

5 TIPS FOR HOLDING Successful Classes

1 OPTIMIZE ATTENDANCE

- Try scheduling your classes for Tuesdays, Wednesdays, or Thursdays.
- Invite 10–12 people to get an optimal class size of 4–6 attendees.

2 SET THE STAGE

- Put out a few chairs and bring in more as needed, set a comfortable temperature, and avoid distractions, such as children or pets.
- Diffuse essential oils to give your attendees a positive product experience the moment they walk in the door.
- Create a space for the presenter and a simple product display area, where attendees can play with the products.

3 CREATE AN EXPERIENCE

- Share short and powerful product testimonials and encourage others to do the same.
- Pass around the oils with a quick call to action (like “Smell this” or “Put this on the roof of your mouth”) to give people new product experiences.

4 ENROLL

- Have sign-up forms and pens available. Streamline the enrollment process by having at least one Wellness Advocate per 3–4 attendees to help.
- Offer essential oil-infused water or snacks to encourage guests to stay to the end. See the dōTERRA® Product Blog for recipe ideas at doterra.com/US/en/blog-products.

5 HAVE FUN!

- Keep your class light and fun, but most importantly, be yourself—authenticity renders the best results!



WELCOME TO YOUR Class in a Box!



x10 **WILD ORANGE (5 mL)**

Known for its sweet, uplifting aroma and surface cleansing properties, Wild Orange is an excellent first-experience oil. Use your Wild Orange oils as enrollment incentives, hostess gifts, or participation prizes.



x10 **DEEP BLUE® RUB SAMPLES**

To give people a product experience before attending your class, share the soothing power of Deep Blue Rub. These samples are great for sharing at sporting events, the gym, or on the go.



x50 **ESSENTIAL OILS ARE SIMPLE HANDOUTS**

The *Essential Oils Are Simple* class outline is perfect for succinctly teaching new people about essential oils, dōTERRA® products, and membership options. Hand one of these out to each of your class attendees.



x24 **1/4 SAMPLE DRAMS**

Before your class, give people essential oil samples, using oils that will help them address their specific health concern.



x10 **dōTERRA ON GUARD® NATURAL WHITENING TOOTHPASTE SAMPLES**

Share the amazing benefits of dōTERRA On Guard toothpaste with your natural-minded friends and invite them to learn more at your class.



x30 **dōTERRA ON GUARD PROTECTING THROAT DROPS**

Before or during your class, share the immune-supporting benefits of dōTERRA On Guard with these all-natural throat drop samples.

COMPLETE YOUR KIT!

We are excited to offer you additional free online resources that will save you time and make your classes even more impactful. Simply follow this QR code or search "Class in a Box" on <https://doterra.com/dmk> to get access to all of these digital assets, including:

- Class Scripts
- Inspirational Videos
- Product Guide
- Wholesale Customer Order Form
- Enrollment Kit Flyer
- ...and more!



x10 **LIVE GUIDES**

Use the *Live* guide to hold Wellness Consults with every new Member after their first order arrives so they know how to use their new products and sign up for the Loyalty Rewards Program.