

Class Script Foundational Wellness

Stand-Alone Class Script for Presenters

To use during the class - 45 minutes

To teach the Foundational Wellness routine based on dōTERRA's core supplements and simple daily habits.

1. To Start - Welcome & Settle the Room

"Welcome everyone! Thank you so much for being here.

Tonight we're going to talk about foundational wellness – simple daily habits that support your body's natural ability to create energy, sleep well, balance hormones, digest smoothly, and feel vibrant."

Hand out the Class Handout + pens.

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

The host shares:

Who you are

Why they invited you

A short personal story about supplements or sleep/digestion.

This story should include the experience of life prior to the use of the products so that the audience can identify with the host (who they already know and trust) and then the impact of what life looks like after the use so the audience can connect with what they want to experience and feel, and can immediately relate that to the product use.

Presenter:

"Thank you for that! And thank you for hosting tonight – here's a small gift to say thank you."

Give host gift

3. Presenter Opening Script

"Most people think wellness is complicated – but it doesn't have to be."

Your body knows how to heal, repair and thrive when it has the right building blocks.

Tonight, I'm going to show you the **core pillars** that support long-term wellness, plus a simple **2-minute daily wellness routine** that can completely transform your energy, mood, sleep, vitality and overall health.

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4. Share Your Story (1–2 minutes)

Share:

What you were struggling with (energy, sleep, hormones, digestion, stress, etc.)

What you tried

What changed when you began the foundational routine

The supplement/product that helped you most

Hold up or pass around the product.

5. Two Foundational Pillars of Wellness

"These pillars support every system in your body. When they're strong, everything improves."

Pillar 1: Nourish the Body – Detox the body

Lifelong Vitality Pack (LLV) - Nourish

Key line:

"When you give your body the nutrients it's been quietly craving, you unlock a level of vitality you didn't know you were missing."

– OR –

"It's like giving your cells everything they need to function at their best."

"Today is all about Wellness Made Simple. We're going to keep this really practical and walk through why so many adults in Australia and New Zealand are now metabolically challenged and undernourished."

"We will talk about how foundational supplements and a few simple daily habits can support your energy, mood, metabolism and long-term health and why we've included Lemon essential oil in our starter kit, so you can experience the difference that truly pure essential oils make."

"Grab your 'Wellness Made Simple' handout and we'll walk through it together."

Why Foundational Wellness?

"Let's start with the big question: Why do we even need supplements?"

"Modern life is demanding. Between busy schedules, stress, lack of sleep, and processed foods, our bodies are often left running on empty. Even with what we think is a healthy and balanced diet, the truth is, getting FULL nutrition from your food is next to impossible."

"Modern life has changed faster than our biology:

Our soils are depleted from modern farming, so our food often lacks key vitamins and minerals. Even what we think of as 'healthy' foods can still be nutrient poor."

"We're busy, stressed, under-slept, eating on the run, and constantly exposed to environmental toxins and endocrine-disrupting chemicals in our homes, air and products."

All of this means our cells are not getting the high-quality macro and micronutrients they need for best health. The result overtime is a decline in the health systems throughout the body.

"Through cutting-edge scientific development, dōTERRA has created a patented, one of a kind, range of supplements to help bridge these gaps, providing the targeted nutrients missing from modern day food to fuel your body and support immunity, energy, mental clarity, and overall wellbeing, ensuring we can live our best, healthiest lives."

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"This is dōTERRA's number one selling product — and for good reason. Most people are nutrient-deficient, stressed, inflamed, or tired. LifeLong Vitality (LLV) fills the gaps."

"Think of dōTERRA's Lifelong Vitality Pack + Lemon Essential Oil as your daily body reset – helping to:

- *Fill nutritional gaps*
- *Support absorption*
- *And help your body manage inflammation, oxidative stress, and sluggish detox pathways."*

"dōTERRA is known around the world over as the largest, most pure and potent essential oil company and that's true...And..over the last 17 years our global best seller has been the LifeLong Vitality Pack powered with essential oils. Why? Because of what it does and what people experience when they have taken it for just a few months."

Synergistic Natural Support

The magic of dōTERRA is that all of our products have essential oils. This creates a unique synergy that enhances the performance of all other ingredients.

"When you look at that top right box on your handout, you'll see how Lifelong Vitality and Lemon work together.

Taken daily, they help to:

- Support energy without caffeine
- Balance inflammation and oxidative stress
- Nourish your mitochondria – your cellular powerhouses that produce energy
- Stabilise mood and hormone rhythm
- Strengthen hair, skin and nails
- And support healthy liver, digestion and detox function

This is why we call it foundational wellness. You're not chasing symptoms – you're supporting the systems."

Meet the Lifelong Vitality Trio

"On the middle of page one you'll see the three bottles in the Lifelong Vitality Pack:

- **Alpha CRS+** – this is a herbal based formulation that acts like your cellular bodyguard. It energises your cells and defends against oxidative stress – your anti-inflammatory shield.
- **xEO Mega** – your omega-3 support from marine and plant sources. It supports brain, heart, skin and hormone balance.
- **Microplex VMz** – your vitamin and mineral base providing essential nutrients and minerals to give the body its foundational building blocks for healthy function. It's designed to be bioavailable, helping fill modern food gaps and support energy metabolism, thyroid health and immune function.

Together, they don't just give you a little boost; they support multiple body systems at once."

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Lifelong Vitality & Your Body Systems

In this next section we will discuss 'Lifelong Vitality and our body systems'.

These are all the areas this pack is designed to maintain and support:

- Cardiovascular & circulatory health – healthy heart, blood vessels and blood cells.
- Antioxidant & cellular protection – reducing free radicals formed in the body.
- Immune health – supporting a healthy immune system and overall wellbeing.
- Energy & metabolism – helping convert fats and carbohydrates into energy, supporting glucose and protein metabolism.
- Red blood cells & nutrient absorption – helping with red blood cell production and the absorption of key nutrients like iron, calcium, phosphorus and vitamin D.
- Eye health – maintaining healthy eyes and vision.
- Muscle, nerve & nervous system – muscle function, nerve conduction, a healthy stress response, and cognitive function.
- Bone & skeletal health – supporting bone strength, bone density and helping prevent osteoporosis when dietary intake is inadequate.
- Endocrine / thyroid support – supporting healthy thyroid hormone production and thyroid function.
- Hair, skin, nails & connective tissue – supporting growth, strength, collagen formation, tissue repair and wound healing.

So when people ask, 'What does LLV actually do?' – the answer is: it's not just one thing. It's a foundation for your whole body.'

Lemon Essential Oil - Detoxify

Lemon Essential Oil – Nature's Cleanser

"Now despite our best efforts in life we still end up with some nasties in our system. So much of our food today comes wrapped in plastics, foil and polystyrene foam. Petrochemicals are in the air and micro plastics are in most products that we are exposed to on a regular basis and definitely in water. All of these are laced with chemicals that can build up in our body and disrupt its ability to function at its best."

"So, whilst we use the Lifelong Vitality pack to fuel our body we also need to take care of detoxifying and cleaning the system out."

"For a gentle daily cleanse, that happens to taste good, whenever you fill your glass or stainless steel water bottle for the day just pop a few drops of Lemon essential oil in with it. Give a gentle shake before you drink each time to mix the water and oil together and you'll be enjoying water like never before. Refreshing and detoxifying at the same time."

"**Lemon** essential oil has a host of other benefits including, relief from arthritic pain, osteoarthritis, gout, varicose veins, nausea, cold and flu symptoms, and respiratory infections. On the positive side it will boost immune function, promote blood circulation, increase mental alertness/stamina and mood balance."

"We've added Lemon to the Lifelong Vitality pack because our supplements are enhanced with essential oils and we want you to experience dōTERRA oils directly and lemon is a daily multiple use, highly versatile oil."

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Lemon is known as nature's cleanser. It's cold-pressed from the peel, and its high d-limonene content supports:

- Gentle liver detox and lymphatic flow
- Healthy digestion and pH balance
- A clear mind and uplifted mood
- Sparkling hydration when added to water (always glass or stainless steel only)
- And it's brilliant for cleaning bench tops, glass and ovens, lowering your household toxic load.

The TGA also lists that Lemon oil:

- Enhances cognitive performance and healthy mood balance
- Enhances immune and respiratory function
- Helps relieve digestive discomfort and mild arthritic symptoms

It's also wonderful through colds and flus, and it smells like sunshine."

Pillar 2: Support Metabolism & Digestion

MetaPWR® Assist, PB Assist®+ and TerraZyme®

Optimise with Add-Ons – Metabolic + Gut & Digestive Support

Once your foundation of Lifelong Vitality + Lemon is in place, you can upgrade with some targeted support. On page two you'll see our Optimise with add-ons section:

MetaPWR® Assist

MetaPWR Assist – designed to help support healthy blood sugar/glucose levels and support carbohydrate metabolism. It's traditionally used in Western herbal medicine to help decrease or relieve flatulence – so yes, it's also your gentle carminative friend. This is powerful for those midlife years when blood sugar stability becomes a big part of our metabolic story. It also works to bind to excess carbohydrates before your body converts them to sugar and stores them as fat. Great to take before your largest carb meal of the day.

PB Assist®+

PB Assist+ – this is your probiotic and prebiotic blend, containing FOS (fructooligosaccharides) and 6 probiotic strains, with a total of 7.32 billion CFU per capsule. It supports beneficial intestinal flora, helps maintain gastrointestinal system health, and supports a healthy gut immune function.

- Double-layer technology so the strains are released where they are needed to colonise the gut and not be destroyed by stomach acid and digestive enzymes.
- Restores gut balance.
- Supports mood, immunity, skin, digestion.

TerraZyme® (*Digestive Enzymes*)

TerraZyme – a blend of seven enzymes and herbal ingredients that help with the digestion of carbohydrates, protein, lactose and fatty acids. If you feel heavy or bloated after meals, or you know your digestion isn't what it used to be, TerraZyme can be a game changer.

So you can think of it like this:

- Helps break down food.
- Reduces bloating.
- Supports nutrient absorption.

Key line: "Your gut affects everything – including hormones, immunity, mood, and energy."

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6: The 2-Minute Daily Wellness Routine

To get all of these benefits here is the 2 minute daily routine:

Morning:

- 2 drops of Lemon in your first glass of water
- 2 each of the 3 life long vitality supplements
- Drop 1 drop of Lemon into your palms inhale

Noon

- 2 drops of Lemon in your first glass of water
- 2 each of the 3 life long vitality supplements
- Drop 1 drop of Lemon into your palms inhale

Night

- 2 drops of Lemon in your first glass of water

7. Enrolment Close (Simple & Clear)

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 (Loyalty Rewards Program) 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 (for LRP orders over 125PV)
- This is the smartest long-term option

"Bringing these products 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 you 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."

Step 8: Presenting Starter Pack option

"Trying to cobble together everything that is in this pack from your health food store generally costs \$300-500 per month and still leaves significant gaps in nutrition or an over supply of cheap and non bio-available ingredients your body doesn't need. So the result can be expensive urine. dōTERRA's LifeLong Vitality Pack tops up the gaps in your nutrition from the levels achieved in the normal western diet. Not leaving you under nourished and no over-supply creating unwanted stress on our organs and systems."

"We have created this pack and sell it as a members benefit product at a fraction above the real cost, so at just \$165 for a months supply of Lifelong Vitality Supplements and a 15mL bottle of Lemon essential oil with 250 drops that will also last the month at 8 drops per day in your water, it represents amazing value. We are so certain that you'll feel results that you can even use the product and if you're not satisfied that it has worked for you, all you have to do is contact our member service team and a full refund of the purchase price of your LLV will be returned, no questions asked!"

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We've made it simple with a 3-step approach and a 3-month plan so you're not guessing.

To get started:

- Choose your Foundational Wellness Starter Pack with your optional upgrades
- Fill in your order details
- And map out your personal 3-month wellness plan.

"Once you've chosen your products we will book in your Wellness Consult — a 30-minute session where I'll help you use your new products with confidence."

One of the best things about getting started with these products with dōTERRA is that we can set it up for your supplements to land at your door step each month. You'll also get free shipping and earn points to exchange for free products every month. The reward points you accumulate pays for 2 months of supplements for free every year."

9. Next steps:

"Turn to your enrolment page.

Tick the kit or products you'd like to begin with.

Then we'll fill in your details and we will help place your order."

10. Three types of customers:

And there are three ways you can choose to engage:

1. **LIVE** – Just use the products daily to support your health and your home.
2. **SHARE** – Share the products occasionally with friends and family and earn a little extra to subsidise your own orders.
3. **BUILD** – Or you can choose to build a wellness business with us, impact the lives of others, and replace or multiply your income over time.

There is zero pressure – you simply choose what fits your season right now."

11. After the Class

After the class script finishes:

- Go to each attendee
- Answer questions
- Help them choose the right products
- 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.