

# Present the Message

The next step for your prospects, after being invited to learn more, is to experience the message about the life-changing products and income-producing opportunity dōTERRA offers.

**PRESENTATIONS CAN HAPPEN IN DIFFERENT WAYS. DO WHAT WORKS BEST FOR YOU.**



Class, One-On-One, or 3-Way Call  
Webinar, Video, or Social Media



In Your Home or at a Friend's Home  
Juice or Coffee Shop  
Chiropractic or Professional Office

## CHOOSE YOUR PRESENTATION



### PRODUCT (40-50 MIN.)

#### Purpose:

- 1 Gather people, listen to their needs, let them play with the oils. Make it fun.
- 2 Focus on needs of attendees; share top solutions.



### BUSINESS (20-60 MIN.)

#### Purpose:

- 1 Gather people, listen to their needs, expose them to the dōTERRA® opportunity.
- 2 Focus on needs of attendees; know and share how the opportunity can work for them.

- 5 min: Make connections/Tell your story (1-2 min)
- 1 min: State intention
- 10 min: Why essential oils/Why dōTERRA (pg. 1)
- 5 min: Health priorities (pg. 3)
- 10-20 min: Teach essential oils and dōTERRA Lifelong Vitality® (pg. 2-3)
- 9 min: Explain membership options and next steps (remainder of handout)
- Serve refreshments and answer questions
- Help guests enroll

- 2-5 min: Make connections/Tell your story (1-2 min)
- 1 min: State intention
- 2-5 min: Learn about their situation (Buckets vs. Pipeline – pg. 2)
- 2-5 min: Why dōTERRA (pg. 3)
- 2 min: What it takes to do this (pg. 4-5)
- 2 min: Compensation plan (pg. 6-7)
- 4-5 min: Envision and choose a path (pg. 8-9)
- 5 min: Next steps (pg. 10-11)
- Q&A: Anything else they want to know?

## BOOK CLASSES FROM CLASSES

Grow your network by inviting attendees to host a class of their own. Bring a few affordable gifts (e.g. a keychain) as booking incentives.



*Likely you've thought of people you know who would benefit from this same experience. If you'd like to host your own gathering, see one of us after. And if you book tonight, you take home this keychain! (Show keychain)*

