

Train Builders to Be Presenters



One of the most effective ways to grow your dōTERRA community is by encouraging your new team members to host an introductory class. The *Share* guide makes this simple by walking them through how to hold a class or one-on-one, step by step. Occasionally, new builders are ready to teach on their own (with proper training), but it's usually far more successful for new builders to have an upline leader join their first three presentations. By the fourth class, they're ready to fly alone!

Tip

First-time hosts can be **casual sharers** or **committed builders**—or anyone in between!

Some of the most committed builders emerge thanks to a positive experience they had hosting a class with their upline.

	1st PRESENTATION	2nd PRESENTATION	3rd PRESENTATION	4th PRESENTATION+
YOUR BUILDER'S ROLE	<ul style="list-style-type: none"> • Introduce presenter (you) • Share a product experience • Support enrolling guests • Follow up with new enrollees 	<ul style="list-style-type: none"> • Introduce presenter (you) • Present part of presentation • Share a product experience • Support enrolling guests • Follow up with new enrollees 	<ul style="list-style-type: none"> • Present most or all of presentation • Invite guests to enrol • Lead enrolling process • Follow up with new enrollees 	<ul style="list-style-type: none"> • Your builder is now the upline presenter for their new builder • Together, they use this same 3-Presentation Process to duplicate
YOUR ROLE	<ul style="list-style-type: none"> • Introduce host (your builder) • Present entire presentation • Invite guests to enrol • Lead enrolling process 	<ul style="list-style-type: none"> • Introduce (your builder) • Present part of presentation • Invite guests to enrol • Lead enrolling process 	<ul style="list-style-type: none"> • Introduce presenter (your builder) • Present less/none of presentation • Share a product experience • Support enrolling guests 	

DUPLICATE IN 3 PRESENTATIONS

If you are supporting your new builder as a guest presenter, remember to give increasing responsibility to them each time, so they are trained to give presentations alone after the third class. Remember the key to duplication is to keep it simple so others can look at what you're doing and say to themselves, "I can do that!"



SUCCESSFUL HOST COACHING

Give each new builder a *Share* guide together with a challenge to host a class within their first month. Together, use the Class Planner to ensure greater success, improve attendance and boost enrolments.

📄 Use **Class Planner** located in the dōTERRA Europe DMK

