

Lifestyle Overview

Seek to serve the needs of your prospects and earn the right to keep them as customers going forward. New members may opt-in to the Loyalty Rewards Program (LRP) at the time of registration or later. This action is what builds your financial pipeline.



Purpose of Wellness Consult

Help EVERY new member:

- Use the products they have
- Set up a Daily Wellness Plan
- Maximize their membership through LRP
- Connect to resources
- Invite to change lives

Wellness Consult Checklist

- ✓ Schedule Lifestyle Overview shortly after their kit is expected to arrive
- ✓ Recommend reviewing the Live Guide at doterra.com/IN/en_IN > Resources > Empowered Success

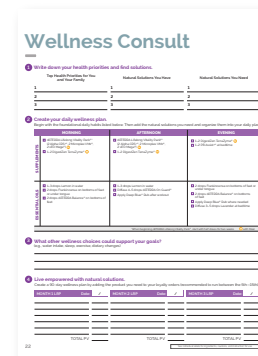
1 Introduce dōTERRA Lifestyle & Wellness Pyramid

- ✓ Have them rate themselves (pg. 3)
- ✓ Expose them to the dōTERRA lifestyle (pg. 4-13)



2 Wellness Consult

- ✓ Complete the Wellness Consult (pg. 16)
- ✓ Brainstorm their 90-day plan and next three loyalty orders
- ✓ Teach them about LRP and help them opt-in online.



3 Connect to Education & Community

- ✓ Recommend your favorite reference guide and app
- ✓ Introduce tools to learn how products support their 90-day goals
 - Empowered Life Series (In-depth)
- ✓ Connect 2-3 times in their first month; continue to check-in periodically



4 New Member Follow up

✔ Invite to share or build dōTERRA

When you register a new member, you have until the 10th of the following month to discover the best placement for them in your organization. Your early engagement with your sign-up is critical to their long-term success. Use the process below to guide your follow-up activities. To truly change lives, think of these days when you can change their placement as your investment to ensure success for both of you—and all it takes is a little bit of your time. By modeling this support, your builders are much more inclined to do the same.

