

The dōTERRA Sales Cycle

STEP 1: CONNECT

Build authentic relationships with people everywhere you go. Get their contact information so you can continue building the friendship. dōTERRA is a relationship business. Whether with an existing relationship or someone new, build trust in every interaction. Seek to change lives by sharing what you love—no matter where you are or who you are with.

SKILL BUILDING:

- Smile and refer to people by name.
- Ask questions and listen to discover their interests and needs. Listen more than you talk.
- Make a list of everyone you know who values health, purpose, and freedom. Cultivate relationships with them.
- Be positive. People will be drawn to your positive energy.
- Connection isn't a one-time activity. Continue connecting over time until you find a natural opportunity to introduce dōTERRA® products.

“ SAMPLE SCRIPT
How are you? How's your family?
What's going on in your life? ”



How well do you connect?

Rate yourself from 1-10 on how confident you feel, 10 being very confident.



“You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you.”

—Dale Carnegie