

## STEP 6: ENROLL

Instruct customers to fill out the shaded areas on the order form so they can get these oils into their home. Walk around the room and offer to answer individual questions. Share what you love about the kit that you feel is best for them. Connect everything back to their health priorities and how this kit is designed to meet their needs. Point out that purchasing a kit is important so they have multiple products on hand, not just one or two things.

### SKILL BUILDING:

- The confused mind says "no." Avoid showing an excess number of items. Show a few, offer a special, and keep things simple. Consider gifting a free Wild Orange to those who order at the class.
- Enroll most everyone as a Wholesale Customer. Enroll those who want to share or build as a Wellness Advocate.
- Talk positively about more expansive kits so that they can have multiple oils in their home and enjoy more benefits.
- Focus on the benefits of living the total dōTERRA wellness lifestyle.

### “ SAMPLE SCRIPT

*When I enrolled, I started out with a kit, and that's what I find gives the best value right from the beginning. My family started with the Natural Solutions Kit. It has many of the most popular products that you need to begin your journey—they support you with sleep, immune system, energy, focus, even oils for cooking or cleaning. The list goes on.*”

For more detailed scripts on how to enroll successfully, see page 11 of the Launch guide.



### How well do you enroll?

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

