

How to Book a Class

Who to ask to host for you: Friends, family, co-workers, neighbors

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 my first events. I'm looking for friends to have 5-10 people over so I can practice, I have free gifts in it for you. You and your friends 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 show you how to use them. My part will take about 40 minutes.

Would you be willing to help me out?

Great, I'm trying to book these events in the next two weeks. We can do____or____. Which works better for your schedule? That was easy, so how the heck are you?

Option B

How do you book a class when you are already in a conversation about essential oils? Simple, just follow the script below.

The next thing I want to chat about is whether or not you would want to host an event. I will run it by you and then you will be able to decide. Either way is ok with me. I just want to make sure you have the option.

One of my friends hosted an event, she had five people show up and just for having some of her friends over and giving them an opportunity to learn about dōTERRA, she got a ton a free gifts. Pretty cool, right?

Here is how it will work. We will set a date. I will give you sample text of what you can send to your friends, it will be fun! If they buy, great, if not, no biggie. My part will take 30-40 minutes. If it takes longer it is because we are having a good time and helping people decide.

What do you think? *(If they are not local, you can offer to do an online class)*

Next Steps

Once they say yes, give them two dates and times as options. After they choose the date that works for them you can help by creating an invite (Facebook events, Evite, etc.).

Example of what to say when inviting to a party

Hi! Not sure if you have gotten into this whole essential oil craze, or know anything about them, but I just learned that they can help with WAY more than I realized, like colds, flus, wrinkles, stress, pain....So I got some and decided to have some friends over to learn more with me! You don't have to buy anything but if you see something you like you can get it. I thought you might want this info! I have it set up for____, Do you already have plans for that day? The actual class portion takes about 40 minutes and we can hang out after.