

Create Experiences

Using and integrating dōTERRA® products into your life naturally stirs the desire to share your experiences with others and be better equipped to help them find their own natural solutions.

dōTERRA is a relationship business. Take the time to create and nurture relationships as you begin to share. When the time is right, ask about health priorities and share samples. Seek to serve, then others will naturally want what you have to offer.

Share Your Story



Share an Oil Experience



Share a Sample



Share Online



WHERE AND WHEN TO SHARE

The best way to help others want to learn more about essential oils is by sharing experiences. Choose the method that is best for you. Many sharing opportunities happen naturally during existing day-to-day activities (at a social gathering, sporting event, on social media, in line at the store, etc.) Share a quick oil experience when and wherever it feels natural. The more experiences a person has with the oils and with you, the more they want to learn. Take advantage of windows of opportunity to share.

CARRY SAMPLES WITH YOU

SAMPLE IDEAS



Share a drop of oil you have in your purse or keychain.

Popular sample oils: Wild Orange, dōTERRA Balance®, Peppermint, Lavender, PastTense®.



Use the dōTERRA pre-packaged samples.



The *Healthy Can Be Simple* Intro Guide is the perfect companion to an oil experience. Jot down sample usage instructions on the back. Ask permission to follow up on their experience in a couple of days.

SHARE ONLINE



When sharing online, reference body systems instead of health issues or disease claims.

dotterra.com > Advocates > Discover Solutions

SAMPLING TIPS:

- Personalize samples to target specific needs or interest. Focus on what you can easily help with.
- Sample oils that quickly make an impact (e.g. Wild Orange, Deep Blue®, Lavender, Peppermint).
- Provide instructions for usage on back of *Healthy Can Be Simple* guide.
- Ask permission to follow up and set up a follow-up call within 48 hours to inquire about their experience.

SUPPORT THEIR EXPERIENCE

Positive Experience:

- Invite to learn more at a class (follow instructions and scripting on page 3).
- Consider offering a sample as an incentive to attend a class.

Negative Experience/No Result:

- Invite to try a different sample.
- Be patient and invested in helping them find a solution to help them build their own belief in the product so they will want to learn more at a presentation.

Didn't Try Sample:

- Invite to try.
- Ask for permission to follow up in a couple days.

SHARE YOUR STORY

Be prepared to share by being in touch with your own story about why essential oils are important to you.

Take the time to write out and remember the answers to the following questions.

What wasn't working for you? How long had it been going on? What problems were created as a result?

What had you tried, what kind of results were you getting, and what did that cost you?

What led you to dōTERRA? What was different about these solutions?

What kind of results did you start experiencing? How have the products and/or opportunity changed your life?

What is life like for you now?

Begin sharing conversations by asking powerful questions just like the ones above. The goal is to make a difference. Be patient as you listen. Then share your story and solutions when the time is right. Since you will have the basics of your story memorized, you are freed up to really listen to their needs and customize in a way that is relevant to them.