

## Calling Tree Scripts

### For people purchasing, but not on LRP:

Hi, this is \_\_\_\_\_, I work in doTERRA. We're actually in the same organization and I'm part of your support team. I was looking in the back office and I noticed that you seem to really enjoy the oils. You purchase them regularly. Tell me which oils are your favorites? What got you involved with essential oils? You know, there's an amazing promotion going on, and I didn't want you to miss out on it. It's a promotion that each person who signs up with doTERRA can receive. The best part is that it is absolutely free because you've already earned it. When you sign up with doTERRA you are eligible to have a Wellness Consult. Wellness Consults are amazing. Sometimes when people first receive their oils, they're still not quite sure how to use them. At a Wellness Consult, someone visits with you for half an hour, usually at your home, if that's not possible, then it can be done over the phone. First we look at what products you already have and what ailments or health goals you want to address. Then, we come up with an exact wellness plan for you and your family to get the most benefit out of the oils you have ordered. We actually give you a morning, afternoon and night routine of exactly how you can use your oils to achieve your health goals. The best part is its free because you are a doTERRA member. I would love to schedule a time that we can get together. Do you have time \_\_\_\_\_ or \_\_\_\_\_? If you have any questions, take my information and give me a call. I'm looking forward to seeing you at your Wellness Consult.

### For people on LRP:

Hi, this is \_\_\_\_\_, I work in doTERRA. We're actually in the same organization and I'm part of your support team. I was looking in the back office and I noticed that you seem to really enjoy the oils. You purchase them every month. Tell me which oils are your favorites? What got you involved with essential oils? It's awesome that you are taking advantage of the Loyalty Rewards Program, but there's an amazing promotion going on that I don't think you are aware of, and I didn't want you to miss out on it. It's a promotion that each person who signs up with doTERRA can receive. The best part is that it is absolutely free because you've already earned it. When you sign up with doTERRA you are eligible to have a Wellness Consult. Wellness Consults are amazing. Sometimes when people first receive their oils, they're still not quite sure how to use them. At a Wellness Consult, someone visits with you for half an hour, usually at your home, if that's not possible, then it can be done over the phone. First we look at what products you already have and what ailments or health goals you want to address. Then, we come up with an exact wellness plan for you and your family to get the most benefit out of the oils you have ordered. We actually give you a morning, afternoon and night routine of exactly how you can use your oils to achieve your health goals. The best part is its free because you are a doTERRA member. I would love to schedule a time that we can get together. Do you have time

\_\_\_\_\_ or \_\_\_\_\_? If you have any questions, take my information and give me a call. I'm looking forward to seeing you at your Wellness Consult.

**For people with an LRP scheduled but their card isn't processing:**

Hi, this is \_\_\_\_\_, I work in doTERRA. We're actually in the same organization and I'm part of your support team. You know, there's an amazing promotion going on, and I didn't want you to miss out on it. It's a promotion that each person who signs up with doTERRA can receive. The best part is that it is absolutely free because you've already earned it. When you sign up with doTERRA you are eligible to have a Wellness Consult. Wellness Consults are amazing. Sometimes when people first receive their oils, they're still not quite sure how to use them. At a Wellness Consult, someone visits with you for half an hour, usually at your home, if that's not possible, then it can be done over the phone. First we look at what products you already have and what ailments or health goals you want to address. Then, we come up with an exact wellness plan for you and your family to get the most benefit out of the oils you have ordered. We actually give you a morning, afternoon and night routine of exactly how you can use your oils to achieve your health goals. The best part is its free because you are a doTERRA member. I would love to schedule a time that we can get together. Do you have time \_\_\_\_\_ or \_\_\_\_\_? I noticed at one point you had set up a Loyalty Rewards order, it's still set up and in the system, but it's not firing, so I wanted to give you a couple of reasons why it may not have processed in some time; some people keep waiting for their product and they wonder why it hasn't shipped. So maybe one of the reasons why it hasn't shipped is because you have an old or expired credit card on file. And once that credit card is expired, they can't charge that card anymore and send you what you want. Or maybe it's a card you aren't using anymore. In any case, if it's something you'd like to fix, I can help you with that at your Wellness Consult. If you have any questions, take my information and give me a call. I'm looking forward to seeing you at your Wellness Consult.

**For people who haven't ordered in a while:**

Hi, this is \_\_\_\_\_, I work in doTERRA. We're actually in the same organization and I'm part of your support team. I was looking in the back office and I noticed that you haven't ordered in a while, and I wanted to know if you have any questions about the oils. Tell which kit you purchased and what got you involved with essential oils? There's an amazing promotion going on that I think you would really enjoy and I didn't want you to miss out on it. It's a promotion that each person who signs up with doTERRA can receive. The best part is that it is absolutely free because you've already earned it. When you sign up with doTERRA you are eligible to have a Wellness Consult. Wellness Consults are amazing. Sometimes when people first receive their oils, they're still not quite sure how to use them. At a Wellness Consult, someone visits with you for half an hour, usually at your home, if that's not possible, then it can be done over the

phone. First we look at what products you already have and what ailments or health goals you want to address. Then, we come up with an exact wellness plan for you and your family to get the most benefit out of the oils you have ordered. We actually give you a morning, afternoon and night routine of exactly how you can use your oils to achieve your health goals. The best part is its free because you are a doTERRA member. I would love to schedule a time that we can get together. Do you have time \_\_\_\_\_ or \_\_\_\_\_? If you have any questions, take my information and give me a call. I'm looking forward to seeing you at your Wellness Consult.