

The background of the entire page is a close-up photograph of several bright blue flowers with five petals each, set against a blurred green background. The flowers are the primary visual element, filling most of the frame.

dōTERRA®  
*Share*

Hosting Overview

# Sharing Comes Naturally

When you experience something wonderful that has made a difference in your own life, you naturally want to share it with those you care about.



## Why share dōTERRA?

### EMPOWER OTHERS

Host a class to introduce your friends and family to dōTERRA products and help them find natural solutions.

### EARN REWARDS

As your contacts make purchases you can earn free product or commission (ask upline leader for details).

### CREATE INCOME

Create income and build a financial pipeline as you change lives by sharing dōTERRA products and its business opportunity.

## HOST CLASSES OR ONE-ON-ONES

Make a list of those you want to invite to your event (e.g. family, friends, neighbors, associates). Schedule your event with your upline leader and use the dōTERRA® Class in a Box to support your presentation. Hosting can happen in person or online.

*Whose lives do you want to change?* (Check the best setting)

WHO	1 ON 1	CLASS	WHO	1 ON 1	CLASS
1			11		
2			12		
3			13		
4			14		
5			15		
6			16		
7			17		
8			18		
9			19		
10			20		

## THREE STEPS TO INVITE

Follow these simple steps to effectively invite your friends and family to a product or business presentation to help them learn more about dōTERRA.



### 1 Share AN EXPERIENCE

*Are you open to trying something natural?*

- Make your sharing relevant by asking questions to discover their health priorities during ordinary conversation.
- Share your experience. Share how the products have helped you:  
*Well you know how we struggled with... We've been loving how dōTERRA essential oils are helping us with so many different things!*
- Ask permission to share a sample or story.  
*I'm just curious, are you open to trying something natural for that? If I give you a sample, will you give it a try?*
- Get permission to follow-up within 48 hours and get contact info.  
*Would it be all right if I reach out to you in a couple days to see how it worked for you? What's the best number to call or text you?*

### 2 Invite TO A PRESENTATION

*Are you open to learning more?*

- Invite to a presentation.
- Personalize your invitations.
- Ask in one of the following ways, then pause and listen.  
If they previously experienced essential oils: *Are you open to learning more about essential oils?*  
If new to essential oils: *Are you open to natural forms of healthcare? What do you know about essential oils? Would you be open to learning more?*  
*I'm having a class on \_\_\_\_\_ or we can meet together \_\_\_\_\_. What works best for you?*
- Get permission to remind:  
*If you're like me, you appreciate being reminded. How about I give you a quick reminder before the class?*
- Avoid inviting through mass email, texts, or Facebook invites.

### 3 Remind THEM TO COME

*Excited to see you! Come ready to learn.*

- Call or text your invited prospects 48 hours prior to the presentation to remind them to attend. Share your excitement and the value they'll receive. *(This is just a reminder; they've already given their commitment to come.)*  
*I'm so excited to see you! You're going to love learning some great ways to take care of your family naturally. Feel free to bring a friend and get a free gift!*
- Text them 2-4 hours prior to your presentation. Reiterate your excitement. Let them know something.  
*Feel free to park in the driveway or along the street. I'm Excited for the fun and learning we'll experience together!*

## SHARE THE BUSINESS

- Begin connecting in person, online, or over the phone to nurture your relationship.
- When the time is right, ask:  
*Are you open to additional ways of creating income?*
- Share your vision.
- Tell them why you thought of them and why you would love to work with them.

- Invite them to learn more about the dōTERRA opportunity.  
*Are you open to learning how to create additional income with dōTERRA?*  
Offer options: *What is the best time to connect? Monday or Wednesday? Morning or evening?*
- Schedule your appointment and get a commitment: *So I'll see you (date) \_\_\_\_\_ at (time) \_\_\_\_\_?*

- Remind 4-24 hours before the presentation. Call or text:  
*I'm excited to connect and explore the possibilities with you!*

# Create Experiences

Using and integrating dōTERRA® products into your life naturally stirs the desire to share your experiences with others and be better equipped to help them find their own natural solutions.

dōTERRA is a relationship business. Take the time to create and nurture relationships as you begin to share. When the time is right, ask about health priorities and share samples. Seek to serve, then others will naturally want what you have to offer.

## Share Your Story



## Share an Oil Experience



## Share a Sample



## Share Online



## WHERE AND WHEN TO SHARE

The best way to help others want to learn more about essential oils is by sharing experiences. Choose the method that is best for you. Many sharing opportunities happen naturally during existing day-to-day activities (at a social gathering, sporting event, on social media, in line at the store, etc.) Share a quick oil experience when and wherever it feels natural. The more experiences a person has with the oils and with you, the more they want to learn. Take advantage of windows of opportunity to share.

## CARRY SAMPLES WITH YOU

### SAMPLE IDEAS



Share a drop of oil you have in your purse or keychain.

Popular sample oils: Wild Orange, dōTERRA Balance®, Peppermint, Lavender, PastTense®.



Use the dōTERRA pre-packaged samples.



The *Healthy Can Be Simple* Intro Guide is the perfect companion to an oil experience. Jot down sample usage instructions on the back. Ask permission to follow up on their experience in a couple of days.

## SHARE ONLINE



When sharing online, reference body systems instead of health issues or disease claims.

[doterra.com](http://doterra.com) > Advocates > Discover Solutions

## SAMPLING TIPS:

- Personalize samples to target specific needs or interest. Focus on what you can easily help with.
- Sample oils that quickly make an impact (e.g. Wild Orange, Deep Blue®, Lavender, Peppermint).
- Provide instructions for usage on back of *Healthy Can Be Simple* guide.
- Ask permission to follow up and set up a follow-up call within 48 hours to inquire about their experience.

## SUPPORT THEIR EXPERIENCE

### Positive Experience:

- Invite to learn more at a class (follow instructions and scripting on page 3).
- Consider offering a sample as an incentive to attend a class.

### Negative Experience/No Result:

- Invite to try a different sample.
- Be patient and invested in helping them find a solution to help them build their own belief in the product so they will want to learn more at a presentation.

### Didn't Try Sample:

- Invite to try.
- Ask for permission to follow up in a couple days.

## SHARE YOUR STORY

**Be prepared to share by being in touch with your own story about why essential oils are important to you.**

Take the time to write out and remember the answers to the following questions.

What wasn't working for you? How long had it been going on? What problems were created as a result?

What had you tried, what kind of results were you getting, and what did that cost you?

What led you to dōTERRA? What was different about these solutions?

What kind of results did you start experiencing? How have the products and/or opportunity changed your life?

What is life like for you now?

Begin sharing conversations by asking powerful questions just like the ones above. The goal is to make a difference. Be patient as you listen. Then share your story and solutions when the time is right. Since you will have the basics of your story memorized, you are freed up to really listen to their needs and customize in a way that is relevant to them.

# What is Your Part?

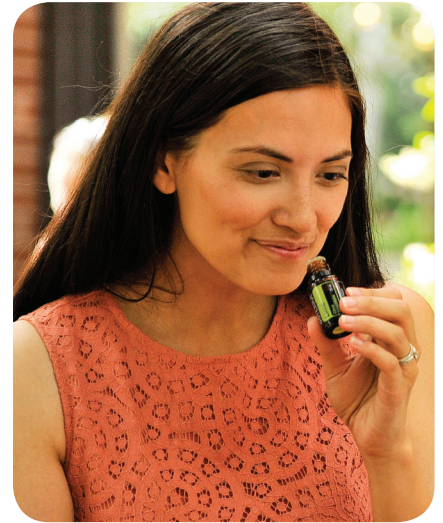
Invite your friends to a product or business presentation. Choose the format that is right for them.

**One-on-one:** in person, on a call (3-way preferred), or online (Zoom).

- Lives outside your area (*mail sample for oil experience*)
- Is less available; need to work around their schedule
- Prefers more private one-on-one connection
- Is a potential builder prospect

**Preparation:**

- Invite to meet at a time and location that works best for them.
- Prepare to introduce the presenter to share who they are, where they've come from, and why they are worth listening to.
- Complete the Share Your Story exercise on page 5 so you are prepared to share your personal experiences.
- Ask the individual what he or she is most interested in learning about.
- Pass interests/needs to presenter prior to presentation so they can be prepared to address their needs.

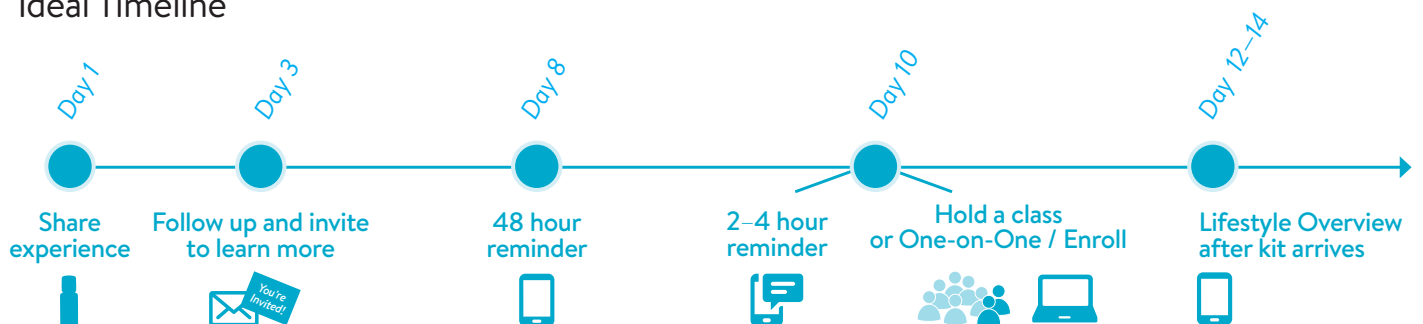


**Class:** live or online

**Preparation:**

- While anytime is a perfect time to host a class, Tuesdays, Wednesdays, and Thursdays typically draw the best attendance.
- Invite 12 people for an ideal class size of 4 to 6. Not everyone you invite will attend.
- Prepare to introduce the presenter to share who they are, where they've come from, and why they're worth listening to.
- Create an atmosphere for learning with comfortable seating and temperature. Eliminate distractions. A clean, child-free environment is best for learning.
- Complete the Share Your Story exercise on page 5 so you are prepared to share your personal experiences.
- Create a space for presenter to set up materials and display products.
- Diffuse uplifting oils (e.g. Wild Orange or Citrus Bliss®).
- Have pens or pencils available.
- Provide water and simple refreshments for the end of class so guests can mingle while you and the presenter answer questions and assist with enrollments.

## Ideal Timeline



## YOUR PART IN A PRESENTATION

Getting your friends and family to a presentation is your top priority! Ensure successful attendance at your event by following the Three Steps to Invite on page 3.



### EDIFY & SHARE

### INVITE TO ENROLL

### FOLLOW UP TO SUPPORT

- Introduce and edify the presenter\* for 1 to 2 minutes.
  - Share a 2 minute personal oil or product experience.
- \*If you are the presenter, learn how to teach others about dōTERRA products.

- Support guests in getting enrolled with a kit to receive big discounts and the best value.
- Enroll guests by visiting [doterra.com](http://doterra.com) and choosing “Enroll Wholesale Customer.”

- Follow up with guests who didn’t enroll within 48 hours. Remind them of any special offers.  
*I’m so glad you were able to join us! What did you enjoy most? How do you feel the oils could help you and your family? Which kit best fits your needs? Do you have any questions for me? Would it be okay if I show you how to get started?*
- Schedule a Lifestyle Overview for after they receive their kit. Utilize upline for support or watch videos at [doterra.com](http://doterra.com) > *Empowered Success* to prepare.

Product Presentations

Business Presentations

- Introduce and edify the presenter\* for 1 to 2 minutes.
  - Share a 2-3 minute product experience and why you have chosen to share dōTERRA.
- \*If you are the presenter, learn how to teach others about dōTERRA products and the business opportunity.

- Invite prospects to partner with you.
- Commit them to do the Three Steps to Launch in the *Build Guide*.
- Invite them to enroll as a Wellness Advocate with a business builder kit. (Natural Solutions kit or above to support personal use and sharing needs.)

- Follow up with guests who didn’t commit to build within 48 hours.
- Encourage them to partner with you and offer support in reaching their financial goals.

# Change More Lives

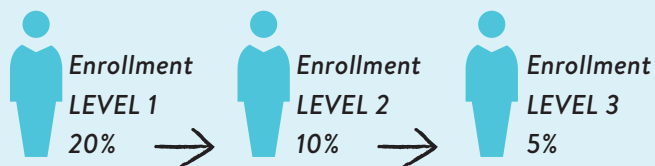
Sharing is rewarding. With the dōTERRA authentic direct selling and compensation model, as you continue to empower others with natural solutions, you also empower yourself. Over time, you can earn your products for free, build a financial pipeline, and create residual income!

## EARN YOUR PRODUCTS FOR FREE

### FAST START BONUS

**Paid weekly** on commissionable sales to new enrollees for their first 60 days. Enroller must have 100 PV Loyalty Rewards Order to receive this enroller bonus.

*Earn commissions immediately!*



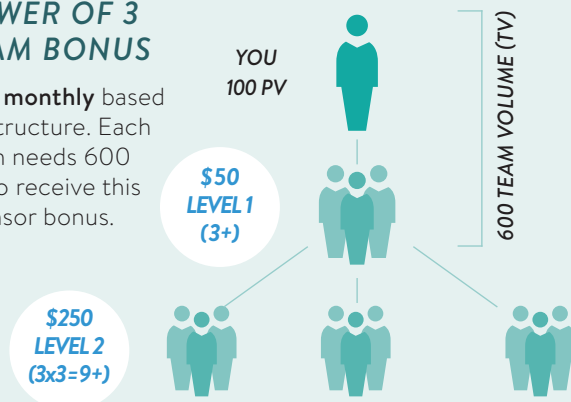
Earn 20% from those who purchase through you.



## BUILD RESIDUAL INCOME OVER TIME

### POWER OF 3 TEAM BONUS

**Paid monthly** based on structure. Each team needs 600 TV to receive this sponsor bonus.



Earn free products and more when you support new enrollees in living, sharing, and building dōTERRA.

Go to [doterra.com](http://doterra.com) > Empowered Success to learn all the ways you get paid in dōTERRA.



### CHANGE YOUR FUTURE

#### Schedule your Business Overview

- Create residual income in your spare time.\*
- Achieve greater freedom and prosperity in your life.\*
- Launch your dōTERRA business with proven training and powerful support.

\*Results not typical. Average earnings are less. See current Opportunity and Earnings Disclosure summary at [doterra.com](http://doterra.com) > Advocates > Flyers