

Presentation Options

There are many effective ways to present doTERRA, and each one has unique benefits. From one-on-ones to webinars, familiarize yourself with methods for connecting with different audiences.

ONE-ON-ONE

Creates an intimate and personalized presentation.

- Bring a *Natural Solutions* Class handout; essential oil reference guide; diffuser (if applicable); oils to share (consider a portable oils sample case); and any products that may meet the prospect's needs.
- Ask in advance (or early in the presentation) what their gaps, needs, or pain points are.
- Use phone to watch videos and enroll.

3-WAY CALL

Provides the support and credibility of your upline.

- Mail or email the *Natural Solutions* class handout in advance.
- Coordinate the scheduled time between your upline and prospect.
- Decide in advance who will initiate and lead the call.
- Make sure everyone has the correct phone numbers prior to the call to avoid delays.

VIRTUAL PRESENTATION: PRE-RECORDED WEBINAR, VIDEO PRESENTATION, FACEBOOK LIVE, ETC.

Flexible and easy to schedule, and accommodates long-distance prospects.

- Mail or email the *Natural Solutions* class handout in advance.
- Ensure you and attendee(s) have needed logins, accounts, software/app, or link to the meeting or presentation.
- Be prepared to invite your prospect to enroll during follow-up contact.
- Confirm a time for a follow-up conversation after your prospect has watched the presentation.

ESSENTIAL OIL CLASS

Allows you to create essential oil experiences with a group, helping them to recognize the power of essential oils for themselves.

- Outline the main benefits of the products and show how they support wellness.
- The goal of the presentation is to enroll customers so they can get started, not to teach people everything about the products.
- Ask questions throughout your presentation.
- Use participants' names during the presentation to personalize the experience.
- Consider recording your presentations to watch later so you can perfect your delivery.
- Pass oils around. Create experiences with the products throughout the class.

CLOSING

No matter which presentation format you choose, use the closing process from the *Natural Solutions* class handout. At the end of the presentation or within 48 hours, use one of the following methods to enroll your new customer:

1. Have prospect text or email you a picture of their filled-out enrollment form.
2. Gather their enrollment information over the phone.
3. Instruct them to log on to your doTERRA website and guide them through the enrollment process.



ATTEND AN EVENT WITH GUEST(S)

Another option for a prospect to experience an introductory presentation is for you to attend one with them. If possible, arrange to meet beforehand and drive to the event together. Help them enroll at the event or follow up and do so within 48 hours.