What to take to your workshop:

* Flipboard with slide pictures and notes
* Lap Boards *(optional)*
* Enrollment Forms for each guest
* ”Did You Know” printouts for each guest
* “Nutritional & Supplements” handout for each guest
* “Essential Oils Made Simple” handout for each guest
* Pens *(enough for each guest)*
* LIVE Guide or Product Guide
* Oils that you will pass around and show
* Keychain to Demo from
* Chocolates or Tickets
* Booking Gift(s) *(keychain and oil book if giving that away also)*
* 100 PV Order Gift *(optional – ex: could be sachet of sample products)*
* Welcome Folders *(have one for each guest – will give out to each one that enrolls)*
* Booking Calendar *(have your available dates ready)*
* Oil Book
* Laptop/iPad for entering enrollment orders

REV 1/6//24

**Welcome**

**Introduce yourself and welcome guests.**

Here’s a few things about how this workshop will go.

You can use the handout sheet I have passed out tonight to take notes and write down questions. You will be able to take them home with you.

Tell your own personal story (1-2 minutes)

**Enrollment Form**

Have guests fill out the top of the enrollment form.

We always want our workshops to be beneficial and helpful for you. So, let’s start with a personal assessment for you and/or your family.

**What areas of your health would you like help with?**

1. Have guests write their health concerns on the left side of the enrollment form. *Let them know YOU will be keeping this form, take notes on other papers.*

Examples: **(digestive issues, muscle/joint pain, blood pressure/cholesterol, sleep issues, energy/stamina, asthma/allergies, headaches, always being sick, stress and anxiety)**

1. Ask them to share a couple items on their list.

I think you’ll be excited by the end of this class at the many options you have to take care of root issues for your health.

**Modern Approach vs. Natural Approach**

**Let’s take a look at two different approaches to health: the modern approach vs the natural approach.**

In the modern approach, we turn to pills and prescriptions as a primary solution to address symptoms. As a result, the root causes can often get overlooked.

Refer to #1 on Did You Know - The FDA estimates that 200,000 Americans are hospitalized every year because of overdoses and side effects of NORMAL doses of NSAIDs (Nonsteroidal Anti-inflammatory drugs such as Advil, ibuprofen, and aspirin) and they are the cause of THOUSANDS of deaths per year. Even Tylenol (acetaminophen) is known to cause liver damage if used to excess.

**Did you know $6.5 trillion is spent on global health care each year?** But we have to ask ourselves, are we any healthier?

**Now let’s check out the natural approach.**

* Addresses body’s needs
* Focuses on the ROOT cause
* Uses plant-based approach because our body recognizes plant sources
* Enhances wellness
* Is safe – benefits without side effects

**What Creates Disease in the Body?**

**As we strive to get to the root cause, we need to address 3 main factors that cause diseases in the body:**

1. Nutrient Deficiency
2. Inflammation
3. Toxic Overload

We have to address these factors in order to set a foundation of health.

**Nutrition**

Nutrition is the core and is essential to our immune function. Without all the crucial vitamins and minerals your IMMUNE SYSTEM IS GOING TO BE GREATLY WEAKENED.

When our nutrition buckets in our body are FILLED, we function optimally with energy, clarity of thinking, good mood, great sleep, and little to no inflammation.

Even if we eat organic foods, it is **nearly impossible** to get all required vitamins and minerals our bodies need on a daily basis.

Did you know in order to get the same nutritional value from an orange our ancestors consumed we would have to eat 8 oranges today to equal that same nutrient value.

As we look at this graphic, the Environmental Working Group studied adults 19 and older and found deficiencies in many essential vitamins and minerals:

* 95% of adults are deficient in Vitamin D
* 94% are deficient in Vitamin E
* 61% are deficient in Magnesium

It is evident that the nutrient buckets in our body are low. As a result, we can experience:

* Inflammation
* Headaches
* Lack of sleep
* Foggy thinking
* Low energy
* Digestive issues

**Inflammation**

**The biggest contributors to inflammation are**:

* Sugar. It’s in nearly everything we consume!
* Stress and lack of sleep
* Toxins in the environment

**Inflammation is often an underlying cause to many diseases in the body:**

* Autoimmune diseases (like rheumatoid arthritis)
* Cardiovascular diseases (like high blood pressure and heart disease)
* Neurodegenerative diseases (like Parkinson’s disease)
* Gastrointestinal disorders (like inflammatory bowel disease)
* Headaches
* Metabolic diseases (like Type 2 diabetes)
* Lung diseases (like asthma)
* Some types of cancer (like colon cancer)
* Mental illnesses (like depression)
* Joint Pain

**Toxic Load**

Toxic load refers to all the chemicals our body has from birth as well as what our body has built up from our environment, processed foods, pesticide use and personal care products.

The product safety commission tested and found 150 cleaning chemicals that are linked to ADD, asthma, Cancer, reproductive problems, respiratory problems and more.

We can’t always control what we come in contact with outside the home, but we can make smarter choices in our homes.

It’s important to begin daily habits that support the cleansing and filtering of these toxins out of our body.

**Research from Harvard Medical School**

Let’s take a peek at the supplement industry.

**ASK: Who here takes a multivitamin, omega, Vitamin D, Vitamin C or other supplements?**

**ASK: Who here has ever wondered if what you are taking is even doing anything?**

Those of you that raised your hand, you were right.

Refer to Study #8 on Did You Know - A study by the FDA from 2007 to 2016 **detected contaminants in 776 dietary supplements**, produced by 146 companies. Also, a study of 3 leading memory supplements found that 2 of them **didn’t contain the active ingredient** listed on the label.

**​​**

**The supplement industry is not heavily regulated. They have been found to contain lots of fillers, synthetic ingredients, contaminants, and not much of the actual ingredient.**

Because our standard American diet is deficient in most vitamins and nutrients, it is necessary to take supplements so that our bodies get what they need to function properly at a baseline level.

**Lifelong Vitality Supplements**

Since 96% of Americans are deficient in one or more ESSENTIAL nutrients, **let’s take a look at our first solution.**

Lifelong Vitality is doTERRA’s best selling product which addresses nutrient deficiency, inflammation and toxic overload. It also helps support the cleansing and filtering out of toxins.

There are three supplements in this line: a food nutrient that supports your immune function, your omegas that support joint, cardiovascular, and brain health, and cellular repair that supports healthy cell function.

**The Lifelong Vitality supplements are your micro-nutrients:**

* Gentle on stomach
* Made with whole food ingredients
* Contains a balanced blend of chelated minerals including calcium, magnesium, zinc, selenium, copper, manganese, and chromium
* 95% bioavailable for your body. The average supplement is 20-30% bioavailable.

**The health beneifits from Lifelong Vitality include:**

* Antioxidant and DNA protection
* Improved metabolism, bone health, immune function and cardiovascular health
* Healthy hair, nails, and skin
* Eye, brain, nervous system
* Lung and respiratory health

**Clinical Trials**

**doTERRA’s Lifelong Vitality Supplements have gone through clinical trials to prove their effectiveness. Bloodwork was taken before and after the 60 day clinical trial.**

Refer to Study #9 on Did You Know - **Subjects took the doTERRA Lifelong Vitality Supplements for 2 months and continued with their normal diet and exercise.**

**Let’s take a look at the results they had.**

**Statistically significant improvement with:**

* Blood lipids
* Fasting insulin
* Cardiovascular biomarkers (ex: CBC, blood lipids, blood sugar, electrocardiogram (ECG), echocardiogram or ultrasound of the heart muscle)
* Reduce triglycerides levels in the blood
* Cellular inflammation

**Positive effects on:**

* Biochemical indicators of cardiovascular health
* Antioxidants
* Inflammation
* Blood glucose regulation

**Overall improvement with:**

* Mental clarity
* Energy
* Motivation
* Control
* Balance
* Happiness

Lifelong Vitality has gotten more people off their over-the-counter and prescription medications.

TALK ABOUT YOUR OWN PERSONAL TESTIMONY ON LIFELONG VITALITY

**Healthy Gut Biome**

The gut plays a vital role in our overall health and well being. It is often called your second brain.

doTERRA has 2 products designed to work in harmony with Lifelong Vitality to improve the health of your gut: PB Restore and Terrazyme.

**doTERRA’s PB Restore is our unique formulation of 30 pre, pro, and postbiotic** **that supports the microbiomes throughout your entire body.**

**Check out the capsule design.**

* In the picture on the left you’ll see doTERRA’s capsule which is a patented, double encapsulation, time released delivery system
* It releases billions of healthy intestinal flora into your digestive system

Other probiotics dissolve in the harsh stomach acid and don’t make it to your intestines. doTERRA’s patented capsule dissolves partly in the stomach, and partly in the intestines, releasing the specific flora we need in those areas

Since our guts don’t work as well as they should because of nutrient deficiencies, and our food supply has additives and toxins, EVERYONE can benefit from PB Restore.

**Many of us need additional digestive support, and that is where doTERRA’s TerraZyme comes in.**

Our digestive enzyme includes:

* A variety of 10 active whole-food enzymes
* These enzymes help break down things like lactose, soy, and gluten that many struggle to digest.
* Struggle with reflux?
* What about bloating, gas, or pooping issues?
* TerraZyme has you covered. It helps with those “front-end” and “back-end” (pun intended) issues.

TELL YOUR OWN PERSONAL TESTIMONY HERE

**Diabetes and Sugar in the Body**

Sugars are one of the key contributors to poor cardiometabolic health and inflammation in the body.

Let’s take a moment to hear some of your guesses to these questions.

**ASK: What percentage has diabetes cases increased in America since 1960??** Almost 700%

**ASK: How long does it take the average American to consume the same amount of sugar that our ancestors from 200 years ago would consume in a year?** 2 weeks

**Cardiometabolic Health**

ONLY 6.8% of the population have optimal cardiometabolic health.

This is measured by the numbers you track at your physicals - weight, BMI, blood pressure, cholesterol, etc.

That means that 93% of Americans DO NOT have optimal cardiometabolic health.

Our metabolisms are simply not working well for us, which is shortening our lifespan and our health span.

Listen to this sad statistic - the average person spends the last 14 years in a state of declining health and difficulty completing everyday tasks.

**MetaPWR – Metabolic System**

doTERRA’s revolutionary MetaPWR system is specifically designed to tackle poor cardiometabolic health. This line gives you your MACROnutrients, and it pairs beautifully with Lifelong Vitality, which provides your MICROnutrients.

The MetaPWR line does three things:

* Helps repair the cells in your body, which helps stop and even reverses the effects of aging (who doesn’t want to look and feel younger?)
* Helps your body regulate blood sugar and insulin spikes which are super destructive to the body. In fact, every time your blood sugar spikes and crashes, your body ages.
* Helps shrink your fat cells. Clinical trials show the MetaPWR System shrinks our adipose fat cells!

The MetaPWR System is the first and only system like this that supports a healthy metabolism, evens out your blood sugar spikes, and even helps curb cravings.

doTERRA’s MetaPWR Oil is the foundational ingredient in all of the products in this line. The products can be used individually, and they can also be used together for even more remarkable results.

**People have also noticed improvements in:**

* Eyesight
* Energy
* Pain
* Neuropathy
* Sleep
* Skin
* Hair Growth
* MoodMobility
* Strength

Let’s take a look at the results people are having!

**Benefits of MetaPWR**

**We are seeing the effects of aging reversed!**

In the image on the top left, you can see the decrease in wrinkles around her mouth and sagging neck in just 60 days.

In the image on the top right, her hair turned from predominantly gray to having more black in her hair within just 8 months while taking LLV and MetaPWR.

On the bottom left, you see a lady who had red spots on her arms. Anytime she bumped herself they would appear. Doctors biopsied & said it’s just what happens when you get older. After using MetaPWR for just 3 months, the spots are totally gone. She has seen other changes too, weight loss (60lbs), thicker hair, nails growing, and lower A1C.

The gentleman on the bottom right experienced:

* improved skin elasticity
* darker hair growth

Now let’s take a look at his blood work. It showed:

* 40-point decrease in cholesterol
* 25-point decrease in LDL
* 57-point decrease in Triglycerides

**MetaPWR Advantage**

**MetaPWR Advantage is our award-winning collagen**

What sets doTERRA’s collagen apart:

* Most products on the market have just 1 or 2 types of collagen, but doTERRA’s has 9 different types of collagen to support more than just your hair, skin, and nails.
* doTERRA’s collagen is a freeze-dried powder that is individually packaged. The ingredients are activated when you add it to water. They are most potent when you drink it right away. Simple, yet powerful.
* It 12 times more absorbable than other collagens on the market. That means your body actually can use what you are ingesting.
* doTERRA adds in several other beneficial ingredients as well- one I want to highlight is the NMN.

There has been a lot of ground-breaking research on NMN which is THE molecule that enables your body to produce NAD. This is what allows your body to REPAIR aging cells which cause wrinkles, pain, brain fog, gray hair, age spots etc.

This is one reason why you see these dramatic testimonials in the before and after photos.

GIVE METAPWR TESTIMONIAL HERE

**Research: Roseman University of Health Sciences**

Now that we have addressed our foundational health, we can focus on some targeted solutions with essential oils.

**ASK: How many of you are familiar with essential oils?**

**Refer to #6** on Did you Know - Research shows that d**oTERRA oils cause more therapeutic benefits in the body.**

**In this independent study, doTERRA oils were found to be:**

* therapeutically-relevant in cell growth and rejuvenation
* metabolic health
* and healthy inflammatory responses

Essential oils from different competitors had minimal effects.

They concluded that the therapeutic potential of essential oils is highly dependent on the complete composition of the oil.

Sourcing, processing and characterization are critical.

**doTERRA Difference?**

Some things that set doTERRA oils apart are:

**The oils are pure -** No fillers, no synthetic ingredients, & no dilution.

**We source plants grown in their ideal environments** - this makes all the difference in the **chemical profile and therapeutic effectiveness** of the oil

**Over 54 tests done on each batch of doTERRA oils** – from the farm until they go out to the consumer

**doTERRA oils can be used topically, aromatically, and internally**

**Safe vs Risk**

People come to doTERRA because they are looking for safe and effective solution.

**Independent lab tests show that 80-90%** of oils on the market are not pure and have contaminants and synthetic markers.

doTERRA recognized that the essential oil industry did not have a standard for purity. So, they created the CPTG Certified Pure Tested Grade® protocol. This rigorous testing ensures that every batch of oil is pure and free from contaminants and synthetic fillers.

When we say you can ingest our oils, you will have confidence to know that they are safe for consumption due to our rigorous testing. If it can be ingested, it will have a supplement facts label on the bottle. Caution is recommended if ingesting other brands.

Let’s take a look at an example of using oils that have not gone through doTERRA’s rigorous testing.

These 2 sisters were spending the night at their grandma’s house. They were used to putting doTERRA Lavender oil on their chests just before bed to help them relax and go to sleep.

Grandma was out of doTERRA lavender, so she went to her cabinet and found another “pure essential oil” that she bought and figured, it’s just lavender so it should work. She put it on the girls.

The girls ended up with chemical burns and have scars almost a year later. I’m not saying this will be your reaction with other essential oils. However, it is important that you understand the risks.

With doTERRA oils this doesn’t happen. When you see the doTERRA label, you can be assured you are getting the ideal chemistry with the highest health benefits.

doTERRA oils are safe to use at any age from newborn babies to great grandma. **Brand matters for SAFETY!**

**Affordable and Effective**

Oils are 50-70 times more potent than herbs.
**ASK:** How many cups of peppermint tea would you have to drink to equal the potency of one drop of peppermint essential oil? (Answer - 26 cups)

**This means a little goes a LONG way. Let’s check out the math:**

* **Each 15ml bottle has 250 drops of essential oil in it**
* **1 dose = 1 - 2 drops**
* Typically, 50 cents or less for treatment

Here is an essential oil tip… When you are treating any kind of infection, disease, or ailment, it is always better to use less oil more frequently throughout the day. Using 8 drops of oil on a wound at one time will not be more effective than using 1 dop of oil on a wound every 2-3 hours throughout the day. Use less more frequently.

**So you may be saying this is an affordable solution for my family, but are they effective? Let’s take a look.**

When you have a **bacterial-infection** (see that green blob?), Doctors often prescribe an antibiotic to kill it, because the**bacteria grows**on the **outside of the cell.** **Viruses** are different and proliferate on the **inside of** a cell. Essential oils, unlike most modern medicines, can penetrate the cell membrane & help stop viral replication. This supports your immune system and helps your body heal itself. When you have essential oils on hand, you can begin to support the healing of your body immediately instead of paying a copay and waiting to see a doctor. You get to be a healer in your home, which is very empowering.

We have talked about how Essential Oils are safe, affordable, and effective at treating many ailments. Everyone can benefit from doTERRA Essential oils in their home to apply topically when needed, or to ingest when necessary.

But did you know that you can also benefit from simply diffusing essential oils?

* Refer to #10 on Did you Know - Research shows that **essential oils, when diffused, can kill most airborne microorganisms.** A **French study** colonized **210 different microbes**; **within 30 minutes of diffusing** a mixture of essential oils, **only 4 colonies remained alive.**
* One of the biggest fears of our aging population is dementia and memory loss. No one wants to lose their mind or watch their loved ones lose their minds!
* Check out this double-blind, placebo-controlled study that was recently published by UC Irvine. Participants in the study diffused a variety of essential oils for just 2 hours a night every night for 6 months.

Okay let’s go back to the chat and let’s see your guesses. What percent improvement did these adults experience in memory and cognition (Answer: 226% increase in cognitive capacity)

That is just from diffusing essential oils on their nightstand! The scientists noticed a direct link between the olfactory sense (smell) and the brain’s memory circuits.

Bottom line - Everyone should be diffusing doTERRA oils in their home and especially at bedtime on their bedside table. Talk about a safe, affordable, effective, and easy way to fight off dementia!

**Where to Start**

You may be asking yourself:

* Where do I start?
* How do I know which oil to use?
* How much do I use?
* Where do I put it?
* How often?

I’m going to share with you some of our top oils that no home or purse (show keychain)

should be without.

A word of caution: Please don’t take this knowledge of doTERRA oils and go to the supermarket and apply this info to those oils. It really is apples to oranges. Because essential oils are not regulated, things can be labeled as 100% pure even if they are loaded with toxins, chemicals, diluted with synthetics to make them go further, or to drop the cost lower.

That is not the case with doTERRA. doTERRA’s oils are 100% pure from top of the bottle to the bottom…just the oil, nothing else.

**Immune Support**

**PICK 1-2 TO HIGHLIGHT ON THIS SLIDE**

Let’s talk about immune support. Consider these to be options you grab from your medicine cabinet. Use your key chain as you talk about the oils.

* **Oregano** - A powerhouse antibacterial
	+ Viral infection
	+ Bacterial infection
	+ Warts
	+ Athlete’s foot
* **Tea Tree** - Great for all things fungal or any kind of infection.
	+ Ear infections
	+ Stinky armpits
	+ Blemishes/Acne
	+ Cold Sores
	+ Cuts/Wounds
* **OnGuard** - (show in keychain) The protector. Natural immune defense. Everyone should have On Guard.
	+ Stops the growth of viruses and bacteria. PASS AROUND TO SMELL
	+ Boosts immunity
	+ Sore throat
	+ Cold/Flu
	+ Cough
	+ Oral Health
* **Frankincense** - Considered the KING of oils - When in doubt use Frankincense. Renewing, beautifying, rejuvenating, grounding.
	+ Diffuse during meditation for a sense of relaxation and balance
	+ Apply topically to help reduce the appearance of skin imperfections - scars/wrinkles

**Household Basics**

**PICK 1-2 TO HIGHLIGHT ON THIS SLIDE**

**Lavender** – (show in keychain) the Swiss army knife of oils! Every first aid kit needs lavender in it!

* + Are you an allergy sufferer? If so, this is a must have. It’s a natural antihistamine. Increases the body's serotonin levels.
	+ Good for calming the mind and skin
	+ Soothes and heals burns and skin irritations. Takes burning away immediately and doesn’t scar.
	+ Great for bug bites and bee stings. Pain goes away immediately and itching stops right away

**Lemon** – (show in keychain) cleansing. A drop or two in water is amazing for escorting toxins out of your body

* + A drop or two in water is amazing for escorting toxins out of your body. PASS AROUND TO SMELL
	+ Break up mucus when applied topically and/or taken internally
	+ The clean fresh scent uplifts the mood.
	+ Use it to clean your fruits and vegetables.

**Peppermint** – (show in keychain) everything cooling and energizing SAMPLE WITH GUESTS - what are you experiencing?

* + Increase energy. Use in the afternoon when you need to wake up and focus. It oxygenates your cells.
	+ Great to diffuse when studying or working where you need to be alert
	+ When overheating on a summer day or kids have a fever, you’ll be glad you have oils to cool down. Can cool your body 1 degree. Also great for hot flashes.
	+ Wonderful relief for tension headaches - can knock it out before it really sets in

**DigestZen** – (show in keychain) might not use this one every single day, but it’s going to be one you are glad you have on hand when you need it. We call this the oil of repentance. It’s definitely a “purse oil”. You’ll never want to be without it (even when traveling).

* + Can be used for nausea - settles your stomach
	+ Useful for acid reflux, bloating, gas, indigestion, diarrhea. Typically get relief in minutes!

**Breathe** – (show in keychain) you will use this for everything respiratory

* + Congestion
	+ Snoring - diffuse at night for a more restful sleep and to help reduce snoring
	+ Those with asthma find it’s a must have
	+ Allergies

**Pain and Inflammation**

**Deep Blue** - must have for muscle and joint health

* Soothes muscle, back and joint pain
* Use for arthritis, rheumatism, and gout
* When you have a nasty bruise forming, this is what you're going to grab to stop it in its tracks.
* Use for growing pains
* Use with broken bones and sprains

**Copaiba** – another oil used for pain and inflammation; a super anti-inflammatory

* Layered with another oil, it increases the effectiveness
* Strengthens immunity
* Replaces over the counter pain relievers
* A CBD alternative

**Mood and Emotional Support**

**PICK 1 TO HIGHLIGHT ON THIS SLIDE**

Let’s wrap up by taking a look at our mood and emotional support blends.

**Balance** - smells like a forest

* Stress
* Very grounding emotionally and helpful with grief, sadness, trauma
* Mood swings
* Jet lag

**Adaptiv** – PASS AROUND AND HAVE PEOPLE BREATHE IT IN

* Helps the brain stay in executive functioning in the frontal cortex instead of going into fight or flight
* Anxiety
* Moodiness
* Balanced mind
* Mental fatigue

**Serenity** - calming and helpful for sleep

* May help you fall asleep more easily and sleep more deeply
* Fussy baby
* Restlessness
* Irritability

**Host a Workshop/Class**

This has been one of the most valuable items to have with me on the go! There is a way you can get it for free. If you have thought of your own friends or family who might enjoy a workshop geared specifically to them, you will get this as a gift when you host.

**When you schedule your wellness workshop, you will go home with this keychain! This is the only way to get one!**

(If you are also giving away an oil book for hosting: You will also get this essential oil reference book which is such a great resource for looking up any ailment or referencing what all your oils can do for you in your home.)

It’s so simple to host a workshop!

The ideal workshop size is 5 people. You can invite co-workers, neighbors, friends, family, church group, pickleball/bunco ladies, book club ladies, and anyone else you hang out with. That’s doable, right?

If you find yourself sharing with family and friends, you can earn income with doTERRA. You may find you have a passion for all things health and wellness. There is a spot for you.

We’d love to connect to answer any questions you have.

If neither of these are a fit then we would still love to have you as one of our favorite customers.

**Customer Group**

We have an awesome customer FB group. We help you maximize your products, lots of before and afters, testimonies and keep you in the loop on all things on your health journey

We’ve made it super easy for you to hop into the group. So now let’s take your phones.

PASS AROUND SHEET WITH QR CODE SO EVERYONE CAN SCAN IT

Scan the QR code in the upper right-hand corner and answer the 3 simple questions. When I see your request come in, I will get you approved.

**Close**

**On enrollment form under “notes": Number  1, 2, 3 and answer the following questions:**

#1:

* Because you attended this workshop the enrollment fee is waived on opening a wholesale account.
* A wholesale account gives you 25% off your products, and is like a Costco membership- you can order whenever you want. If you order on my website, you would pay full price.After 1 year, if you choose to renew, it’s $25, but you get a free peppermint oil (which is $25), so it's basically free after that!
* **ASK: Would you like to get any of the products in your home at a discount?**  Yes, No, or Maybe?

#2:

* During the presentation you probably thought of a lot of people in your life who would really benefit from learning about these products.
* When you book a workshop in your home or online, you simply invite a couple friends and I do the work.
* AND, the ONLY way to get a keychain with those purse oils is by having a workshop. SHOW KEYCHAIN
* **ASK: Would you want to share with a few friends and host a workshop?**  Yes, No, or Maybe?

#3:

* **ASK: Are you open to the idea of earning any extra income with doTERRA?**  Yes, No, or Maybe

**Supplement Kits**

**My hunch is that you want to bring doTERRA products in your home, but you are not sure where to start.**

**Most people start their doTERRA journey with an easy button KIT. You’ll enjoy a SIGNIFICANT discount below the wholesale cost when you start with a kit!**

If you are wanting to target nutritional deficiencies and boost your immune system, we’ve got you covered. All of these kits include the Lifelong Vitality.

Our **Nutritional Essentials** and **Healthy Foundations Kits** are designed to work for you. Both kits contain the **Lifelong Vitality Supplements.** If you choose the Healthy Foundations, you also get the **MetaPWR Advantage.**

If you are wanting to start with a little bit of everything and get the biggest savings, you’ll want to look at the **Natural Solutions Kit**. It includes a variety of oils, necessary supplements, and a diffuser.

It has **$240 worth of free products** and everything you need to take a holistic approach to your health.

**If there is something else on your wishlist, we can add it to any kit.**

**Oil Kits**

If you are NEW to oils, the BEST place to start with oils is the **Home Essentials Kit**.

It’s a great way to have a variety of MUST HAVE essentials in your home at a reduced cost.

**Be prepared for whatever comes up** - from a sick kid in the middle of the night, a bee sting or burn, or digestive issues, you’ll have what you need at your fingertips.

**Product Guarantee**

Since you attended this workshop, you can enjoy these specials:

* Free Membership
* When you have a 100PV order, you get **FREE SHIPPING** (and \**if you offer one*\* a goody bag of some of my favorite products).
* When your order is 150PV and you ALSO get a **FREE DIFFUSER**!

**EXPLAIN ANY MONTHLY INCENTIVES**

I am here and available to help you figure out the best place to get started.

I believe you’ll find something in one of these kits that will help you meet the needs of your household and family members.

We have a lot of different kit options that you can check out. *Set out kit sheets for people to look over and refer to.*

When you are ready, you can scan the QR code and it will walk you through your order.

* If you see a customize button, you’ll want to click that. It gives you some awesome add on options at an even greater discounted price!
* Be sure to keep an eye out for a status bar/pop up indicating how close you are to earning FREE SHIPPING, FREE DIFFUSER, FREE PRODUCTS of the month, etc.

Feel free to look through the product guide and let me know if you have questions about specific products or health needs.

If you know what you want, go ahead and write it on your form.

If you are not using one of the QR codes just holler and I am happy to help you get your order placed.

Don’t forget that I will keep your form and you can take home all the rest of your papers.

**ASK:** Does anyone need to leave that I need to meet with first?