

What is Your Part?

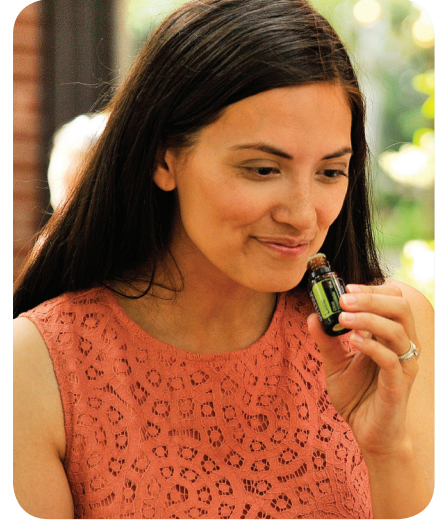
Invite your friends to a product or business presentation. Choose the format that is right for them.

One-on-one: in person, on a call (3-way preferred), or online (Zoom).

- Lives outside your area (*mail sample for oil experience*)
- Is less available; need to work around their schedule
- Prefers more private one-on-one connection
- Is a potential builder prospect

Preparation:

- Invite to meet at a time and location that works best for them.
- Prepare to introduce the presenter to share who they are, where they've come from, and why they are worth listening to.
- Complete the Share Your Story exercise on page 5 so you are prepared to share your personal experiences.
- Ask the individual what he or she is most interested in learning about.
- Pass interests/needs to presenter prior to presentation so they can be prepared to address their needs.

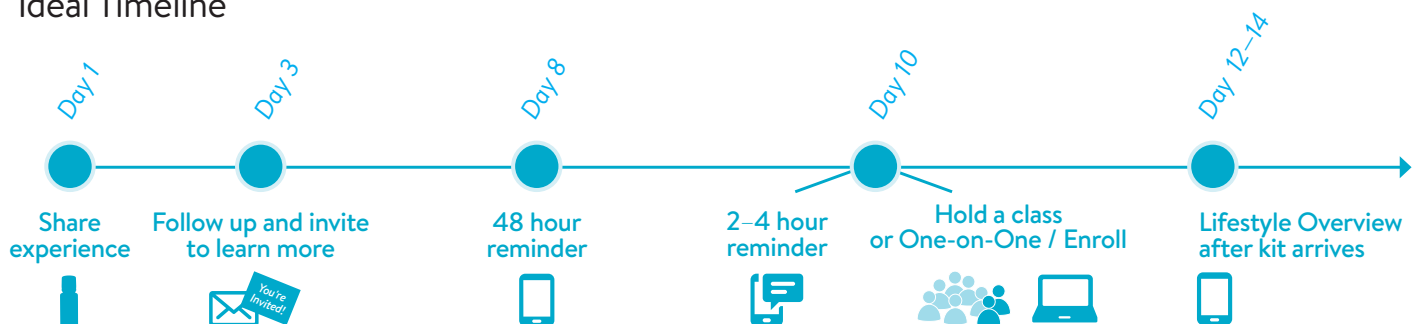


Class: live or online

Preparation:

- While anytime is a perfect time to host a class, Tuesdays, Wednesdays, and Thursdays typically draw the best attendance.
- Invite 12 people for an ideal class size of 4 to 6. Not everyone you invite will attend.
- Prepare to introduce the presenter to share who they are, where they've come from, and why they're worth listening to.
- Create an atmosphere for learning with comfortable seating and temperature. Eliminate distractions. A clean, child-free environment is best for learning.
- Complete the Share Your Story exercise on page 5 so you are prepared to share your personal experiences.
- Create a space for presenter to set up materials and display products.
- Diffuse uplifting oils (e.g. Wild Orange or Citrus Bliss®).
- Have pens or pencils available.
- Provide water and simple refreshments for the end of class so guests can mingle while you and the presenter answer questions and assist with enrollments.

Ideal Timeline



YOUR PART IN A PRESENTATION

Getting your friends and family to a presentation is your top priority! Ensure successful attendance at your event by following the Three Steps to Invite on page 3.



EDIFY & SHARE → INVITE TO ENROLL → FOLLOW UP TO SUPPORT

Product Presentations

- Introduce and edify the presenter* for 1 to 2 minutes.
 - Share a 2 minute personal oil or product experience.
- *If you are the presenter, learn how to teach others about dōTERRA products.

- Support guests in getting enrolled with a kit to receive big discounts and the best value.
- Enroll guests by visiting doterra.com and choosing “Enroll Wholesale Customer.”

- Follow up with guests who didn’t enroll within 48 hours. Remind them of any special offers.
I’m so glad you were able to join us! What did you enjoy most? How do you feel the oils could help you and your family? Which kit best fits your needs? Do you have any questions for me? Would it be okay if I show you how to get started?
- Schedule a Lifestyle Overview for after they receive their kit. Utilize upline for support or watch videos at doterra.com > *Empowered Success* to prepare.

Business Presentations

- Introduce and edify the presenter* for 1 to 2 minutes.
 - Share a 2-3 minute product experience and why you have chosen to share dōTERRA.
- *If you are the presenter, learn how to teach others about dōTERRA products and the business opportunity.

- Invite prospects to partner with you.
- Commit them to do the Three Steps to Launch in the *Build Guide*.
- Invite them to enroll as a Wellness Advocate with a business builder kit. (Natural Solutions kit or above to support personal use and sharing needs.)

- Follow up with guests who didn’t commit to build within 48 hours.
- Encourage them to partner with you and offer support in reaching their financial goals.