

How to teach an online class: Allyse Sedivy's Steps

Step #1

Ask people online if they're interested in samples

Step #2

When they respond, ask them three questions (from Michelle Cannon)

#1 Are you already enrolled in dōTERRA?

#2 Are you already working with someone in dōTERRA?

#3 Are you serious about making natural lifestyle changes?

Step #3

Reach out to them and ask about their health challenges and select a health challenge to sample.

Step #4

Mail two samples of oils for their ailment. Add a sample of peppermint and wild orange for the online class.

Step #5

Follow up about two days after you think they've received the package and ask if they had an opportunity to use the oil. If they have had a good experience invite them to an online class. Give them two time/date options for the class (It's a good idea to do one in the afternoon for moms with kids that are taking a nap and one in the evening).

Step #6

Reach out two days before the class and remind them of how excited you are to teach them about essential oils.

Step #7

Message them two hours before the class.

Step #8

Start the online class. 5 - 8 people is ideal. Make sure that you can see all of their faces on video so you can respond to their body language

Step #9

Keep the class very short (20 to 30 minutes). Start with the 3 cool things about oils. Keep to the same script with asking people questions and tell them you'll mail a special sample for the first person who answers correctly.

Step #10

Teach about the three ways we use oils. Keep to the same script with asking people questions and tell them you'll mail a special sample for the first person who answers correctly.

Step #11

Make sure you have already shared at least 2 short personal experiences then ask the class if they would like to share a good experience they have had with DoTERRA Essential Oils. It's a good idea to have someone in your organization be in the class with you to share their experiences.

Step #12

Talk really quickly about the Healthy Start kit and show them what it looks like. Then ask everyone that is attending the online class to pull out their cell phone and text you their cell number so you can call them and help them get started.

Step #13

Set up individual one-to-ones where you can walk them through the second half of the class where they write down their health ailments (you can actually look them up in a book and talk to them about what oils will be best). Help them pick a kit and sign up. (You can call them immediately after your class, or set up a time where you can call, or FaceTime, or zoom).

Step #14

During your individual one-to-ones, *this* is where you can invite them to host a class. If you are on FaceTime or zoom just pick up your keychain and show them how cute it is and tell them that you will send them this keychain and fill it with samples for however many people come to an online class they host that you will teach.

Step #15

Use your oils to sample their friends and send them your personal zoom link for the class.