

Business Conversation | Bringing up the Business Scripts

Option A

This option is best used at the end of a Wellness Consults or sales conversation

The last thing to review today will be the business side of dōTERRA. Have you ever thought about running your own business?

[If yes] Ok great, why is that so important to you?

[Yes or no] Here is how it works. You go around having conversations just like the one I had, which was pretty simple right? I can show you how. You will earn commissions on each sale, and as your customers, repeat orders, and team members grow, you will earn additional bonuses.

What a lot of people love about it, is the flexibility and after a while, the residual income. Is this something you would like to learn more about?

[If yes] Ok great, we actually have something called 'Essential Training', This is a training we have that introduces you to the basics of the business so you can decide if this is something you want to learn more about.

[If no] Ok, no problem. The door is always open should you change your mind.

Option B

This script is best used for customer calls.

Call your customers simply to give them love. Check in on how they are doing. It helps to call to let them know about something that is going on like a special or a class you have coming up. Sometimes I even call about a diffuser I saw on sale somewhere or a new product dōTERRA has. Just let them know you are thinking of them and are there to support them. At the end of the conversation simply add in this statement:

'I ask everyone because I don't want to make any assumptions, would you like to also learn about how to earn money, or how to earn free products by hosting a little get together?'

If they say yes to either give them two dates and book the meeting to discuss the business or the event right away.

Business Opportunity Script

Now is the time to break down this script and practice section by section.

After you have gone through each section and they are starting to feel confident, have them go through the whole script 2-3 times with you. You want them to be ready to run and present this to a potential builder right after your meeting.

Agenda

I am going to start our conversation today by letting you know what we will be going over. Today we will:

- Learn about you and your goals
- What it takes to do this business
- How our compensation plan works
- How to get started
- What are the next steps

My part will take about 30 minutes, is there anything you want to make sure we go over today?

Learn About Them

Let's start by learning more about you and your goals. I am going to ask you some questions so we have a better idea of how dōTERRA would fit into your life.

1. What are your income goals with dōTERRA? For instance, would you like to get your essential oils for free each month, cover the mortgage, or maybe even replace your current income?
2. This business is all about working with people, building relationships and connections with people. What are your strengths in this area?
3. What do you feel some of your challenges may be?
4. Why don't you tell me about your average week and your schedule so we can see where dōTERRA could fit in.

How This Business Works

This business is different than what most of us are used to. We are used to trading our time for money. For instance, in order to get paid, we have to show up to work, clock in and then clock out when we are done. With dōTERRA, it is a little different because you will be building a residual income.

In the beginning, you will do a lot of work that you do not necessarily get paid for, however, in the end you will get paid for a lot of work that you do not do. You will get paid for the work of the people on your team. This is one of the ways our income becomes residual.

To give you a simple explanation of what we do, basically, we set up conversations or. These conversations can either be in person or over the phone. They can either be with one to two people or events usually with 5-10 people. You will set up these conversations to teach people about dōTERRA, connect with and support your customers and help train and develop your future builders by utilizing our teams training programs.

Compensation

You will get paid for the outcome of these conversations. You will make 20% off everything anyone purchases in their first 60 days of those you enroll. This is your short term, also known as "fast start" income. Over time, as your team grows, you will grow your long-term income (Residual Income). This long-term income is known as "unilevel". This is done by helping people get on an LRP (Loyalty Rewards Program), building a team and hitting bonuses. You will make a percentage of everything anyone on your team buys for the rest of your life (this includes customers and builders) that's pretty cool right?

Don't worry, as we keep moving forward, we will go into more detail about this. I just want you to understand the basics of how getting paid works.

How to Start

If they have not enrolled yet, here is where you will talk to them about getting an enrollment kit. If they are already enrolled, this is where you will talk to them about getting on LRP and the importance of staying on a 100 PV LRP every month.

So, how do you get started? The first step is simple. Become a product of the product. Basically, why would someone want to build this business and not want to use these amazing products for themselves and their families? So, you become a product of the product and a walking advertisement, that peaks the interest of those around you to want to learn more.

The only requirement doTERRA has for you to qualify to earn commissions, is to place a 100 PV Loyalty Rewards order every month. This is simple to do when you are buying your oils and products for you and your family to use.

Other than the cost of your essential oils (which are actually a tax write off for you) there is very little expense to building/owning your own business!

Here is the fun part: When you join our team you get access to our amazing, exclusive training program called 'Launch Your Business'. This training is a four-part series that walks you through how to book sales conversations, talk to people about essential oils, support your customers and launch new builders. It is all laid out for you and ready for you to dive in, and you don't have to worry about figuring out how to do this business alone. You have an army of support behind you. Would you like to get set up with the Launch Your Business Training so you can see more in depth what doing this business entails?

If they seem hesitant to get started right away with the training off a game plan meeting with them, your mentor and you. Here is an example of what to say: "I know starting this business can be intimidating, when I first started I hopped on the phone with my mentor and the person above her. They helped to answer all of my questions and made me feel confident in my next step, is that something you would like to set up?"

Next Step

So our next step is to get you started with the 'Launch Your Business' Training right away. I am going to send you a link with a password to get you started. As your mentor I will walk you through the four parts of this training and support you through your business launch and beyond. I promise to never be a pushy leader, and support you in whatever your time commitment may be. We will focus only on you reaching your goals.