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**SHARE**

Hosting dōTERRA



# Sharing COMES NATURALLY

When you experience something wonderful that has made a difference in your own 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 and help them achieve wellness goals for their life.

☐ EARN REWARDS

As your contacts enrol, you can earn free product or commission. (Ask upline leader for details.)

☐ CREATE INCOME

Create income and build a financial pipeline as you share dōTERRA and change lives.

### HOST CLASSES OR ONE-ON-ONES

You can host a class or one-on-one in person or online. Schedule your event with your upline leader or use the dōTERRA Empower Kit to support your presentation. Make a list of those you want to invite to your event.

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

WHO	1 ON 1	CLASS	WHO	1 ON 1	CLASS
1			11		
2			12		
3			13		
4			14		
5			15		
6			16		
7			17		
8			18		
9			19		
10			20		

# 3 STEPS TO **invite**

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



## 1 **Share** AN EXPERIENCE *Are you open to trying essential oils?*

- Make your sharing relevant by asking questions to discover their health priorities during ordinary conversation.
- Share your experience. Share how the products have helped you:  
*"We've been using dōTERRA essential oils, and we're loving how they help us with so many different things!"*
- Ask permission to share a sample and a commitment to use it.  
*"I'm just curious, are you open to trying an essential oil? 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 you liked it? What's the best number to call or text you?"*

## 2 **Invite** TO LEARN MORE *Are you open to learning more?*

- Invite to a presentation via live or online class, or one-on-one with your upline.
- Be personal (use first names; invite in person, on the phone, or via a personalised text).  
*Are you open to learning more about essential oils and how you can use them? (Pause & Listen) I'm having a class on \_\_\_\_ (date), at \_\_\_\_ (time) or we can meet together next week. What works best for you?*
- Get permission to remind:  
*If you're like me, you'll appreciate a reminder. Can I give you a quick reminder before the class?*
- Avoid inviting through mass email, texts, or Facebook invites.

## 3 **Remind** THEM TO COME *Excited to see you! Come ready to learn.*

- Call or text your invited prospects 48 hours prior to the presentation to remind them to attend. Share your excitement and 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 incorporate oils into your daily life! 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. You're gonna love the essential oil infused refreshments!*

## 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 would 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 4-24 hours before the presentation: Call or text:  
*I'm excited to connect and explore the possibilities with you!*

Whenever possible, schedule a presentation (in person, online, or over the phone) with your upline leader and your builder prospect(s). Involving your upline leader adds credibility and certainty to the opportunity and your invitation to partner with you.

# Share

## ANYTIME, ANYWHERE

Using and integrating dōTERRA® products into your life can help you share your own experience with others and be better equipped to help them find their own way to use dōTERRA oils and products.

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 and wellbeing and share your personal experiences. Seek to serve, then others will naturally want what you have to offer.

### Share Your Story



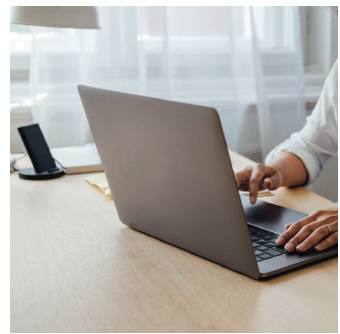
### Share an Oil Experience



### 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 experiences. Choose the method that is best for you. Many sharing opportunities happen naturally during existing day-to-day activities (at a social gathering, sporting event, social media, in line at the store, etc.) 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 and enrol. 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: dōTERRA Balance® Grounding Blend, PastTense® Relaxation Blend, Wild Orange and Lavender essential oil.

## SHARE ONLINE



When sharing online, talk about wellbeing rather than health issues or disease claims.

**SourceToYou.com**

# Sampling SUCCESS

## SAMPLING TIPS:

- Personalise samples to meet their specific queries or areas of interest.
- Sample oils that quickly make an impact (e.g. dōTERRA On Guard® Protective Blend, Ice Blue® Active Blend, dōTERRA Easy Air® Clear Blend, Lavender essential oil).
- Provide instructions for usage.
- Ask permission to follow up and set up a follow up call within 72 hours to inquire about their experience.

## SUPPORT THEIR EXPERIENCE

### Positive Experience:

- Invite to learn more at a class (follow instructions and scripting on page 3).

### Negative Experience/No Result:

- Invite to try a different sample.
- Be patient and invested in helping them find a relevant experience to help them build their own belief in the product so they will want to learn more at a presentation.

### Didn't Try Sample:

- Invite 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. Keep it brief so you have time to learn about them.

What led you to dōTERRA? What concerns were you or your loved ones dealing with? What frustrations did you experience due to those concerns?

What positive experiences have you had with the oils? Products?

How have dōTERRA products changed your life? What was life like before? What is life like now?



# Host PRESENTATIONS

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 (3-way preferred), or online (Zoom).

- Lives outside your area (*mail sample for 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.
- Get to know the presenter so you can share who they are, where they've come from, and why they are worth listening to.
- Do the "Share Your Story" exercise on pg. 5 so you are prepared to share your personal experience.
- Ask individual what he or she is most interested in learning about.
- Pass interests/needs to presenter prior to presentation so they can be prepared to address their needs.



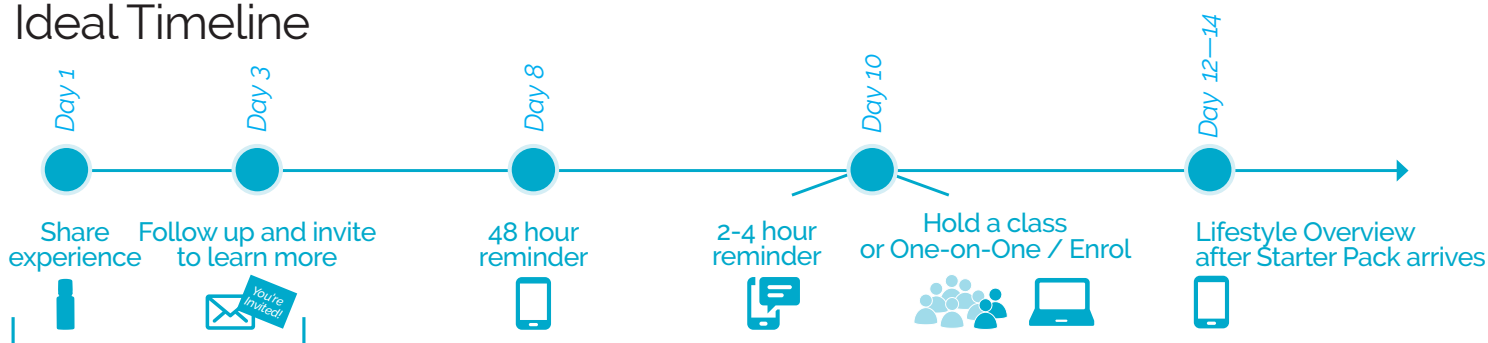
## Class: Live or Online



## Preparation:

- While anytime is a perfect time to host a class, Tuesdays, Wednesdays, and Thursdays typically draw the best attendance.
- Invite 12 people for an ideal class size of 4 to 6. Not everyone you invite will be able to make it.
- Get to know the presenter so you can share who they are, where they've come from, and why they're worth listening to.
- Create an atmosphere for learning with comfortable seating and temperature. Eliminate distractions. A clean, child-free environment is best for learning.
- Do the "Share Your Story" exercise on pg. 5.
- Create a space for presenter to set up materials and display products.
- Diffuse uplifting oils (e.g. *Wild Orange essential oil* or *Citrus Bliss® Invigorating Blend*).
- Have pens or pencils available.
- Provide water and simple refreshments for the end of class so guests can mingle while the presenter answers question and assists with enrolments. Go to the dōTERRA® blog for ideas and recipes.

## Ideal Timeline



# WHAT IS **your part?**

Getting your friends and family to a presentation is your top priority! Ensure a successful attendance at your event by following the "3 Steps to Invite" on page 3.

## YOUR PART IN A PRESENTATION



### EDIFY & SHARE

### INVITE

### FOLLOW UP TO SUPPORT

#### Product Presentations

- Introduce and edify the presenter\* for 1 to 2 minutes.
- Share a 2 minute personal oil or product experience.

\*If you are the presenter, learn how to teach others about dōTERRA products.

- Support guests in getting started with a Starter Pack to receive big discounts and the best value.
- Sign up guests by visiting [mydoterra.com](http://mydoterra.com) and choosing "Enrol a new Wellness Advocate."

- Follow up with guests who didn't enrol 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 Starter Pack 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 Starter Pack. Utilise upline for support.

#### Business Presentations

- Introduce and edify the presenter\* for 1 to 2 minutes.
- Share a 2-3 minute product experience and why you have chosen to share dōTERRA.

\*If you are the presenter, learn how to teach others about dōTERRA products and the business opportunity.

- Invite prospects to partner with you.
- Commit them to do the "3 Steps to Launch."
- Invite them to start as a Wellness Advocate with a business builder Starter Pack. (Nature's Solutions Starter Pack or above to support personal use and sharing needs.)

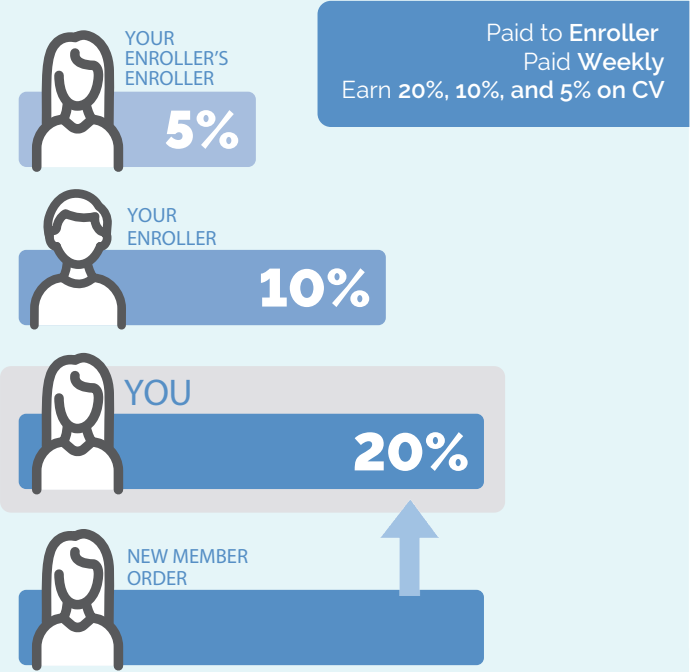
- Follow up with guests who didn't commit to build within 48 hours.
- Encourage them to partner with you and offer support in reaching their financial goals.
- Commit them to do the "3 Steps to Launch" in the *Build* Guide.

# Change MORE LIVES

Sharing is rewarding! As you continue to empower others with essential oils and products, you empower yourself. Over time, you'll earn your products for free, build your own financial pipeline, and create income!

## Fast Start

Fast Start is designed to provide you with income right away as you share dōTERRA® products.



You can earn a Fast Start commission when your new Wellness Advocate or Wholesale Customer places an order during their first 60 days.

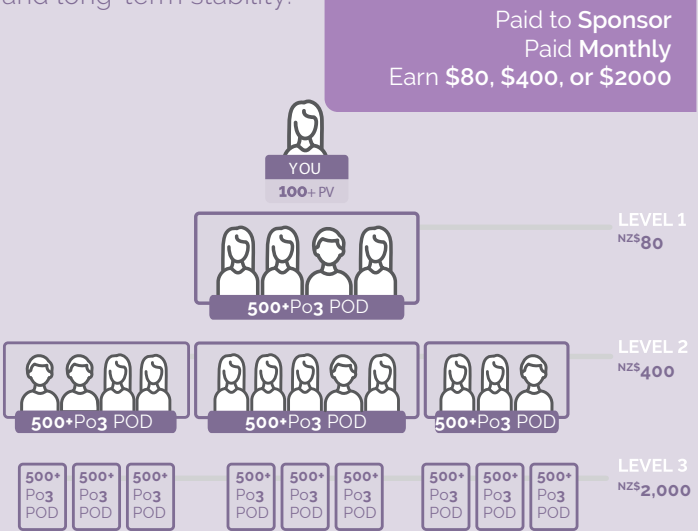
20%

1 Household Care Starter Pack  
Your earnings = NZ\$100

1 Home Essentials Starter Pack  
Your earnings = NZ\$52.6

## Power of 3 BONUS & BOOST

The Power of 3 Bonus is designed to help you structure your business for effective customer support and long-term stability.



POWER OF 3 BONUS + BOOST EARNING POTENTIAL				
POWER OF 3 BONUS	400+ PGV	800+ PGV	1,200+ PGV	EARN UP TO
LEVEL 1 (NZ\$80)	NZ\$80	NZ\$80	NZ\$80	NZ\$160
LEVEL 2 (NZ\$400)	NZ\$80	NZ\$400	NZ\$400	NZ\$800
LEVEL 3 (NZ\$2,000)	NZ\$80	NZ\$400	NZ\$800	NZ\$2,800

New Zealand market specific

### 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. Average earnings are less.

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