

# Wellness Consult

## 1 Intro Lifestyle .....▶

- ✓ Provide a *Live* guide (give/mail/email).
- ✓ Answer any questions about the product they have.
- ✓ Have them rate themselves (*Live* guide pg. 3).
- ✓ Quickly expose them to the dōTERRA lifestyle (*Live* guide pg. 4–12).
- ✓ Invite them to create their wish list (*Live* guide pg. 13–15).



Offer a reference guide as a gift for setting up a first LRP order at 125+ PV before 15<sup>th</sup> of the next month.

## 2 Wellness Consult .....▶

- ✓ Complete the Wellness Consult (*Live* guide pg. 16).
- ✓ Brainstorm their 90-day plan and next three loyalty rewards orders.
- ✓ Get customers excited about getting their wellness delivered at the best price with LRP.
- ✓ Teach about LRP; show how to log into the back office to set up their first order and adjust future orders.



## 3 Connect to Resources

- ✓ Recommend your favorite reference guide and app.
- ✓ Introduce to dōTERRA online product education and social media.
- ✓ Invite to Continuing Ed. (see pgs. 73–74).
- ✓ Invite to team and community groups.
- ✓ Invite them to share and build (give them a *Share* and/or *Build* guide and book an Intro to Host or Intro to Build, depending on their interests).



Are you interested in earning FREE product or even an extra source of income with dōTERRA? The best way to get started is by hosting a class. I'd love to partner with you to share dōTERRA with those you care about!

Learn more at:

[dōterra.com](http://dōterra.com) > Empowered Success

