



dōTERRA® | INDIA
Leadership
RETREAT | 2024

Prepare & Present Classes

A Key to Success

Suzanne Hall
dōTERRA Diamond





Present & Empower

Share the Message with a Call to Action

By the end of the Present & Empower step, you will be hosting your own classes and one-on-ones with confidence, as well as registering people from these presentations and successfully placing them in your organization.



One-on-One

Create an intimate and personalized setting.

Bring a class handout, enrollment form, diffuser, oils and samples to share (consider a portable oil sample case), essential oil reference guide, and any products that may meet the prospects needs. See *Class Planner* for additional suggestions.

Ask in advance (or early in the presentation) what their gaps, needs, or difficulties are.

Use a laptop or phone to share video(s) and enroll.

3-Way Call

Include the support and credibility of your upline.

Coordinate a scheduled time between your upline and prospect.

Mail or email the class handout in advance.

Make sure everyone has the correct phone number or link prior to the call to avoid delays.

Decide in advance who will initiate and lead the call.

Essential Oil Class

Whether held in a home, office, or coffee shop, providing essential oil experiences in a group setting helps create social proof for attendees in a low-pressure environment.

The goal of a class is to enroll customers so they can get started, not to teach people everything about the products.

Ask questions throughout your presentation and allow attendees to answer and share stories.

Address participants by name during the presentation to personalize the experience.

Pass oils around. Create experiences with the products throughout the class.

Outline the main benefits of the products and show how they support wellness.

Offer oil-infused refreshments after class to encourage guests to mingle and remain to give you time to answer questions and assist with enrollments.

Consider recording your presentations to watch later so you can perfect your delivery.

Virtual Presentation

Use Zoom, Facebook, FaceTime or the like as flexible and easy ways to accommodate long-distance prospects or more immediate classes or one-on-ones.

Mail or email the class handout in advance.

Ensure you and attendees have needed login, software, app, or link as needed in advance. This mitigates unnecessary distractions and time wasters.

Schedule a follow-up conversation with each prospect after they've attended or watched a presentation.

Invite your prospects to enroll during their follow-up conversation.

Optional: Attend a presentation with guests.

Another option for prospects to experience an introductory presentation is for you to attend one with them. If possible, arrange to meet beforehand and drive to the event or watch together. Help them enroll at or during the event or follow up to do so within 48 hours.

4 Types of Classes:

1. One-on-One
2. Essential Oil Class
3. Virtual Online (Zoom)
4. 3-Way Call

Which is most effective for you and your team?

Leverage the Class Planner to create a great experience for all involved (see next page).



*Keep it Simple

Ideal Timeline (45–60 minutes)

Use the *Essential Oils Are Simple* class handout.



5 mins.



1 Welcome and Introductions



10 mins.



2 Three Cool Things About Essential Oils



5 mins.



3 Three Ways to Use Essential Oils



15 mins.



4 Identify Health Priorities



5 mins.



5 Invite to Change Lives



5 mins.



6 3 Ways to Buy



5 mins.



7 Invite to Register

Class Script



1 Welcome and Introduction

Welcome guests. Introduce who you are, what you do, and share a brief story (1–2 mins.) of how dōTERRA oils have improved your life. Don't share your most powerful testimonial. Save that for the end of the class. Also, share how long you have been

using oils and why you love the business. *Welcome to our class today. My name is Sarah. I am a mother of three, teacher, and dōTERRA Wellness Advocate. I have been using essential oils for the past three years. They have made a huge difference in the way that I care for my family's health. Before I learned about dōTERRA, I was looking for a more natural bedtime routine. A friend suggested I use a few drops of Lavender on the bottoms of my feet before bed. The first time I tried it, I loved it. I woke up feeling refreshed and well rested. It is amazing what a few drops can do.*

Share your intention: Why did you invite them? *I am so glad you've come tonight. My number one hope is for you to understand the power of essential oils and how they can change your life.*

please come speak to me/us after class. I will also give a quick business overview then for those of you interested in learning more.

How many of you want safe, effective, and affordable natural solutions? Raise your hand to invite others to do the same. Wonderful!

Explain: You Have Choices

First, let's take a look at our options (point to the top section of handout). *The Modern Approach is represented here* (point to upside-down triangle). *Its focus is on symptom management, not so much root causes, with an "if it ain't broke, don't fix it" or ambulance mentality. When things are broken, such as _____* (e.g., a kid's wrist from snowboarding injury), *modern medical care is both excellent and appreciated. But, a system focused on crisis care leaves a gap in wellness care. In most cases, the current healthcare system is not designed to support us beyond a certain point. It's left up to the individual to figure the rest out.*

The other triangle represents the Natural Approach (point to right side up triangle). *It addresses the idea that the body has needs, and if they go unmet, situations or challenges can arise. So, the focus here is engaging in intentional daily habits aimed at healthy living. The goal is not just trying to be symptomless, but to live well.*

*Do Classes in Homes

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If not a home, meet at places where it is convenient and with very little or no cost.

It doesn't need to be fancy. It should be **DUPLICATABLE!**



dōTERRA office

At a prospects home



In a cafe

At a leader's home



In a park

At a leader's home



1. Welcome & Introduction

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Smile
Shake hands
Use their name
Look in their eyes



Keep your presentation short and interactive.

It should only be 45 – 60 minutes. Then focus on the health needs of your guests.

2. Explain What Essential Oils are and How to Use Them

— ESSENTIAL OILS ARE SIMPLE —

3 COOL THINGS ABOUT ESSENTIAL OILS

- 1 NATURAL**
 - Natural and easy to use.
 - Extracts from plants with amazing benefits.
 - CPTG®
- 2 EFFECTIVE**
 - Effective way to help towards everyday wellness.
 - Pure, safe and potent
- 3 AFFORDABLE**
 - \$6.5 trillion/year spent on global healthcare
 - Essential oils are extremely affordable when you consider the cost-per-drop.
 - Save money with natural solutions.

3 WAYS TO USE dōTERRA® ESSENTIAL OILS

- A AROMATIC**

Diffuse or inhale to:

 - Positively affect mood
 - Refresh the air
 - Promote feelings of clear airways
- T TOPICAL**

Apply to affected area for:

 - Localized benefits
 - Dilute with Fractionated Coconut Oil for best results
- I INTERNAL**

Enjoy a few drops:

 - In water
 - Under your tongue

Peppermint 15ml (Sourced from India/USA)

- Diffuse for an energizing aroma
- Dilute and rub on skin for a cooling effect
- Use in aromatherapy to promote clear breathing

dōTERRA On Guard® 5ml (Sourced from Bulgaria/France)

- Supports immune system's natural function
- Warm, citrusy
- Great to use in the home

Lavender 15ml (Sourced from Bulgaria/France)

- Promotes feelings of relaxation
- Calm for the skin
- Soothing aroma

Wild Orange 15ml (Sourced from Brazil/Italy)

- Energizing aroma
- Invigorating flavor

dōTERRA Deep Blue™ 5ml (Sourced from Brazil/Italy)

- Helps to lessen tension
- Soothing to head and neck during a comforting massage

Lemon 5ml (Sourced from Brazil/Italy)

- Refreshing for the home when diffused
- Adds a zesty punch when used in dessert recipes

dōTERRA Breathe® 15ml (Sourced from India/USA)

- Maintain feelings of clear airways
- Promotes feelings of clear breathing day and night

DigestZen™ 15ml (Sourced from India/USA)

- Helps to soothe stomach upset
- Use topically at mealtimes to help

Frankincense 15ml (Sourced from Oman/Ethiopia)

- Can help sustain a healthy immune function response when ingested
- Creates an uplifting environment when diffused

Natural Solutions Class Outline

amazon.com

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- 1 What are Essential Oils?**
 - Pure plant extracts
 - Aromatic compounds that are extracted and distilled from plants for various wellness benefits
 - Highly concentrated
 - Found in seeds, bark, stems, roots, flowers and other plant parts
 - Natural solutions for your home and wellbeing

Peppermint Leaf Oil Sac 1 drop of Peppermint Essential Oil + 1 Cup of peppermint tea

Peppermint 15ml (Sourced from India/USA)

 - Use a drop around the neck to wake the senses
 - Combine 1-2 drops with shampoo to promote a healthy scalp
 - Add to cold water foot bath to cool off
- 2 Why use Essential Oils?**
 - 100% natural, without any synthetic chemicals
 - Affordable cost-per-drop
 - Pure, safe, and potent
 - Easily absorbed by your body
 - Contain an array of compounds that provide versatile benefits

Lavender 15ml (Sourced from Bulgaria/France)

 - Calms emotions
 - Apply 1-2 drops to soothe skin
 - Apply a few drops to pillows, bedding, or feet to support restful sleep
- 3 How do you use Essential Oils?**
 - A Aromatic**

Inhale or diffuse to open airways, improve mood and freshen the air.

dōTERRA Breathe™ 15ml (Respiratory Blend)

 - Apply 1-2 drops to the chest and back to help provide easier breathing
 - Diffuse at night to soothe the senses and promote reviving sleep
 - Use when outside at times of seasonal changes
 - T Topical**

Apply topically to localize desired areas. Use a carrier oil to sustain absorption.

dōTERRA Deep Blue™ 5ml (Soothing Blend)

 - Apply to feet and knees before and after exercise
 - Use for a soothing massage
 - Massage with a few drops of carrier oil on growing kids' legs
 - I Internal**

Enjoy a few drops in water or under your tongue.

Lemon 5ml (Sourced from Brazil/Italy)

 - Powerful home cleaning solution
 - Adds a sweet and zesty flavor to dessert recipes
 - Add 1-2 drops to your water as an alternative to soda

Frankincense 15ml (Sourced from Oman/Ethiopia)

 - Diffuse 3-4 drops for peaceful and relaxed feelings
 - Creates an uplifting environment
 - Apply 1-2 drops to help reduce appearance of skin imperfections

DigestZen™ 15ml (Digestive Blend)

 - Apply topically after eating a large meal
 - Use 1-2 drops to soothe an upset stomach
 - Take on a road trip to ease motion sickness

dōTERRA On Guard® 5ml (Protective Blend)

 - Add 2-3 drops to water for immune support
 - Use during chilly days to invigorate the body
 - Energizes and uplifts when diffused

Application Methods:

 - Can be used aromatically
 - Can be used internally
 - Can be used topically
 - Can be used with no dilution (heat)
 - Dilute for young or sensitive skin (sensitive)

Tea Tree 15ml (Sourced from Australia/China)

 - Combine 1-2 drops with your facial cleanser or aftershave
 - Apply to hair after bathing to keep them looking healthy
 - Natural alternative to cleaning supplies

Oregano 5ml (Sourced from Turkey)

 - Supports a healthy digestive system
 - Put one drop in place of dried oregano in sauces or on a roast

- Give a handout so guests can follow along, take notes and ask questions.
- Explain purity and how to use the top essential oils.

***FACTS TELL – STORIES SELL!**

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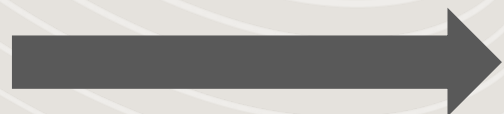


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**Tell Stories!
Ask others to
share stories &
testimonials.**

**Stories touch
emotions and
bring hope**

My First Class



3. Identify Health Priorities & Solutions

Top Wellness Goals	Natural Solutions
1	
2	
3	



- Ask guests to write down their top health issues – for themselves or family members or friends.
- Share an example...



dōTERRA Breathe® 15ml (Respiratory Blend) **A T S**

- Apply 1-2 drops to the chest and back to help provide easier breathing
- Diffuse at night to soothe the senses and promote reviving sleep
- Use when outside at times of seasonal changes



dōTERRA Frankincense 15ml (Sourced from Somalia/Oman/Ethiopia) **A T N**

- Diffuse 3-4 drops for peaceful and relaxed feelings
- Creates an uplifting environment
- Apply 1-2 drops to help reduce appearance of skin imperfections

Application Methods:

- A** Can be used aromatically
- I** Can be used internally
- T** Can be used topically
- N** Can be used with no dilution (neat)
- S** Dilute for young or sensitive skin (sensitive)



dōTERRA Deep Blue® 5ml (Soothing Blend) **T S**

- Apply to feet and knees before and after exercise
- Use for a soothing massage
- Massage with a few drops of carrier oil on growing kids' legs



dōTERRA DigestZen™ 15ml (Digestive Blend) **A T S**

- Apply topically after eating a large meal
- Use 1-2 drops to soothe an upset stomach
- Take on a road trip to ease motion sickness



dōTERRA Tea Tree 15ml (Sourced from Australia/Kenya) **A T N**

- Combine 1-2 drops with your facial cleanser or aftershave
- Apply to nails after bathing to keep them looking healthy
- Natural alternative to cleaning supplies



dōTERRA Lemon 5ml (Sourced from Brazil/Italy) **A I S**

- Powerful home cleaning solution
- Adds a sweet and zesty flavor to dessert recipes
- Add 1-2 drops to your water as an alternative to soda



dōTERRA On Guard® 5ml (Protective Blend) **A I S**

- Add 2-3 drops to water for immune support
- Use during chilly days to invigorate the body
- Energizes and uplifts when diffused



dōTERRA Oregano 5ml (Sourced from Turkey) **A I S**

- Supports a healthy digestive system
- Put one drop in place of dried oregano in sauces or on a roast

***Use a Reference Guide to help them discover solutions**

4. Introduce kits and briefly explain the Loyalty Rewards Program

HOME ESSENTIALS KIT

SKU: 60223563
 WHOLESALE: ₹24,909.80
 PV: 200



HEALTHY EXPERIENCE KIT

SKU: 60221714
 WHOLESALE: ₹11,050.70
 PV: 100



Membership Benefits

25% discount

Loyalty rewards (LRP)

Earn bonuses

Preferred Customer

Wellness Advocate



Next Steps:

- Place first order of oils or kits discussed above and opt into LRP
- Schedule a follow up meeting to review the Live Guide and complete the Wellness Consult on page 16
- Wellness Consult time & date: _____, place: _____

Loyalty Rewards Program (LRP)

Starting the month following registration you can begin accumulating points from your monthly orders. Redeem points for free dōTERRA products.

Loyalty Rewards Program Percentage



5. Show Options for Purchase and Sharing – There’s something for everyone!

3 WAYS TO EXPERIENCE

1

RETAIL

- Buy from an official dōTERRA® India Wellness Advocate

2

WHOLESALE

- Get the best products for the best prices!
- Sign-up as a Wellness Advocate and resell to friends and family

3

START WITH A KIT

- In addition to wholesale pricing, enjoy more savings when you buy a Kit.

3 TYPES OF PEOPLE



LIVE

THE WELLNESS LIFESTYLE



SHARE

TO GET YOUR PRODUCTS PAID FOR



BUILD

TO MAKE AN IMPACT IN YOUR COMMUNITY

**Help each person to leave your class feeling empowered to use and share the products at the level THEY have chosen – not you.*

RANK	REQUIREMENTS	EARNINGS (RECENT)	AVE EARNINGS
ELITE	 3k VOLUME	₹16,000 /month	₹27,590 /month
PREMIER	  5k VOLUME	₹40,000 /month	₹70,979 /month
SILVER	  3 ELITES	₹82,000 /month	₹173,554 /month
GOLD	  3 PREMIERS	₹250,000 /month	₹368,501 /month
PLATINUM	  3 SILVERS	₹330,000 /month	₹711,604 /month
DIAMOND	  4 SILVERS	₹650,000 /month	₹1,270,970 /month
BLUE DIAMOND	  5 GOLDS	₹1,500,000 /month	₹2,920,041 /month
PRESIDENTIAL DIAMOND	  6 PLATINUM	₹4,000,000 /month	₹7,934,304 /month

TIP: BRIEFLY teach a little about the business

- Create curiosity
- Teach the Sharing Bonus
- Show average earnings
- Ask them to reach out to learn more details about how to earn money



Hukheli Achumi Abeto Chishi

—
Gold Leaders, Nagaland
dōTERRA India Founders



Our Family

- Supportive
- Cooperative
- Take Responsibility
- Love the Oils

How we got started...



- During Pandemic
- Risk taking because of strong need.
- Many trust concerns
- Long time to wait for shipping
- Transfer funds issues

Sharing the products anywhere.



- Always be prepared with materials
- Never leave home without oils
- Everyone gets a drop of peppermint
- You never know who is needing help

dōTERRA



Hukheli Achumi
& Abeto Chishi

Wellness Advocate



First Month as Member,
Ranked Manager!



Classes Everywhere, and Team Grows!



Mindset is key.

The more work we do, the better we get

- Polishing our approach, plan, do, review.
- Winners never quit, quitters never win.
- Nothing comes free



Gold Recognition 1st trip to India, March 2022

1st Gold Rank, Oct 2021



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Founder's Club

Responsibility

Mastery

doTERRA teaches us in so many ways

- **Making Schedules/Action Plans with Top Leaders**
 - Weekly Mentoring Calls
 - Be consistent for your Leaders
 - How to reach goals, ranking etc.
 - Creating a culture for everyone
- **Be a Cheerleader, Inspiring Always**
 - Keep their dreams alive
- **Hold Leaders Accountable**
 - Showing Transparency to Leader/Enrollee
 - Setting Clear Expectations
- **Keep an eye on back office daily**
 - For where to place new enrollments
 - Customers LRP pv



Check Your Back Office

My Organization

Membership L175

Member Summary 08/2023 07/2023 06/2023

Rank Position and Month	CO	20,000	50,000	100,000
Cancelled LRP in the last 90 days	10	10	10	10

Levels & Organizations

Address Name	Due	Level	Total
		1	22
		2	35
		3	200
		4	100
		5	200
		6	200
		7	100
		8	100
		9	20

85% Wholesale Customers

Being || 202



Visionary Leaders Mindset:

- Committed and Dedicated
- Exemplifies Courage, Risk Taker
- Become Independent or Self-Reliant, don't Rely Others to Build for Them
- Focus on Future Possibilities instead of Dwelling on the Past
- Promote a Culture of Proactive Solutions
- Leveraging the Strengths of Others for Collective Elevation
- Professional Growth

Structures/Habits:



- Know your products
- Be consistent, use the products
- Use the resource tools:
 - Class Sheets, Build Guide
- Keep Class Very Simple
- Teach how to use products daily
- Schedule “Wellness Consult”
- Follow-up
- Support



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