

Class Script

Hand out Natural Solutions Class Handout or My Notes Sheet, pens and raffle tickets as they arrive so they can fill out their raffle ticket right away.

Agenda

Let me first start off with what we are going to do today. I'm going to read from my paper so I don't go on any tangents and waste your time! Thank you all so much for coming here today and thank you ___ for hosting and welcoming us all into your home! Today we are going to:

- Go over your goals
- Learn a little about dōTERRA
- How to use essential oils, and the most popular kits.
- My part will take about 30 minutes. You don't have to buy anything, but if you see something you like, of course I'll help you order it today.
- My goal is to empower you and give you safe, natural options for your health.

My Story

Quickly introduce yourself and tell your story.....no longer than 2 minutes max!

(I mention that I had no intention of doing the business side of dōTERRA, but when you find something that works, you naturally start sharing with people because you want to help them...so after doing that for a few months I realized, "I should probably get paid for this!".)

Input

I want to make sure and cover what is important to you.

- What are some health challenges and goals you are dealing with that you would like a natural alternative for? *(write down their health goals, you will address these when you go through the top ten)*
- What do you already know about DōTERRA? *(Make sure you hear them out, good or bad)*

Company Story

So let me tell you a little bit about dōTERRA, they are the largest essential oil company in the world. They started because they wanted to empower families to use natural solutions in their everyday life. They know that researching all the natural options out there can be overwhelming and wanted to make it easy for you, so they created a full line of essential oils, cleaning products, skin care, personal care items and more. Now you can find these products all from one source that you can trust. So really they aren't just the largest essential oil company, they are a health and wellness company as well.

Essential Oils are very popular now and they are popping up everywhere, including Walmart! Did you know many of the oils you find at the health or grocery store claim to be 100% pure but many add just a small amount of actual essential oil and the rest can be fillers or synthetic? It's such false advertising! Even on Amazon the dōTERRA oils you can buy, have been found to be altered, then resold.

dōTERRA has raised the bar in the industry when it comes to quality, there are no fillers, no artificial ingredients, no dilution. They go through multiple levels of testing, to ensure purity and potency. Want to check out these test results? Simply enter the batch number from the bottom of your bottle into the sourcetoyou.com site and view the test results of that oil and a highlight about what that oil is used for.

doTERRA's plants are grown in their native habitat, this is something that is unique to doTERRA. Their oils are sourced from over 40 different countries. Sourcing their plants where they grow best ensures you will get the highest quality essential oil to use on you and your family. This also allows doterra to give back and make a difference in the world. Many of the countries they source from are impoverished and by doTERRA working with these farmers, they are able to increase the number of jobs to help sustain these amazing communities.

Because of our great relationship with our farmers, 84% of doterras essential oils are exclusive to us. This means 84% of our growers will only distill for us! So we get the same high quality and result from an oil time and time again.

doTERRA's nonprofit organization, The Healing Hands Foundation, helps with many projects like building schools, health clinics, job training facilities and providing water systems. When you use their essential oils you are not only helping your own family, you are also helping families around the world.

When you see the dōTERRA label, you can be assured that you'll get the highest health benefits from the essential oils. And if you don't like it and return it within 30 days, you will get 100% product credit to try something else or 90% returned back to your account.

So now let's learn how to use these incredible oils.

How to use Essential Oils

Now there's a few different ways to use the essential oils. The oils are HIGHLY concentrated, so always remember that less is more. 1 drop of peppermint is equal to 26-28 cups of peppermint tea and the oils are 50 - 70x more powerful than herbs.

Aromatically: You can simply smell the essential oil out of the bottle or use a diffuser. Aromatically, essential oils can affect our mood and help to cleanse the air.

Topically: Apply the essential oil to the area of need, pressure points or the bottom of your feet. For sensitive skin dilute with a fractionated coconut oil or lotion. Be careful when wearing citrus oils, they are photosensitive and can cause you to burn if you wear them in the sun (ie. in a body lotion).

Internally: Many of dōTERRA's essential oils can be used internally, simply check the label for Supplement Facts. You can ingest them by adding them to water or a veggie cap. If you are using in

water, use glass or stainless steel, not plastic, the citrus oils can break down plastics, this is great because when used internally the oils do the same thing for our bodies. Did you know that it can take your body up to 5 years to break down and eliminate synthetics, like plastics and medications? By drinking citrus essential oils you can help to pull out the toxins and cleanse the body.

Put 1 drop of wild orange and one drop of peppermint in your hand, rub them together, and cover your nose, now gently inhale. This is an example of aromatic use. Now add the carrier oil and rub it on the back of your neck. This is an example of topical use. These two oils together are what we call the focus blend. They will also wake you up and put you in a good mood!

Now let's dive into the top ten essential oils. If you have these ten oils, you have an oil to try for everything that may pop up, colds, headaches, ear aches, aches and pains and so much more. You can always expand and try more of doTERRA's amazing oils and products. Let's get started.

(The most important thing here is that you are linking the oils back to their health goals, so check your notes. If an oil matches their health goal, keep it short, 1 sentence. If it doesn't match any of their goals give them 2-3 sentences to put value in the oil.)

Lemon: Cleansing to body add a drop to water, good for cleaning, poo-poori spray
Lavender: Calming to skin and mind, great for burns, bites, sleep, stress and anxiety
Peppermint: Cooling and invigorating, fevers, headaches, cramps, stomach ache, nausea
Melaleuca: Great for skin and scalp health, deter lice, nail health
Oregano: Natural Antibiotic, immune support, great for eliminating warts or skin tags
Frankincense: #1 oil, headaches, migraines, pain, fine lines and wrinkles, focus, anxiety
Deep Blue: Aches and pains, growing pains, headaches, sore muscles and joints
Breathe: Snoring, respiratory support, asthma, allergies, anxiety, restful sleep
DigestZen: Everything upset stomach, diarrhea, vomiting, constipation and reflux
On Guard: Supports the Immune system & fights daily germs, great in diffuser to cleanse air

Hosting:

I want to pause here to thank *(insert host name)* for having me over today to meet all of you. *(hold up tic tac toe board)*. *(host)* has already earned a free gift just for having everyone over today. She is on her way to earning more gifts. There are two ways that you can help them earn more free gifts. The first is by getting started with some essential oils today, in just a moment I will tell you how you can do that. The second way you can help is by playing the envelope game.

I have 4 envelopes up here with available dates and inside has the name of one of these prizes that you will leave with today just for scheduling to have your own class. This is the first of many free gifts you will get for hosting!

Have them out on the table or in a box so they can see what you are offering; for example: rollerballs, linen sprays, and the oil key chain).

I would like to have an event with each and every one of you. I am going to pass these envelopes around. Simply write your name and phone number on the envelope with the date that works for you. Hold up your envelope once you have written your name and phone number and I will bring your gift right over!

Once 2 or more of you have booked classes *(host)* will get another free gift!!! *(hold up envelope with her name on it)*.

So now I want to tell you how to get these amazing essential oils in your home. Let me tell you about the two most popular kits. These oils replace everything in your medicine cabinet and will become your tool kit for your family's health.

The first kit is the Home Essentials Kit and it comes with all the 10 oils we covered today in a 15 mL bottle size or about 250 drops or servings, this kit also comes with a petal diffuser. This is \$275.

The other kit is the Family Essentials Kit. That comes with the 10 oils we talked about today in 5 ML bottles or about 85 drops or servings. You also get peppermint and On-Guard beadlets, which you can take like a pill. This does not come with a diffuser. This one is only \$150.

So the Home Essentials Kit, that's 3x the oils, and the diffuser for only \$125 more, which makes it a great deal.

Brand Yourself

I know that starting something new can be overwhelming, so that's what I'm here for! With your oils comes me and my guidance. We will make a plan when your oils arrive on how to use them to reach your health goals. Where you buy your oils from is JUST AS important as WHO YOU buy them from, because you will NEED to be taught how to use them, have someone available to answer your questions and guide you through this. You will get that care and attention when you start with me.

You will then be a customer with doTERRA and have what we call a wholesale account, similar to Costco. And just like Costco you can enjoy buying the products at wholesale pricing without actual working at Costco! If you decide now or down the road helping others and getting paid for it, just like I'm doing, is something you want to find out more about, then I'm happy to tell you more about doing doTERRA as a business. There is no obligation to every purchase again or sell the products.

Now here is the two kits and the order form. On the order form, you're first going to select which kit you prefer. Not sure? I'm happy to answer any questions. Whether or not you know which kit you want, you can start by going down the order form and fill out all of the additional information. Don't worry I will shred this as soon as I am done putting your order in.

Then hand them the order form and kits handout .

Closing

So which kit do you prefer? *Give them time to answer. Hopefully they answer Home Essentials Kit and say yes, direct them how to fill out the enrollment form. Ok Great, do you want to get it?*

Their Response: I would love to get the home essentials kit, but it's out of my price range.

Your Response: I totally understand, the Family Essentials Kit is an amazing option. It comes with all the same oils, just smaller bottles so you can reorder the ones you use the most! Do you want to get it? *Hopefully they answer yes and your direct them how to fill out the form*

Their Response: That is still more than I am comfortable spending.

Your Response: I want to show you the intro kit. This is a great way to get started. It comes with 5ml of lemon, lavender and peppermint which are the most versatile oils. This kit is just over \$30 with shipping and tax. Do you want to get it?

Hopefully they answer yes and you direct them how to fill out the form, you will put this order in for them as retail.

Asking for Referrals (see Refer a Friend Program Page)

Now that you have wrapped up the sale (whether or not they purchased) a great next step is asking for referrals.

Your order will come on_____. Before we finish up, how did you like the presentation?

Here is where you can really help me out. I try only to meet with people I have been recommended to or I know personally.

It would be very helpful if you were to do is jot down 5 people you know that would be nice enough to meet with me.

They don't have to be people you think for sure will buy, just anyone who is nice, and cares about their health.

(In person) For every 5 people you give me, I will give you a_____for free. Here is a pen and my notebook, I really appreciate your help. Feel free to use your phone to help you, I am going to step away for a minute. I will be right back.

(Over the phone or zoom) For every 5 people you give me, I will give you a_____for free. The easiest thing to do is to share the contacts via text. And if you send them over today I will get that_____in the mail right away. I really appreciate your help.