

Class Script Essential Oils

Comprehensive Class Script for Presenters

This script guides you through the full 45-minute class in a clean, easy-to-teach format.

1. To Start - Welcome & Settle the Room

"Welcome everyone! Thank you so much for being here tonight. I'm really excited to share these natural solutions with you. Please grab a seat and make yourselves comfortable. You'll notice a Draw Entry Form on the top of your clip board there. If you have not filled this in, please do so now as you will go into the draw to win 'xyz' prize."

While people are arriving, get them to complete the Draw Entry Form. Explain that this will give them a chance to win a prize at the end of the class. As you collect them you will be able to see if there is a theme as to the top wellness concerns of the attendees. If so, you will know to give extra attention to this during the class.

Hand out the Class Handout + pens.

Wait for the room to settle.

2. Host Edification (Host speaks for 2–3 minutes)

Host introduces you:

Who you are

Why they trust you

Why they invited you to speak

Their personal oil story (one simple example)

The host's personal oil story should be passed around for attendees to experience while the story is being told. Getting the lids off and the oils being smelled and applied topically where appropriate does so much of the 'selling' for you.

Presenter:

"Thank you so much! I appreciate your hosting and I have a little gift for you as a thank-you."

(Give host gift)

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3. Presenter Opening Script

Welcome everyone! I'm so glad you're here.

Today's class is called 'Essential Oils Made Easy' because that's exactly what I want for you – simple, practical ways to use these tools in real life. dōTERRA sets the standard for pure essential oils and is the only brand I would use. The reasons are that almost all essential oils commercially available today are adulterated or include synthetic ingredients or impurities that make them unsafe to use.

So please never apply what you learn here today unless it's with dōTERRA oils."

We're going to cover:

What essential oils are and why you'd use them

Why I chose dōTERRA for my family and my clients

How to use them safely + the top 10 oils every home needs

Then I'll show you how to get started with what will suit you best.

Sound good?"

"This is the class outline we'll go through together. Feel free to take notes as we go."

4. Share Your Story (1–2 minutes)

First, I'd love to share a quick story of how essential oils came into my life and why I am now dedicated to sharing them with you.

Keep it short:

What challenge you had

What you tried

What changed

The oil/product that helped you

Why you kept going

Pass around the oil connected to your story.

It is imperative that you get lids of the bottles and oils being passed around as early into your class as you can. By this stage of your class, your guests have heard 2 powerful stories as well as experienced the oils related to those examples. The power of this in helping people make an early positive association with the oils makes them so much more likely to want to get their own.

5. What Are Essential Oils?

Let's start super simple: what are essential oils?

Essential oils are:

Pure plant extracts from leaves, flowers, roots, resins and peels.

They are nature's defence mechanism for plants – protecting them from threats and helping them thrive.

They've been used throughout history for health and wellness support.

They're also very concentrated.

For example, one drop of peppermint oil is similar to about 28 cups of peppermint tea – so we only need a tiny amount.

Used correctly, they're a safe, effective and affordable way to support our bodies, instead of reaching for synthetic options first.

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6. Why Use Essential Oils?

So why would you even add essential oils into your life?

Essential oils can:

- Provide safe, natural alternatives to some conventional options.
- Offer hundreds of health-supporting compounds in each drop.
- Help you treat the cause, not just mask the symptoms.
- Give you a proactive, informed approach to self-care.
- Be used safely for the whole family when we follow simple guidelines.
- For many people, oils become that first step.
- Before we rush to panic, they're a way to support the body gently.

7. Why dōTERRA Essential Oils?

There are lots of brands of essential oils out there, so why use dōTERRA?

I like to keep it to three words: **Safe, Effective, Affordable.**

SAFE

- dōTERRA has a purity standard called CPTG® – Certified Pure Tested Grade.
- Plants are grown and harvested in their natural habitat.
- Every single batch is tested multiple times for purity and potency.
- No fillers, no synthetic fragrances, no contamination – which means what's on the label is what's in the bottle. Just pure, potent essential oils.

EFFECTIVE

- Oils are part of the plant's defence system against fungus, virus, bacteria and mould.
- Because they're so small, the aromatic compounds can easily enter the blood stream and permeate cell membranes, so they can get to places that larger molecule synthetic solutions cannot.
- Used consistently, they help you take more control of your health and wellness naturally.
- Many of our oils and supplements here in Australia are TGA-listed, which means they're listed as medicines for specific indications with known outcomes.

AFFORDABLE

- When you break it down, it's literally cents per drop.
- One bottle can give you hundreds of uses, instead of multiple products half-used in the bathroom or medicine cabinet.
- And you have them at home, ready to use immediately whenever the need arises, instead of waiting for an appointment or standing in a chemist aisle guessing.

8. How to use Essential Oils

Next question I always get is 'Okay, but how do I actually use them?'

There are three main ways to use essential oils:

1. ORAL (Internal) – where appropriate and labelled for use

- You can add a drop to water, take in a capsule, or place under the tongue (for oils that are labelled for internal use).
- This can nourish the whole body – including digestion and immune function.
- This is most effective when you are wanting a systemic outcome, immune support, digestive health, nervous system support, pain, etc.

Instruction: Drop 1-2 drops of lemon into a jug of water and pass around cups for people to taste.

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2. TOPICAL – on the skin

- Oils are powerful – one drop can service every cell in your body.
- We apply topically when we want a localised effect: for example;
 - on the chest for respiratory support.
 - on the tummy for digestion.
 - on the back or neck for muscles and tension.
 - on top of a rash/cut.
- We always dilute it with Fractionated Coconut Oil (FCO), especially for kids, elderly or sensitive skin. That keeps it safe and helps the oil absorb more slowly and effectively. The ratio is 1 drop of essential oil in 10mL of FCO for babies, 2-3 drops for kids and 5-8 drops for adults.

Instruction: Pass around peppermint essential oils have them take 1 drop into their palms rub together and rub on the back of their neck or sore spot.

3. AROMATIC – in the air

- This is as simple as using a diffuser or even a drop in your hands and inhaling, (pass around 1 drop of peppermint and have them rub palms together and inhale).
- Inhaling oils can change how we feel in seconds – they connect straight to the limbic system, the emotional centre of the brain.
- We can purify the air, reduce odours, and support respiratory health and mood at the same time.
- Diffusing in the bedroom can support deep sleep, or with a respiratory blend it can support easy breathing through the night if someone has a sniffle.
- Diffusing is versatile and you can blend whatever you or your family needs into the diffuser for immune support, clearing the air or bringing calm and reducing stress.

Instruction: Have them now inhale the peppermint oil that is in their hands.

9. Live a Wellness Lifestyle

dōTERRA products aren't just 'pretty aromas'.

They offer products that fit into every pillar of wellbeing – nutrition, metabolic health, stress, sleep, movement, low-tox living... All powered by pure essential oils. It's about informed care at home.

On your sheet you'll see a box that says:

'What are the top 3 health needs or challenges for you or your family?'

Take a moment and jot down 3 areas that could use some improvement. Some ideas might include sleep, energy, pain, immune health, hormonal challenges, weight, mental health.

1. Something physical
2. Something emotional or stress-related
3. Something for your home or kids

Pause while they write.

"These will be our guides tonight. As I go through the oils, take notes and circle the ones that match your top three needs."

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10. Presenting the Top 10 Oils

"These are the 10 oils every home should have – because they solve 80% of common health needs."

As you present:

Pass around oils for people to smell. Connect each oil to common household needs.

"Let's walk through the top 10 oils. These are like a natural first aid & daily wellness kit. You don't have to remember everything – just listen for the ones that match the areas you wanted to see improvement in."

Lavender - *Lavender is our calming multitasker.*

It can:

Relieve mild anxiety and help the body adapt to stress.

Soothe skin irritations and support wound healing.

Support restful sleep.

I use it in the diffuser at night for everyone, think drops of lavender on the kids' pillows before bed, and I love it topically on skin in my nighttime skincare ritual with Frankincense + it's the best on bites or irritated skin. It also pairs beautifully with chocolate - yes it's an edible oil.

Some simple ways you would use this inside your home - do you know anyone with irritated skin, like eczema... or anyone that itches for days with mozzie bites... What about sleep, does anyone struggle with sleep? - lavender in the diffuser, or a drop on the back of your neck to help calm and fall into a deeper sleep quickly. It is also gentle so perfect for kids of all ages (when diluted properly).

Peppermint - *Peppermint is the wake-up oil.*

It can:

Relieve tension headaches and mild sore throats.

Support digestion and ease bloating.

Promote mental clarity and focus.

One drop in the palm, breathe it in – instant pick-me-up. Great for

study, driving, or the 3pm slump. It's my daily energy and brain tonic."

Add a drop to some FCO and rub over the belly.

Frankincense

Frankincense is known as the 'King of Oils'.

It can:

Act as a strong antioxidant and support cellular health.

Support the immune system and respiratory health.

Calm the mind, relieve mild anxiety and stress, and support healthy skin.

I often say: 'When in doubt, get Frankincense out.' It layers beautifully with almost every other oil."

Who wrote stress or anxiety on their list? Or perhaps you know someone who suffers from this - then frankincense is a must have oil in your collection.

The beauty of Frankincense is that it is a booster oil, what I mean by that is, it boosts the effects of other oils, so if sleep or anxiety are an issue, then Frankie and Lavender would pair really well together.

Easy Air[®] Clear Blend - *Easy Air is our breathe-easy blend.*

It can:

Support healthy respiratory function.

Soothe coughs, colds, throat irritation and congestion.

Promote restful sleep when breathing feels a bit tight.

We use it in a diffuser at night, or diluted on the chest, back and feet.

This is your vapour rub replacement (with none of the petrochemicals), it is your snotty nose relief, it is your best friend if you have a partner that snores. As I said earlier, apply where the issue is - so for coughs or colds, add a drop to some FCO and rub some over your chest. Another simple way to use Easy Air is to add a drop to the corner of your shower, especially if snots and sniffles are in the house, this helps open airways and creates a steam effect in the shower. So simple! Stuck emotions, especially grief, Easy Air diluted and applied to your chest will certainly help ease that heaviness.

DigestZen[®] Essential Blend - *DigestZen is the tummy tamer.*

It can:

Relieve indigestion, gas and cramping.

Support healthy digestive function.

Calm motion sickness and nausea.

Did anyone write bloating, or tummy aches, or anything like that on their list? This is your go-to oil. You will use this oil at the first signs of tummy sickness - and yes, I am talking vomiting or diarrhoea. Again, apply where needed.

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A drop in some FCO and rub over the belly or lower back.

And did I mention motion sickness - such a great oil for anyone who suffers from that.

Lemon - *Lemon is our clean, fresh, happy oil.*

It can:

Support cognitive performance and healthy mood balance.

Enhance immune and respiratory function.

Relieve digestive discomfort and mild arthritic symptoms.

Lemon is such a versatile oil - you would use this in your water for detoxing the body (glass or stainless steel only), it is beautiful in the diffuser to help freshen the air, either during sickness or after cooking a smelly meal. You can also use this in your food, flavouring things like icing or bliss balls. It works out a lot cheaper than buying lemons. And this is your go-to for when illness hits the house, as it is TGA approved for supporting the immune system.

In fact, I am going to make up an immune blend later in the class, and this is a key oil in that blend.

Tea Tree - *Tea Tree (Melaleuca) is the skin and surface guardian.*

It can:

Relieve mild fungal infections.

Support immune system function and respiratory health.

Help with bites, stings, warts and skin breakouts.

Tea tree can be used for acne, just a dab onto the spot with a cotton tip. It is also great for cold sores, again, use a cotton tip to apply directly to the cold sore.

Who has ever been sunburnt? We all know how sore it can be! Lavender and Tea Tree in

some FCO helps to heal the skin and take out that 'bite' from the redness.

You would also use tea tree in your DIY cleaning - does anyone have boys at home - add some tea tree to ½ cup bicarb soda and sprinkle that over tile grout around the toilet. Leave it half an hour and vacuum up. Smell be gone.

Oregano - *Oregano is your herbal powerhouse - think of it as the big guns.*

It can:

Relieve mild rheumatic pain and support the immune system.

Act as a nerve tonic.

Help manage fungal skin infections and support intestinal health.

It's very strong, so we always use it heavily diluted and usually for short-term, targeted use."

I refer to it as nature's anti-biotic - this will also feature in the immune blend I am about to create. (if you choose to make the roller blend during the class)

You use Oregano mostly when illness or seasonal threats come into your home. You can use it diluted on the soles of your feet, or down the spine, and as it is food grade, 1-2 drops (no more) can even be added to an empty capsule to eradicate unwanted guests in your body.

On Guard® Protective Blend - *On Guard is our immune shield.*

It can:

Support the immune system and respiratory health.

Act as an antioxidant.

Support general wellbeing, and it's also antimicrobial and surface-purifying.

We diffuse it in the home (my favourite blend is wild orange and On Guard together or equal drops of On Guard and Easy Air together), use it in hand wash and cleaning sprays, and roll it on the feet during the winter months or at the first signs of feeling a bit run down. 1-2 drops over a sore throat (diluted with FCO), 1-2 drops on lower abdomen to relieve UTI. It's also a great flavour, 1 drop in warm water for a comforting tea. Think On Guard in carrot cake or bliss balls adding an immune and flavour pop all at the same time.

Ice Blue® Athletic Blend - *Ice Blue is the soothe-and-relief blend.*

It can help with:

Relief of mild aches, pains, tension and inflammation.

Support recovery after exercise or injury.

We use the oil or the rub on tight neck and shoulders, growing pains, sports strains - anything that's calling for comfort. It's great to warm up the muscles and joints pre-workout too.

Think of this as your natural "deep heat", but far more effective.

Men love this blend - it smells like a gym locker room - familiar not florally - so it's an easy oil for them to use at night on achy shoulders, lower back, sore joints etc.

These oils not only help with relaxation of muscles - they generally relax the mind and can promote better sleep - and sometimes less snoring.

Another great use for this oil is during that time of the month, if you suffer from cramping, apply diluted over the belly.

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11. How to Purchase

(Three Ways to Buy)

"There are three ways to purchase dōTERRA products:"

- 1. Retail** - nobody does that – you have to pay full price and that sucks
(Never recommended – most expensive)
- 2. Wholesale Account** - 25% off for a whole year. No monthly order required.
- 3. Wholesale + Points (LRP)** - Which is the most popular and smartest buying choice, biggest savings long-term and best value.
 - *Up to 55% off* • *Free product points* • *Free Product of the Month* • *Free shipping (on orders over 100PV)*

This is the smartest long-term option

Bringing these oils into your home will change your health, but choosing the Loyalty Rewards Program as your accountability to ongoing wellness can truly change your life. It's more than just a rewards system for your monthly purchases – it's your built-in support structure to make sure you always have what you need, when you need it. You'll be consistently stocking the essentials that keep your home well, while being rewarded generously for doing so. For our family, joining the Loyalty Rewards Program was one of the best decisions we ever made. It keeps us on track, supported and empowered, month after month.

12. Introducing the Kits

Hold up the kit page in the handout.

"These kits are the smartest way to start because they give you everything you need to get results immediately."

Key line:

"Most people start here because it has the Top 10 oils we just went through."

Point out the Home Essentials Enrolment Options

"To make it super simple, there are three main ways people get started.

- 1. Household Care Kit** – 'Whole home overhaul'
Best value if you're ready to do a full home and health reset.
You get a big collection of oils + diffuser and save around \$522 AUD | \$582 NZD.
(This includes all the Home Essentials Kit items).
- 2. Home Essentials Kit** – 'Most popular'
This is your top 10 oils + diffuser – everything we talked through tonight.
Great middle option, saves you around \$215 AUD | \$241 NZD and waives the membership fee.
- 3. Build Your Home Essentials Kit Over 3 Months**
If you prefer to ease in, you can spread your top ten oils over three months.

You still enjoy savings and you can build as your budget allows.

When we wrap up, I'll come around and ask you:

- Which oils spoke to you?
- What's your budget?

and we'll pop you into the right option.

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13. The Enrolment Close

Say this warmly, confidently, and simply:

"You've seen the oils, you've experienced them, and now you get to choose the kit that fits your needs.

Turn to the enrolment page in your handout.

Tick the kit you'd like to start with, or tick the box for individual products and list them here.

I'll come around and help you choose what suits your goals and your family's needs best."

Pause, then say:

"Once you've chosen your kit, we'll fill out your details here so your order is on its way."

"Then I'll book in your Wellness Consult — a 20-minute session where I'll help you use your new products with confidence."

14. Three Types of Customers

Most people fall into one of three categories:

LIVE – You want to use the products for yourself and your family, to live a low-tox, wellness lifestyle.

SHARE – You naturally talk about what you love and you'd like to have your products paid for by sharing with friends sometimes.

BUILD – You feel a pull towards creating income and impact by helping others with natural solutions.

This is not something you need to decide now, but for you to know the opportunities that dōTERRA has for you. When we chat afterwards, you can ask any questions you have about these and let me know what peaks your interest.

15. After Class Flow

After finishing the script:

- Go to each attendee
- Answer questions
- Help them choose the right kit
- Submit enrolments
- Book Wellness Consults (*Add the date to your calendar immediately and set reminders on your phone - suggest they do the same*)
- For those not ready to make commitment at the class, set up a time with them in approximately 2 days to call them to help them get started
- Script "When in the next 2-3 days would be a good time for me to touch base with you and help you get what you need?"

Sales psychology - setting up a time to be in contact with them anchors commitment to the conversation. This will prevent unresponsiveness and creates a permission field for you to be in communication with them. It also prompts them to have the conversation with their partner or work out what they need before your call with them.

Thank your host and each attendee warmly.