

# How to book a one-on-one

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### Option A

Hi it's\_\_\_\_, did I catch you at a bad time? I know I'm totally calling out of the blue. I'm calling to get your thoughts on something. I am starting my own business selling essential oils, and as part of my learning process and getting started in general, I'm trying to set up appointments with people I know so I can get comfortable. You don't have to buy anything, but if you see something you like I would love to help you get it. I am going to go over the most popular essential oils and kits and show you how to use them. My part will take about 30 minutes.

Would you be willing to help me out?

We can do it over the phone or in person. Which do you think would be better for you?

Great, I've got a crazy week, but I do have\_\_\_\_or\_\_\_\_open. Which of those works best with your schedule?

*If they say that neither of the 2 times work for, you say, "Ok, is it the time or the day that doesn't work for you?"*

*Then you can suggest 2 more times/days and pick from there.*

### Option B

*Essential oils come up in random conversations all the time, so what do we do then? It's easy, use the "usually script" below to transition the conversation.*

Usually what I do is set up a time to go over your health goals, the company and the most popular essential oils and kits. My part will take about 30 minutes. You don't have to buy anything, but if you see something you like, of course you can order it right away. We can meet in person or talk on the phone. Is that something you would like to do?

Great, I've got a crazy week, but I do have\_\_\_\_or\_\_\_\_open. Which of those works best with your schedule?