to do it.

**Jodi Cohen**

Well, the other nice thing is sometimes I would put things on the list, like make dinner or go to the bank, things that were kind of manageable that I knew I was going to do anyway, because then I could check it off. My daughter actually showed me in the notes section of the phone you can do little checkboxes. There's something, I don't know why, but I get a lot of gratitude and accomplishment out of checking a box.

**Alex Howard**

I know what you mean. It's a good feeling when you feel like you've got through things like that.

**Jodi Cohen**

Yeah, exactly.

**Alex Howard**

I want to come back a little bit more to the essential oils piece. For people who are new to essential oils, what are some of the starting points? You talked a bit about how the mechanisms can work. Obviously people, to be clear, people are not ingesting, they're using them on their skin or through smell. How does someone get started with essential oils?

**Jodi Cohen**

Honestly it's so easy. People are so concerned about quality. Honestly, I think you can smell when things are natural. An easy one to start with is lavender or orange because they're affordable. And the easiest way to do it is literally just to smell the bottle under your nose.

One of the things that I learned in researching the book is that the different hemispheres of the brain do different things. And the right hemisphere is kind of known as the rumor rating hemisphere. And so if you're having a panic attack or an anxiety attack that's often an overactive right frontal lobe. And so the easiest way to do that is to balance the brain by stimulating the left frontal lobe. The easiest way to do that is to smell anything through your left nostril.

**[00:30:15]**

I know a lot of people think right brain, left body. And that's true, except for the nostrils go directly to either side. So literally take your right thumb, plug your right nostril, smell anything, orange, lavender, whatever smells good to you is a great choice. Like three to five breaths. You'll stimulate your left frontal lobe, balance the two hemispheres and feel less anxious immediately.

**Alex Howard**

That's really cool.

**Jodi Cohen**

Yeah. And it's not a big investment. And if it works you'll keep doing it and try other ones. And if it's not for you, you've tried it.

**Alex Howard**

And it goes back to the point you were making earlier that sometimes the most powerful thing one can do is shift their state. And that shift might only be a 4% or 5% shift, but then it's almost like connection feeds connection. So if you're really disconnected from yourself and you do something that calms things a bit, then you perhaps see things a bit more clearly, you calm a bit more. Then perhaps you sleep a bit better that night. So it's just trying to get these little shifts that help us move things in an easier direction.

**Jodi Cohen**

That's exactly what it is. It's a small pivot with a big impact.

**Alex Howard**

You said it better than me.

So where can people get started? So you mentioned that people can get overly fixated on quality. What are some of your recommendations? You mentioned lavender. What are some of the other recommendations for people to start with?

**Jodi Cohen**

There are a lot of them. You need to think about how plants are grown. Anyone that's ever had an herb garden, it's really hard to kill peppermint and basil. It's not like you need a ton of pesticides to get them to grow. So I wouldn't worry too much. Buy organic when you can. But you can get started with lavender. It's great in an epsom salt bath. Two cups Epsom salt, one cup baking soda. You can add a little borax during cold and flu season. Two or three drops of lavender, just mix it into the salt before you add water.

If they want to learn more about my oils, we have a free book at [boostthebrainbook.com/gift](https://boostthebrainbook.com/gift). They can grab a whole chapter on the vagus nerve and how to stimulate it, and it has more information about oils and getting started.

**[00:32:35]**

But I guess my biggest advice is to step out of fear. It's very hard to do it wrong. It's very hard to make a mistake. And you can feel the difference really quickly. So it's an easy thing to try. It's like dipping your toe in the water and seeing if it is cold or is it hot? You know right away.

**Alex Howard**

And in a sense, it can be a great way of shaping one's intuition. Because you can see, how do different oils affect me? I think you can get very fixated on what's the right thing that I should do for this? Rather than going, how does this affect me? What's my body telling me about how this affects me?

**Jodi Cohen**

Well, that's a good point, too, because I heard somewhere someone said, if it smells bad, you need it. I see it as the opposite. You crave chocolate when you need magnesium. You crave meat when you need iron, you know what you need. Go ahead and smell. If something smells great to you, wonderful. That's a good choice for right now. And it could change. It could shift. Like frankincense, sometimes it smells magical, and sometimes it's not for me. It's like I don't wear this color every day. Every day you get to pick what's the best fit.

**Alex Howard**

Unfortunately I do tend to wear the same colors every day.

**Jodi Cohen**

You do.

**Alex Howard**

I get told off by the team at work. Oh, he's got another blue shirt on to film today.

**Jodi Cohen**

That was my dad's uniform. He wore navy shirts and khaki pants.

**Alex Howard**

For people that want to find out more about you and your work. What's the best way to do that?

**Jodi Cohen**

You can visit [vibrantblueoils.com](http://vibrantblueoils.com) or go ahead and go to [boostthebrainbook.com/gift](http://boostthebrainbook.com/gift) and get a free download just so you have more information and then we can talk more.

**Alex Howard**

Thank you, Jodi. It's always a pleasure. I really appreciate it.

**Jodi Cohen**

Thank you.