

Three Ways to Engage

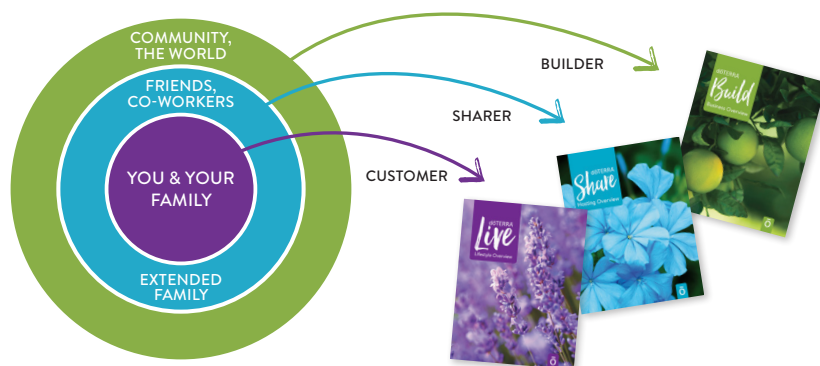
There are three paths in the dōTERRA journey.

1. Customers use the products to transform their lives and their homes into natural, plant-based havens.
2. Sharers want to live a wellness lifestyle while showing others how to benefit from this same lifestyle.
3. Builders are entrepreneurial, enthusiastic about educating others, and would like to create a serious income with dōTERRA.

One of the most important skills to develop in the enrollment process is inviting enrollees to choose for themselves which pathway they want most to be involved in with dōTERRA. Target your invitations to support and place new enrollees on your team where needs are best met, while honoring whichever path they choose. Ask permission to follow up and schedule a time to connect within the following few days.

WHOSE LIVES DO THEY WANT TO CHANGE?

Based on the sphere of influence that interests your prospects and new enrollees, help them choose their path.



Use this simple script to use at the close of the Natural Solutions presentation and/or Lifestyle overview to help people see their pathway so you can best meet their needs.

1 CUSTOMER

- **At the end of a class:** Help them select their enrollment kit, fill out their form, give them a *Live* guide and any gifts/incentives they earned, and schedule their Lifestyle Overview. *I look forward to supporting you in your steps forward to live empowered with self-directed healthcare!*

- **At the end of a one-on-one or Lifestyle Overview:** Invite them to their next educational experience(s) and find a way to personalize it to their interests. *I look forward to continuing to learn with you and accompanying you on this natural health journey!* End with a sincere story of how making the decision to go natural with dōTERRA has blessed you or someone you've helped.

2 SHARER

In addition to getting them set up as a customer, add: *I love helping people as well. Seeing people's lives change with the oils keeps me going every day.*

(If time permits, provide a Hosting Overview. Otherwise, schedule for a later time.) *Let's take a look together at what we call the Share guide to go over how to get you started sharing!*

After reviewing the guide, end with a sincere story about how making the decision to share with and serve others through dōTERRA has blessed your life.

3 BUILDER

In addition to getting them set up as a customer, add: *Amazing! I absolutely love what I do! We have a world-class mentorship program to help new entrepreneurs get started right with dōTERRA. What has resonated with you most about this opportunity so far?*

Listen intently and validate their ideas. *This mission will change your life. We are going to have a blast.*

(If time permits, provide a Building Overview. Otherwise, schedule for a later time.) *Let's take a look at the Build guide and go over your first steps!*

After reviewing the Build Guide, end with a sincere story about how making the decision to build a dōTERRA business has blessed your life.