

The background of the entire page is a close-up photograph of several bright blue flowers with five petals each, set against a blurred green background. The flowers are the primary visual element, filling most of the frame.

dōTERRA®  
*Share*

Hosting Overview



# Sharing Comes Naturally

When you experience something wonderful that makes a difference in your 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 natural solutions.

### ■ EARN REWARDS

Earn free products or commissions as your contacts make purchases. (Ask your upline leader for details.)

### ■ CREATE INCOME

Create income and build a financial pipeline as you change lives by sharing dōTERRA products and its 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, and associates). Schedule your event with your upline leader. Hosting can happen in-person or online.

*Whose lives do you want to change?* (Check the best setting.)

WHO	1-ON-1	CLASS
1		
2		
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WHO	1-ON-1	CLASS
11		
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19		
20		

## THREE STEPS TO INVITE

Follow these simple steps to effectively invite your friends and family to a product or business presentation so they learn more about dōTERRA®.



### 1 Share AN EXPERIENCE

*Are you open to trying something natural?*

- Make your sharing relevant by asking questions to discover their health priorities during ordinary conversation.
- Share experience and how the products have helped you:  
*Well, you know how we struggled with... We've loved how dōTERRA essential oils have helped us with so many different things!*
- Ask permission to share a sample or story:  
*I'm just curious, are you open to trying something natural for that? If I give you a sample, 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 they're new to essential oils:  
*Are you open to natural forms of healthcare? 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 emails, texts, or Facebook invites.

### 3 Remind THEM TO COME

*Excited to see you! Come ready to learn.*

- Call or text your invitees 48 hours prior to the presentation to remind them to attend. Share your excitement and express 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 naturally. 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'd 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 them 4-24 hours before the presentation. Call or text:  
*I'm excited to connect and explore the possibilities with you!*

# Create Experiences

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

## Share Your Story



## Share an Oil Experience



## Share a Sample



## Share Online



## WHERE AND WHEN TO SHARE

The best way to help others want to learn more about essential oils is by sharing personal experiences. Choose a method of doing so that is best. Many sharing opportunities happen naturally during day-to-day (at a social gathering or sporting event, on social media, in line at the store, and so on). 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 SAMPLES WITH YOU

### SAMPLE IDEAS



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

Popular sample oils: Wild Orange, dōTERRA Balance®, Peppermint, Lavender, PastTense®.

## SHARE ONLINE



When sharing online, reference body systems instead of health issues or disease claims.

## SAMPLING TIPS

- Personalize samples to someone's specific needs or interests. Focus on what you can easily help with.
- Sample oils that quickly make an impact (e.g., Wild Orange, Deep Blue®, Lavender, or Peppermint).
- Ask permission to follow up and set up a call within 48 hours to inquire about their experience.

## SUPPORT THEIR EXPERIENCE

### Positive Experience:

- Invite them to learn more at a class (follow instructions and scripting on page 3).
- Consider offering another sample as an incentive to attend a class.

### Negative Experience/No Result:

- Invite them to try a different sample.
- Be patient and invested in finding a solution to help them build their own belief in the product so that they'll want to learn more at a presentation.

### Didn't Try the Sample:

- Invite them to try.
- Ask for permission to follow up in a couple days.

## SHARE YOUR STORY

**Be prepared to share your own story about why essential oils are important to you.**

Take the time to write out and remember your answers to the following questions.

What had you tried beforehand, 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 experience? 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 that 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. Because you will have the basics of your story memorized, you're freed up to really listen to their needs and customize your message in a way that is relevant to them.



# What Is Your Part?

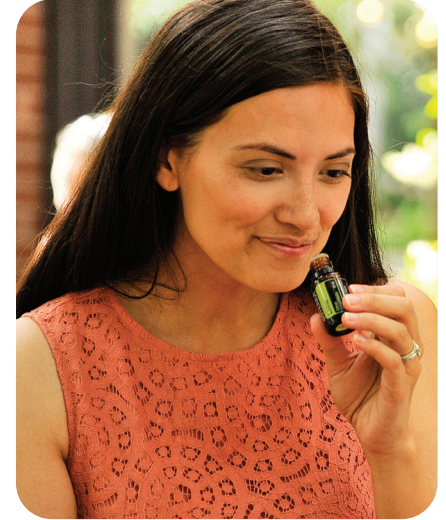
Invite your friends to a product or business presentation. Choose the format that is right for them.

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

- Lives outside your area (*mail sample for preliminary 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 come from, and why they're worth listening to.
- Complete the Share Your Story exercise on page 5 so you're prepared to share your personal experiences.
- Ask them what they're most interested in learning about.
- Pass along interests/needs to presenter prior to presentation so they can be prepared to address their said needs.

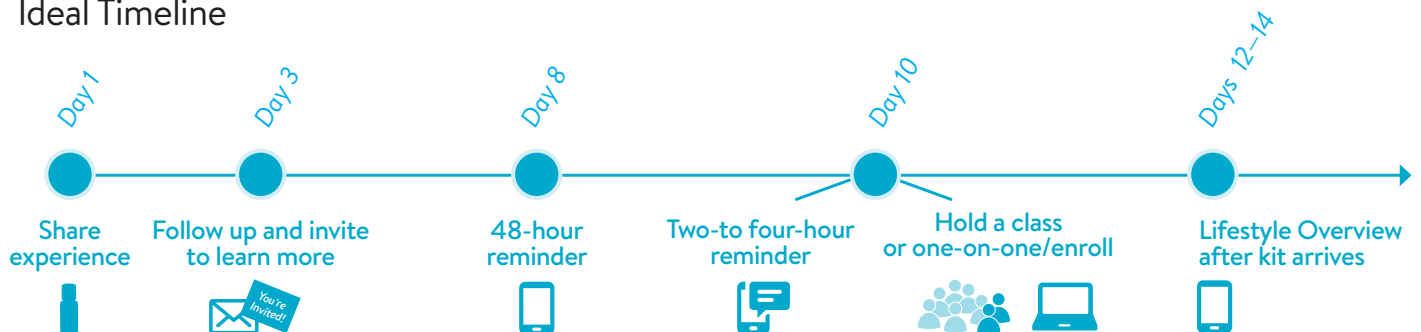


**Class:** live or online

**Preparation:**

- While anytime is a perfect time to host a class, Tuesdays, Wednesdays, and Thursdays typically draw the best attendance.
- Invite twelve people for an ideal class size of four to six. Not everyone you invite will attend.
- Prepare to introduce the presenter to share who they are, where they come from, and why they're worth listening to.
- Create an atmosphere of learning with comfortable seating and temperature. Eliminate distractions. A clean child-free environment is best.
- Complete the Share Your Story exercise on page 5 so you're prepared to share your personal experiences.
- Create a space for the 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 attend a presentation is your top priority! Ensure successful attendance at your event by following Three Steps to Invite on page 3.



### EDIFY AND SHARE —→ INVITE TO ENROLL —→ FOLLOW UP TO SUPPORT

Product Presentations

- Introduce and edify the presenter\* for one to two minutes.
  - Share a two-minute personal oil or product experience.
- \*If you are the presenter, learn how to teach others about doTERRA® products.

- Support guests in enrolling with a kit to receive big discounts and best value.
- Enroll guests by visiting [doterra.com](http://doterra.com) 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 kit 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 kit. Utilize upline for support to prepare.

Business Presentations

- Introduce and edify the presenter\* for one to two minutes.
  - Share a two- to three-minute product experience and why you have chosen to share doTERRA.
- \*If you are the presenter, learn how to teach others about doTERRA products and the business opportunity.

- Invite prospects to partner with you.
- Commit them to do Three Steps to Launch in the *Build* guide.
- Invite them to enroll as a Wellness Advocate with any of the enrolment kits

- 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

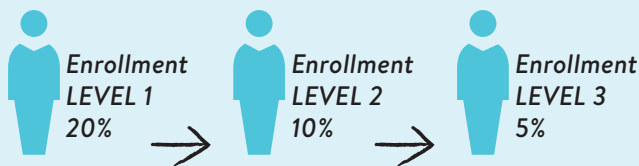
Sharing is rewarding for all. Through dōTERRA® authentic direct selling and compensation model, as you continue to empower others with natural solutions, you also empower yourself. Over time, you earn products for free, build a financial pipeline, and create residual income.

## EARN PRODUCTS FOR FREE

### FAST START BONUS

**Paid weekly** on commissionable sales to new enrollees for their first 60 days. Each enroller must maintain 100 PV in their LRP template and place a 100 PV monthly loyalty order.

*Earn commissions immediately!*



Earn 25 percent from those who purchase through you.

20%

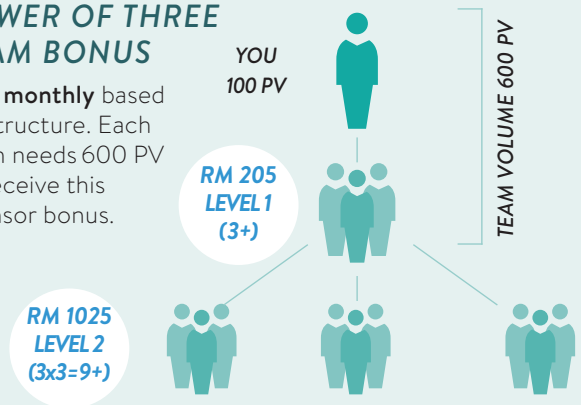


HOME ESSENTIALS KIT 260PV

## BUILD RESIDUAL INCOME OVER TIME

### POWER OF THREE TEAM BONUS

**Paid monthly** based on structure. Each team needs 600 PV to receive this sponsor bonus.



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

Go to [dōterra Malaysia Website](https://www.doterra.com/My/en_MY) > Resources > Quick References to learn all the ways you can get paid by 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.

\*Results not typical. Please refer dōTERRA Compensation Plan for more details.

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