



Reaching Out

- ☐ When you call a care facility, reach out to the activity director.
- ☐ Describe the service opportunity you want to provide.
- ☐ Offer to come in to demonstrate the AromaTouch® Hand Technique for the care facility first and then discuss the opportunity.
- ☐ Give a few time slots that work for your schedule or ask when would work for their people if you're flexible.



What to Bring to the Introductory Meeting

- ☐ Laptop to play the Brandon Wilde AromaTouch® Hand Technique service opportunity video
- ☐ The three essential oils you chose to use in the technique (for example, Wild Orange or Citrus Bliss®, dōTERRA Balance® or doTERRA Adaptiv®, and doTERRA Serenity® or Lavender)
- ☐ Copies of instruction cards for people to review as you perform the technique and explain each step
- ☐ Any other doTERRA products or information you'd like to provide (for example, a diffuser and product information pages about the essential oils you use)



Meeting Overview

- ☐ Make introductions and say why you're excited to provide this service opportunity for the care facility.
- ☐ Play the video to help people understand what value this AromaTouch® Hand Technique offers the residents.
- ☐ Walk them through the technique as you perform it so they fully understand what this experience will be like for the residents.
- ☐ Give a brief overview of the essential oils you use so they understand the benefits of each one. (You might let them smell each one to experience the distinct aromas.)
- ☐ Offer to sign a HIPAA document protecting the residents' privacy so the facility will be more comfortable with this opportunity.
- ☐ Let the care facility know how much time you can commit to this opportunity and how regularly.



What to Bring to the Service Opportunity

- ☐ The essential oils you selected for the AromaTouch® Hand Technique service opportunity
- ☐ Fractionated Coconut Oil (for aromatic or topical sensitivities)
- ☐ Copies of instruction cards in case people are there during your visit who may be interested in learning about the AromaTouch® Hand Technique
- ☐ Friends to help provide the AromaTouch® Hand Technique with you