

Intro to Oils Class Script— Essential Oils Made Easy

Intro to Oils Class Overview

Your Intro to Oils presentation is the basis of all education in your business. No matter what specialty topics you want to teach in an advanced or continuing education class, the Intro to Oils presentation is always the foundation.

Here you'll learn the components of a successful Intro to Oils class using the Essential Oils Made Easy class handout. You can apply these components however you prefer to teach.

Tips for a Successful Event

- Hold presentations in distraction-free environments (no kids or pets running around).
- Keep the class presentation to around 45 minutes with an additional 15–20 minutes to sign people up.

Timeline for Intro to Oils Class

1. Welcome and set intentions. (1 minute)
2. Tell your story. (2 minutes)
3. Teach three things about oils—natural, effective, and safe (CPTG®). (10 minutes)
4. Teach three ways to use oils—aromatic, topical, and internal. (10 minutes)
5. Solicit product experiences from attendees. (10 minutes)
6. Transition to Wholesale and Kits: Three Ways to Purchase. (5 minutes)
7. Transition to the Business: Three Types of People. (2 minutes)
8. Share your most powerful experience with the oils, and explain the enrollment process. (5 minutes)
9. Help people enroll, schedule classes for guests to host, set up Wellness Consults, and invite people to stay for the Intro to Build. (15–20 minutes)
10. Using the *Build* guide, teach the Intro to Build presentation immediately after you help people enroll. (See *Business Building Guide*, pgs. 87–90.) (15–20 minutes)

If people stay for the Intro to Build, the entire event will last anywhere from 1 hour and 15 minutes to 1 hour and 25 minutes.

Supplies

- Essential oils: Peppermint, Wild Orange, Deep Blue®, On Guard®, and dōTERRA Lifelong Vitality Pack®.
- 10–15 Sample oils (¼ drams for giveaways. Sample vials of the top 10 oils are recommended.)
- Class handouts and enrollment forms—download or purchase from dōTERRA.
- If you aren't using class handouts then you also will need plain paper for people to write the top 3 health priorities on, and you will need a print out of the enrollment kit flyer to guide people in making their purchase.
- Pens
- 8-Vial Key Chains as incentives for attendees to book a class.
- 8–10 essential oil reference books.
- Calendar page to book classes and Wellness Consults.
- Serve light refreshments at the end of the Intro to Business class to encourage people to stay to the end. Keep it simple. You can serve just water and a few oils like Lemon, Lime, and Wild Orange, or offer easy essential oil-infused snacks. See the dōTERRA blog for recipes.

Introduction, Intention and Your Story

Introduce who you are, how long you have been using essential oils and how long you've been teaching other people about the power of the oils.

- If you just started using essential oils or just began sharing the oils you can simply share what attracted you to essential oils.
- Your intention is to help them understand the power of essential oils and how it can support their health and their family's health.

I'll have done my job today if you leave this class knowing three cool things about essential oils.

- Give a short testimonial of how dōTERRA essential oils have changed your life. This should be no more than one minute long and it should not be your most powerful testimonial. We're going to use your most powerful testimonial at the end of the class.

Three Cool Things about Essential Oils

First Cool Thing: Natural and Safe



The first cool thing about dōTERRA essential oils is that they're natural and safe. There's nothing added or taken away from the oil. They're just simply pure essential oils extracted from Mother Nature. This means you can have confidence that with proper use they're safe for babies, children, adults, and

the elderly. Oils are extracts from plants that have amazing health benefits. A pure essential oil is concentrated and powerful!

To help you feel how powerful dōTERRA essential oils are, let me give you an experience with one of the most important essential oils: Peppermint.

(Have everyone put a drop of Peppermint in their palm.)

Now don't be afraid and dab the tip of your finger in the oil, and then press your finger onto the roof of your mouth. Now the other way we'll use it is by rubbing it between the palms of our hands, and then cupping our hands together and breathing in deeply. Be sure to not get it close to your eyes because it might make them water. See if you can breathe that in for 30 seconds! How is this experience?

(Wait for responses.)

Now because they're powerful, if you ever get oils in a sensitive part of your body, such as your eye, it won't feel good. If that ever happens just use a carrier oil like Fractionated Coconut Oil and directly apply it to the affected area. It will take the sting away fast. You can actually use other carrier oils like canola oil or olive oil. The reason we like to use Fractionated Coconut Oil is because it's really good for your skin and it doesn't leave an oily residue.

What I love about these oils is the CPTG® standard. It stands for Certified Pure Tested Grade, and it means these oils are completely pure and potent. Pure means there are no foreign contaminants or fillers. Potent means that each plant was grown in a part of the world where that plant grows best, resulting in the absolute best chemistry for that plant. When you have the ideal natural chemistry, the essential oil extracted does exactly what we want it to do for us.

So that's the first cool thing about essential oils, they are natural and safe. Who can tell me the first cool thing about essential oils?

(Give whomever raises their hand first a chance to say the first cool thing.)

That's right! I have something for you. This is a sample of dōTERRA Peppermint. It's energizing, promotes feelings of clear airways, and has a refreshing cooling effect on the skin.

(Reward whomever answers with a small sample bottle of Peppermint)

Second Cool Thing: Effective

The second cool thing about essential oils is that they are effective. Before I explain, do we have any medical professionals in the room?

(They raise their hands.) Okay, what I'm going to share next is going to sound very elementary to you. Most of us in this room don't have the medical training you do, so I'm going to really simplify things so that this makes sense to everyone. Is that Okay? (This prevents hecklers.)

Let's go back to biology 101. Let's say this is a cell in your body (hold up your fist), and we know that cells have oily cell membranes. The cell membrane protects the cell, it keeps all the good things in and all the bad things out. Environmental threats can affect cells from both the outside and the inside. The cool thing about essential oils is that they can work with our bodies on a cellular level. Because they are lipid soluble, they can support your body's cells in a variety of ways both inside and outside of the cell. This makes them effective.

That is the second cool thing about essential oils. Who can tell me the second cool thing about essential oils?

(Give whomever raises their hand first a chance to say the second cool thing.)

That's right, I have something for you. This is a sample of dōTERRA On Guard® blend, which includes five different essential oils. This blend is powerful for your immune system when ingested. It's been researched and found to support healthy immune function and healthy immune response. It can soothe scratchy throats and it's a great cleanser for your hands and home.

(Reward whomever answers with a small sample bottle of dōTERRA On Guard.)

Third Cool Thing: Affordable

The third cool thing about essential oils is that they are an affordable complement to traditional health care. Let me explain. How many of you have visited the doctor only to discover it was a minor, temporary matter that could have been resolved at home? (Let people share their experiences) When someone in my family feels the need for extra support, we often put two drops of dōTERRA On Guard, Peppermint, Oregano, Tea Tree, Lemon, and Frankincense in a blank capsule and we take that capsule internally a few times a day for a couple of days. And we apply these same oils to the bottoms of our feet. For tummy troubles, we've effectively used dōTERRA's incredible blend, DigestZen®. It's amazing for solving "tummy craziness". Essential oils are an affordable option for everyday challenges that come up.

That's the third cool thing about using essential oils. Who can tell me the third cool thing about essential oils?

(Give whomever raises their hand first a chance to say the third cool thing.)



That's right, I have something for you. This is a sample of dōTERRA Lavender oil. It's great for soothing and relaxing when taken internally, and it's super soothing for the skin. It helps with all kinds of occasional skin irritations, but most of all, it helps me sleep at night! Just rub a couple of drops onto the bottoms of your feet before you go to bed.

(Reward whomever answers with a small sample bottle of Lavender.)

Optional:

Who can tell me all three key facts about essential oils?

(Reward whomever answers with a small sample bottle of a favorite oil and tell them how to use it.)

Three Ways to Use Essential Oils

During this section, share a personal experience. Give a quick (under a minute) specific story where you used essential oils aromatically, topically, or internally.

First Way to Use: Aromatically

Now that we know the three cool things about essential oils, let's talk about the three ways we use them. The first way to use essential oils is aromatically. Everyone take their fingers and pinch right above the bridge of their nose. (Everyone mimics your gesture.) Right under your fingers is your olfactory nerve. You can take your fingers off now because you look silly!

This nerve sends messages to the limbic system in your brain, which

in turn sends messages to your entire body.

This can happen with essential oils in as little as 30 seconds. There are a few ways to use essential oils aromatically. You can breathe them from your hands, like we did earlier with Peppermint, use them in a diffuser, or breathe them right from the bottle.

Let's try using Wild Orange essential oil. Wild orange is a member of the citrus family, and a fun fact, all citrus essential oils have uplifting aromas. Also, the citrus family aromatic compounds that make up the essential oil are found on the skin of the fruit and are cold-pressed to extract the aroma. You may have experienced the aroma if you ever rubbed the skin of a fruit onto your skin. Let's have an experience with Wild Orange right now!

(Let everyone inhale a drop of Wild Orange from their hands. Ask them to describe this experience.)

It's amazing, isn't it! Not only does it smell really good, but Wild Orange has chemical compounds that provide an energizing, uplifting experience. I take Wild Orange with me wherever I go.

So the first way we use essential oils is aromatically. Who can tell me the first way that we use essential oils?

(Give whomever raises their hand first a chance to say the first way essential oils are used.)

That's right, I have something for you. This is a sample of dōTERRA Wild Orange. Its aroma is energizing, invigorating and great for uplifting your atmosphere.

(Reward whomever answers with a small sample bottle of Wild Orange.)

Second Way to Use: Topically

The second way to use essential oils is topically. You can actually apply oils directly to the skin. There's a rule of thumb when using essential oils—less is more! It doesn't take much to make an impact with topical use. Just a couple of drops are very effective. When applying on children and others with sensitive skin, you'll want to dilute them with Fractionated Coconut Oil. Diluting doesn't change the effectiveness because it allows the essential oil to spread to a larger area. Applying essential oils to the bottoms of your feet—including babies—is a great place to start. The skin on the bottom of your feet is not very sensitive and the oil absorbs very quickly into the skin. What things do you think topical application of essential oils would be best for?

(Let people answer and comment briefly.)

So the second way to use essential oils is topically. Who can tell me the second way that you use essential oils?

(Give whomever raises their hand first a chance to say the second way essential oils are used.)

That's right, I have something for you. This is a sample of dōTERRA Deep Blue®. It's a blend of essential oils that are incredible for soothing muscles and joints. Try rubbing it on your back, shoulders, or neck. It has a powerful warming and cooling sensation that is super soothing.

(Reward whomever answers first with a small sample bottle of Deep Blue.)

Third Way to Use: Internally

The third way to use essential oils is internally. Some dōTERRA essential oils are not only safe to use internally, they are recommended. The CPTG® standard means the oils are pure, tested grade. Some dōTERRA oils are also completely safe to ingest, unlike most other brands. You can put them in your mouth or drink them in water. If you don't like the taste, put them in a Veggie Cap. It's like concocting your own little natural solution. But, be sure to check the oil label before you ingest an oil. Not all dōTERRA oils are labeled for ingestion.

What health concerns would be best to use the internal application of essential oils?

(Let people answer and comment briefly.)

So the third way to use essential oils is internally. Who can tell me the third way that we use essential oils?

(Give whomever raises their hand first a chance to say the third way essential oils are used.)

That's right, I have something for you. This is a sample of dōTERRA Lemon oil. It's great for not only cleansing your body but it's also good for cleaning your home.

(Reward whomever answers first with a small sample bottle of Lemon.)

Now can anyone tell me what issues would be best to use all three applications of essential oils: aromatic, topical and internal?

(Let people answer and comment briefly.)

Class Member Testimonials

This is the most powerful part of the class if people have been properly sampled beforehand. If done right, your guests will offer each other powerful testimonials that help them feel ready and confident to purchase.

Now this is my favorite part of the class! For anyone who would like to share a short and powerful experience you've had using dōTERRA essential oils, I have a sample prize for you! There are just two rules to win: You need to keep your story under 60 seconds, and it needs to be a different story than what has already been shared.

If someone goes over a minute, kindly reinforce the rules by saying, *Thank you for sharing! I loved your story. Even though you were over a minute, I'm still going to give you a sample.*

Next, use the scripts for 3 Ways to Buy, Kit options and Enrolling Successfully in the *Business Building Guide*, pages 60-61.

