

The background of the entire slide is a close-up photograph of several bright blue flowers, possibly plumbos, with dark blue veins on their petals. The flowers are in sharp focus, while the background is a soft, out-of-focus green.

dōTERRA®
Share

Hosting Overview



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 naturally sourced 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 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 found in nature?*

- Make your sharing relevant by asking questions to discover their wellness priorities during ordinary conversation.
- Share your experience. Share how the products have helped you:
We've been using dōTERRA essential oils, and we're loving how they help us with so many different things!
- Ask permission to share a trial or story.
I'm just curious, are you open to trying a naturally-based product for that? If I give you a trial-size, 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 alternative ways of caring for yourself and your family? 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! 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!

Whenever possible, schedule a presentation (in person, online, or over the phone) with your upline leader and your builder prospect(s). Involving your upline leader adds credibility and certainty to the opportunity and your invitation to partner with you.

Create Experiences

Using and integrating dōTERRA® products into your life stirs the desire to share your experiences with others and be better equipped to help them find their own naturally sourced 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 wellness priorities and share trial-sizes. Seek to serve, then others will naturally want what you have to offer.

Share Your Story



Share an Oil Experience



Share Products



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, 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 IT WITH YOU

TRIAL IDEAS



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

Popular oils: dōTERRA Serenity®, Balance®, ZenGest®, PastTense®



Add 10-15 drops of essential oil to a 5 mL roll-on bottle with Fractionated Coconut Oil and keep on-hand to share with others in times of need.



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

SHARE ONLINE



When sharing online, use the Canadian Approved Claims List for guidelines on how to discuss products. Other resources:

doterra.com/CA/en SourceToYou.com

TRIAL TIPS:

- Personalize introductory experiences to target specific areas of interest. Focus on what you can easily help with.
- Share 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 72 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 trial as an incentive to attend a class.

Negative Experience/No Result:

- Invite to try a different product.
- 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:

- 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.

What is Your Part?

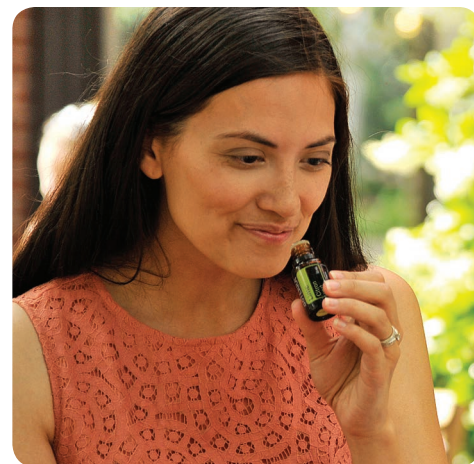
Invite your friends to a product or business presentation. Choose the format that is right for them.

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

- Lives outside your area (*mail trial 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 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.

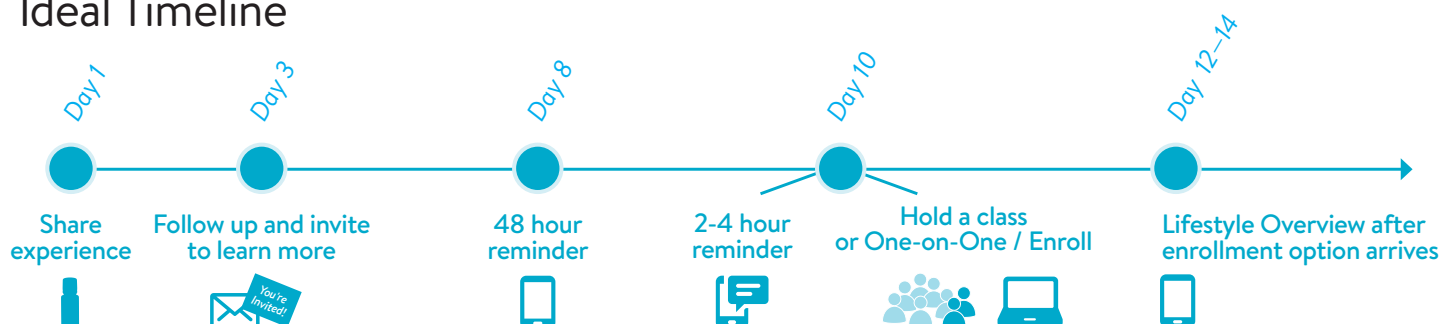


Class: live or online

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 collection to receive big discounts and the best value.
- Enroll guests by visiting dotterra.com/CA/en 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 collection 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 collection. Utilize upline for support as needed.

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 collection. (Nature’s Solutions collection 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.

Change More Lives

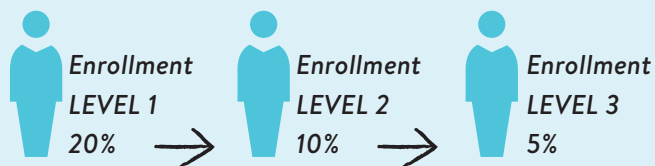
Sharing is rewarding. With the dōTERRA® authentic direct selling and compensation model, as you continue to empower others with natural solutions, you also empower yourself. Over time, you can earn your products for free, build a financial pipeline, and create residual income!

EARN YOUR PRODUCTS FOR FREE

FAST START BONUS

Paid weekly on sales to new enrollees during their first 60 days. Enroller must maintain 100 PV (Personal Volume) in monthly sales and be in the Loyalty Rewards Program to qualify.

Earn commissions immediately!



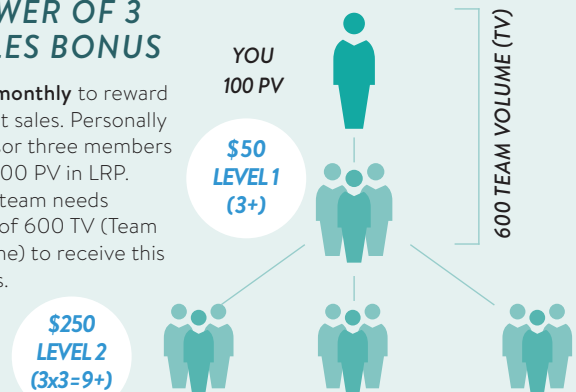
Earn 20% from those who purchase through you.



BUILD RESIDUAL INCOME OVER TIME

POWER OF 3 SALES BONUS

Paid monthly to reward repeat sales. Personally sponsor three members with 100 PV in LRP. Each team needs sales of 600 TV (Team Volume) to receive this bonus.



***Bonuses calculated in USD*

Earn free products and more when you support new enrollees in living, sharing, and building dōTERRA.

Go to doterra.com/CA-en > Empowered Success to learn all the ways you get paid in dōTERRA.



CHANGE YOUR FUTURE

Schedule your Business Overview

- Create residual income in your spare time.*
- Achieve greater freedom and prosperity in your life.*
- Launch your dōTERRA business with proven training and powerful support.

**We estimate that, in Canada, a typical Wellness Advocate will earn between \$400 and \$700 per year in bonuses, excluding retail profits.*

