

Recipe for Success

INGREDIENTS

- **PREPARE** Names List and sample oils
- **INVITE** to classes
- **PRESENT** Intro Oil & Business classes
- **ENROLL** new members
- **SUPPORT** with Lifestyle Overviews



DIRECTIONS

Write your 100 Names List. Pass out sample oils with the *Healthy Can Be Simple* booklet. Follow up.

Invite them to an Intro to Oils class after they have a great experience with the oils. See *Share* guide page 3 for tips on inviting.

Teach Intro to Oils classes using the *Natural Solutions* or *Essential Oils Made Easy* handouts. Teach Business classes using the *Build* guide.

Connect individual health priorities to dōTERRA solutions. Find the right kit for their needs. To increase confidence when enrolling, use the *Sales Guide*.

Use the *Live* guide to get new members on LRP, provide customized wellness plans, and show how to use their kit. Plug them into Continuing Ed classes.

Identify new members as Customers, Sharers, or Builders and offer customized support. Use the *Share* guide to host classes, the *Build* guide to find builders, and the *Launch* guide to help new builders reach Elite rank.

HOW AM I DOING?

PREPARE

- I am a Product of the Product and I use the oils daily.
 - I have 100 names on my Names List, and update it regularly
 - I sample people before inviting them to a class
- /3

INVITE

- I regularly connect with people from my Names List
 - I personalize every invitation to their health challenge
 - I send text reminders 48 hours and 2-4 hours before a class
- /3

PRESENT

- I teach at least one Intro to Oils class every week
 - I create oil experiences at the class and encourage testimonials
 - I feel confident when I present
- /3

ENROLL

- I feel comfortable answering any objections that arise
 - I help people enroll with the best kit to change their lives
 - I ask for referrals and book classes from classes
- /3

SUPPORT

- I schedule Lifestyle Overviews with every new member
 - I introduce newly enrolled members to the benefits of LRP
 - I plug my new members into Continuing Education
- /3

TAKE ACTION

Based on the results, I will: _____
