

Sharing Comes Naturally

When you experience something wonderful that has made a difference in your own life, you naturally want to share it with those you care about.



Why share dōTERRA?

EMPOWER OTHERS

Host a class to introduce your friends and family to dōTERRA products and help them find natural solutions.

EARN REWARDS

As your contacts make purchases you can earn free product or commission (ask upline leader for details).

CREATE INCOME

Create income and build a financial pipeline as you change lives by sharing dōTERRA products and its business opportunity.

HOST CLASSES OR ONE-ON-ONES

Make a list of those you want to invite to your event (e.g. family, friends, neighbors, associates). Schedule your event with your upline leader and use the dōTERRA® Class in a Box to support your presentation. Hosting can happen in person or online.

Whose lives do you want to change? (Check the best setting)

WHO	1 ON 1	CLASS	WHO	1 ON 1	CLASS
1			11		
2			12		
3			13		
4			14		
5			15		
6			16		
7			17		
8			18		
9			19		
10			20		

THREE STEPS TO INVITE

Follow these simple steps to effectively invite your friends and family to a product or business presentation to help them learn more about dōTERRA.



1 Share AN EXPERIENCE

Are you open to trying something natural?

- Make your sharing relevant by asking questions to discover their health priorities during ordinary conversation.
- Share your experience. Share how the products have helped you:
Well you know how we struggled with.... We've been loving how dōTERRA essential oils are helping us with so many different things!
- Ask permission to share a sample or story.
I'm just curious, are you open to trying something natural for that? If I give you a sample, will you give it a try?
- Get permission to follow-up within 48 hours and get contact info.
Would it be all right if I reach out to you in a couple days to see how it worked for you? What's the best number to call or text you?

2 Invite TO A PRESENTATION

Are you open to learning more?

- Invite to a presentation.
- Personalize your invitations.
- Ask in one of the following ways, then pause and listen.
If they previously experienced essential oils: *Are you open to learning more about essential oils?*
If new to essential oils: *Are you open to natural forms of healthcare? What do you know about essential oils? Would you be open to learning more? I'm having a class on ____ or we can meet together ____ . What works best for you?*
- Get permission to remind:
If you're like me, you appreciate being reminded. How about I give you a quick reminder before the class?
- Avoid inviting through mass email, texts, or Facebook invites.

3 Remind THEM TO COME

Excited to see you! Come ready to learn.

- Call or text your invited prospects 48 hours prior to the presentation to remind them to attend. Share your excitement and the value they'll receive. *(This is just a reminder; they've already given their commitment to come.)*
I'm so excited to see you! You're going to love learning some great ways to take care of your family naturally. Feel free to bring a friend and get a free gift!
- Text them 2-4 hours prior to your presentation. Reiterate your excitement. Let them know something.
Feel free to park in the driveway or along the street. I'm Excited for the fun and learning we'll experience together!

SHARE THE BUSINESS

- Begin connecting in person, online, or over the phone to nurture your relationship.
- When the time is right, ask:
Are you open to additional ways of creating income?
- Share your vision.
- Tell them why you thought of them and why you would love to work with them.

- Invite them to learn more about the dōTERRA opportunity.
Are you open to learning how to create additional income with dōTERRA?
Offer options: *What is the best time to connect? Monday or Wednesday? Morning or evening?*
- Schedule your appointment and get a commitment: *So I'll see you (date) _____ at (time) _____?*

- Remind 4-24 hours before the presentation. Call or text:
I'm excited to connect and explore the possibilities with you!