



SHARE **dōTERRA**[®]
empower with natural solutions

HOW TO *share* POWERFULLY

Once you have experienced the benefits of dōTERRA, you'll naturally want to share them with others. Think of those you know who could benefit from natural solutions. You can help them experience the power of dōTERRA, learn how to naturally replace their medicine cabinet, and be empowered with the natural solutions dōTERRA provides.



1 SHARE OIL EXPERIENCE

Giving someone an oil experience is a simple but effective way to introduce your family and friends to essential oils, and get them excited to learn more!

PREPARE

- Fill out the list on opposite page.
- Always have your oils on hand so you can offer anyone an oil experience. Make samples. Add 10-15 drops to a sample bottle and place a sticker on top.
- Partner with your consultant as needed.

SHARE

- Take a personalized sample, an *Intro Guide*, and instructions on how to use the oils for their health issues. Invite them to try the sample.
- Share your own oil experience(s).
- Get permission to check back in 3 days.



2 INVITE

Now that they've had an oil experience, they will be excited to learn more! Invite them to your class as you followup.

- Ask about their oil experience. Listen.
- Continue to inspire by sharing additional oil experiences.
- Prequalify by asking if they've had experience with natural solutions, essential oils, and dōTERRA.
- Ask if they would like to learn more about natural solutions.
- Invite them to a class/one-on-one.
- Confirm attendance and ask if you can give them a quick reminder prior to class.

To download a class invitation, go to sharesuccess.com/invitation.

3 REMIND

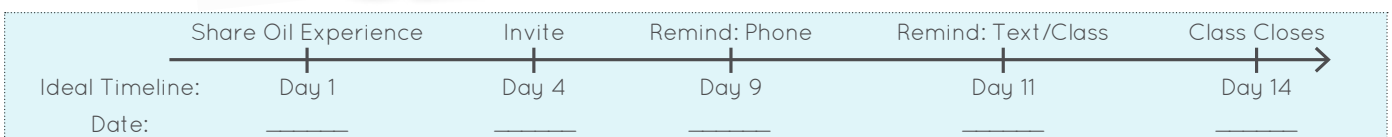
Have you ever forgotten something important to you just because life happened? Make the extra effort to remind your guests of the valuable solutions they'll discover!

PHONE-48 hours prior to class

- Share how learning more has made a difference for you.
- Invite them to come prepared with primary health concerns for which they'd like to find natural solutions.
- Share a personal oil experience.

TEXT-2 to 4 hours prior to class

For video and written instruction on what to say at each interaction, go to sharesuccess.com/sharescripts.



WHO DO YOU WANT TO *share* WITH?



Rosemary

As your class approaches, your consultant will be in touch with you to set you up for success. They will also bring any needed materials to your class. Contact them with any questions.

- Use the space below to list the names of those with whom you would like to share.
- You can share with them by meeting one-on-one or hosting a class.
- Invite 15+ people to have an ideal class size of 5-10 attendees.

Date: _____ Time: _____
 Place: _____
 Presenter: _____
 Phone: _____ Email: _____

Follow these three interactions to ensure a successful class.

The 3 Interactions:

PREQUALIFY: Have they had experience with...?	Natural health	Essential oils	dōTERRA*	Follow these three interactions to ensure a successful class.				The 3 Interactions:			
				Name	Email	Phone	Health Concern	1 Share Oil Experience	2 Invite	3 Remind 48hr/4hr	
1										P	T
2										P	T
3										P	T
4										P	T
5										P	T
6										P	T
7										P	T
8										P	T
9										P	T
10										P	T
11										P	T
12										P	T
13										P	T
14										P	T
15										P	T
16										P	T
17										P	T
18										P	T
19										P	T
20										P	T

CLASS PREPARATION

- Create an atmosphere for learning.
- Be prepared to edify and introduce your presenter.
- Mentally prepare to share with the class why you invited them. Also prepare to share a succinct oil experience.
- Optional: Prepare a snack using your oils for your guests to enjoy. For simple, fun recipes, see sharesuccess.com/classfood.
- To download a *Class Planner*, go to sharesuccess.com/classplanner.

ONE-ON-ONE PREPARATION

- Think about their specific needs and come prepared with solutions.
- Bring oils to share, class handouts, and/or digital presentation.

* Make sure to prequalify your guests. If they are familiar with dōTERRA, ask them if they have friends or family already enrolled who they would rather join with. This will guide you on where to best focus your efforts.

WAYS TO *share*

A SHARE WITH FRIENDS & ENJOY A GIFT

Thank you for hosting a class and sharing health and hope with those you care about!



CHOOSE YOUR GIFT Receive 10% in FREE products of total sales* from your first class.

500 PV = On Guard® Home Protection Set:

50 PV FREE

- On Guard® Cleaner
- OR - On Guard® Foaming Hand Wash
- 2 dispensers
- On Guard® Natural Whitening Toothpaste

1500 PV = Mood Management Set:

150 PV FREE

- InTune™
- OR - Balance
- Serenity
- Elevation
- Citrus Bliss
- Hand & Body Lotion
- BONUS: On-the-Go Keychain



1000 PV = Daily Spa Set:

100 PV FREE

- Salon Essentials Shampoo
- OR - Salon Essentials Conditioner
- Root to Tip Serum
- Healthy Hold Glaze
- Whisper™ blend
- BONUS: On-the-Go Keychain



2000 PV = Total Skincare Set:

200 PV FREE

- Facial Cleanser
- OR - Clear Skin blend
- Immortelle blend
- Pore Reducing Toner
- Anti-Aging Moisturizer
- Hydrating Cream
- Tightening Serum
- Invigorating Scrub
- Clear Skin Foaming Face Wash
- BONUS: On-the-Go Keychain



*Total sales = total PV (product value) sold within 3 days of class

B SHARE, SUPPORT & CREATE INCOME

Thank you for empowering others as you:

- Share dōTERRA natural solutions with them
- Support their success
- Create a residual stream of income

"Words can't express what building dōTERRA has done for our family, our health, our lives, and our future. The personal growth and education we have experienced has empowered us to live far beyond a mundane and mediocre life. And through simple acts of service we are helping others realize their full potential—giving us all the ability to dream again!"

- James & Chelsea Stevens, Blue Diamonds



your NEXT STEP

Start sharing! As you do, you may want to explore creating lasting residual income with dōTERRA through the *Build* and *Lead Guides*.

To earn commission:

★ Remember to set up your LRP order of 100 PV+

