

TEACHER'S SCRIPT

1 MIN



WHERE DID WELLNESS FROM PLANTS ORIGINATE?

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"Historically we have been using plants for medicinal purposes. It's the most ancient form of health care. We now see a surge in popularity with essential oils because we have made huge strides in sourcing, research and education."

2-3 MIN



WHY ARE PEOPLE TURNING TO NATURAL OPTIONS?

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SYNTHETICS



COST



NEGATIVE EFFECTS

Ask this question

Before you respond, allow people to answer the question and make agreements with their responses. Example *"yes, people are definitely more aware of the harmful effects of synthetics."*

"I have found that most people are turning to natural option for the 3 reasons listed. Synthetics are in so many of our products so 'cleaning up' our cleaning products and personal care products has become a must. Many are frustrated with health care costs and constant changes. And, negative effects of synthetics can in themselves be debilitating."

That brings us to the next section..."

3 MIN



WHY DID I START USING ESSENTIAL OILS?

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This is where you tell your own story.

Sorry, we can't script that for you!

Here's a little prompt:

"I started using essential oils _____ ago and have never looked back!"

Give an example of what you have struggled with in your health and the oil or product that gave you results. Keep this short, sweet and relatable.

It is smart to be vague, *"oils have drastically improved my energy"* rather than specific, *"2 years ago I was diagnosed with a rare tissue disorder. I used LLV, given to me by Susie and it made a big difference."* This would likely be unrelated and irrelevant to most.

3 MIN



WHAT ARE ESSENTIAL OILS?

POTENT

Read the bullet:

"(Essential Oils are) natural & powerful aromatic compounds found in seeds, bark, stems, roots, flowers & other parts of plants; extracted & distilled for a variety of health benefits

I have loved the potency of oils because I know that just a few drops will be sufficient! At pennies per drop, they are also super cost effective. For example, peppermint oil costs \$.08 a drop and is 70 times more powerful than dried herbs.

Let's experience this together..."

Take a drop, rub into your palms, cup and smell and instruct the class to do the same as you pass around the bottle.

While the bottle is going around, ask them what they are noticing about their experience and prompt them to write it down next to the bullets. If you need a few prompts - Focus, Energy, Headaches, Digestive Issues, Cooling the Body, etc.



2 MIN



WHAT ARE ESSENTIAL OILS?

COMPLEX

"Oils are also extremely complex, which makes them amazing at addressing so many of our concerns."

Read the bullets:

- Multiple compounds in every oil provide versatile support
- The complexity of every oil means developing resistance is extremely unlikely

We often refer to lavender (pass it around) as the Swiss army knife of oils for this very reason. It is one tool, one pure bottle of oil, but it's many compounds make it effective at soothing emotions, calming skin irritations, supporting good sleep habits, as well as treating burns and even relieving allergies.



1 MIN

**WHY dōTERRA?****Need for Higher Standard**

"dōTERRA launched over 9 years ago with a passion for a higher standard in the essential oil industry - a standard that did not exist prior. You have probably seen essential oils on the shelves of stores or at spas before, but these "100% Pure Essential Oils" often are synthetic, diluted with chemicals, not well-tested or tested at all...

This has created a myth that essential oils are ineffective, but I think we can all agree that the peppermint we just experienced was extremely effective."

That brings us to the next section..."

2 MIN

**Certified Pure Therapeutic Grade®****CPTG**

"dōTERRA's standard is called CPTG - Certified Pure Therapeutic Grade.

This stands for oils that are verified pure and safe with no additives.

dōTERRA is also committed to stringent 3rd party testing and co-impact sourcing - which is something I am so proud of."

2 MIN

**Co-Impact Sourcing**

"Co-Impact Sourcing means that dōTERRA harvests plants in their natural habitat for maximum therapeutic benefit. An example is that we get our citrus oils from Italy and Sicily, where they have grown since the earth was created and the groves have been handed down from generation to generation.

We also source mainly from impoverished nations and therefore are able to provide desperately needed jobs, education and practical needs, such as clean water and housing. To see more, search go to sourcenetoyou.com.

3-4 MIN

**I WOULD LIKE TO HAVE**

MORE:

- Ex: Energy
-
-

Now that we all know a bit about essential oils, I want you all to take a minute to write down what you would like to see MORE of in your life and what you would like to see or experience LESS of. For example, most people want more energy or more sleep. Perhaps you want less head aches or leg pain...

Give them a minute to write a few things down.

Have 2 people share their lists.

This is not time to provide solutions, just listen. Once they have shared you can say,

"Ok, as we dive more into the class, I will mention a few oils to help address those things that you just mentioned."

3-4 MIN

**AROMATIC, TOPICAL, INTERNAL**

"There are 3 ways to use essential oils. I want to cover this first so you feel empowered to use your collection when it arrives. The beauty of essential oils is that they are versatile, there really is no wrong way to use them.



Aromatic: You want to do this to change a mood, clean the air, and improve immunity. Diffusers are the key to getting the most out of your oils.



Topical: You want to use oils topically for localized benefits. It is recommended to dilute your oils with fractionated coconut oil if your skin is sensitive or if the oil is particularly "hot." Diluting helps the oil spread as well as give it weight and helps to reduce evaporation when applying.



Internal: You will want to check your labels for internal use. The supplement fact indicates that oils are safe for consumption. (Point out the supplement fact on LEMON and pass around.) If an oil does not have a supplement fact, it is better suited for aromatic and topical use.

Remember to drink out of stainless steel or glass containers. Internal use is an amazing way to help keep digestion on track and energize the body."

10-12 MIN



OILS

"Let's experience some more oils, now that we have a better understanding of how to use them."

As we chat about each oil, jot down the benefits of that oil and mark it with a star if it matches your health goals listed above. This will help you know what oils will be best for you and your family to start with."

LEMON**Cleans & Freshens**

- Elevates mood
- Soothes irritated throat
- Neutralizes odors
- Cleans surfaces
- 1 drop/8 oz water for cleansing beverage



A T I

FRANKINCENSE**King of Oils**

- Induces feelings of peace, satisfaction, and overall wellness
- Supports immune function
- Anti-aging benefits
- Promotes healthy cellular function



A T I

MELALEUCA**Tea Tree**

- Minimizes skin blemishes
- Promotes healthy scalp & hair
- Apply to feet & toenails
- Promotes healthy immune function



A T I

dōTERRA ON GUARD®**Immune Support**

- Works with the body on a cellular level
- Combats threats
- Powerful cleanser
- Use daily



A T I

DIGESTZEN®**Digestive Support**

- Relieves occasional gas/bloating
- Add to water or tea to maintain a healthy gastrointestinal tract
- Promotes healthy bowel function
- Combats motion sickness & nausea



A T I

DEEP BLUE®**Muscle & Joint Support**

- Provides a comforting sensation of cooling and warmth to problem areas
- Use before & after exercise to reduce discomfort
- Use for deep tissue massage



A T

dōTERRA BREATHE®**Respiratory support**

- Opens airways
- Relieves sinus discomfort
- Supports restful sleep
- Minimizes snoring



A T

dōTERRA BALANCE®**Grounding Blend**

- Creates sense of calm & well-being
- Promotes balance & whole body relaxation
- Use before bed for a restful night's sleep



A T

"Beyond oils, a healthy lifestyle is fundamental to feeling good. It is also optimal for oils to be most effective in your body."

Let's look at this more closely on the next page."

3-4 MIN

**LIFELONG VITALITY (LLV) -
A MULTI-VITAMIN REVOLUTION**

"Life Long Vitality is a supplement system designed specifically for different regions of the world."

Most people who take it experience less pain, less inflammation, more energy, better moods and better sleep. Let me explain why:

The Microplex VMz is our whole food vitamin and mineral complex. Vitamins must be taken with minerals or they can not be absorbed. Many popular vitamins don't have this combo, rendering the vitamins ineffective.



The xEO Mega contains the proper balance of Essential 3, 6 and 9 fatty acids. Because our brains are 80% fatty acids, we need to be taking omega's or we are literally starving our brains. Many of us do not get enough fatty acids from our foods - which is why a daily supplement is necessary.



Alpha CRS is our antioxidant blend. It is designed to help your cells function properly and is what many of us attribute to our increase in energy.



If you are ready for a health 'reset' or just ready to feel good again, LLV should be your first step!

You can see there are other supplement options as well. What I like to do is meet with people after they get essential oils in their home and help them customize a supplement plan that makes the most sense for their family.

Any questions?"

4-5 MIN



FOUNDATIONS OF A HEALTHY LIFESTYLE



"Everytime I meet with anyone about Essential Oils, I make sure I educate them on the foundations of a healthy lifestyle. Now these are things that you know - but we are going to break down each part together because I bet you will think of them in a new way after tonight."

Let's look at **EAT RIGHT** - it's foundational! Think about this, everything we eat either feeds disease or fights disease. That alone could be the reason that you are experiencing certain things you want less of - like lack of focus or fatigue. We need to make better food choices because our health literally depends on it. LLV helps support this!

Jump up to **EXERCISE AND WEIGHT MANAGEMENT** - we all know that we should exercise - but actually doing it can be another story. I want to encourage you to move more. To take 20 mins of your day and move in a way that works for you - a nice walk, jog, swim, dancing, etc. Exercise is guaranteed to make us healthy and happy. If it has been pain and discomfort that have held you back, Deep Blue and Frankincense can help you get back on track.

REST AND MANAGE STRESS is the next pillar of health and most of us probably have too much stress and not enough rest. Oils have a huge role in supporting our bodies in both of these areas! Balance is one of the most popular oils for relieving feelings of stress.

REDUCING TOXIC LOAD - our bodies are brilliant in design and work very hard to keep us clean from the inside out. But we are exposed to thousands of chemicals in our food, air and personal care products each day. Reducing toxic load is a must in order to achieve true health. I promise, it's easier than you think. Starting with citrus oils in your water will make a huge difference.

Lastly, being informed and proactive are key for all of us. The choices we make today effect us tomorrow. It's good to think about where we want to be in 10 years (or where we don't want to be) and make some good changes."

3 MIN



GET STARTED WITH A KIT!



"Turn your page and you will see the most popular kits that Doterra offers. Take a minute to look at those kits and pick the one that matches up best with the oils and supplements you marked."

If you don't see a kit that meets your needs, let me know and perhaps I can make another suggestion."

These kits all contain diffusers and most of the oils we chatted about. You just need to decide if you want big bottles or small bottles to start with."

Have laminated complete kit sheet handy but DO NOT pass around unless someone needs it. It will cause confusion.

Simple sells.

3 MIN



WHOLESALE ORDER FORM



"Once you pick the kit that is going to fit your needs, fill out the enrollment form and tear it off for me."

And, I have a little gift for you!"

Recommended enrollment gifts:

- Live Naturally Beginner's Guide and a small bag of glassware
- dōTERRA Living Magazines and 5 ml Wild Orange
- UpCycle* spray collection

(a variety is nice and allows them to choose)

* Live Naturally labels: livenaturallytools.com

Wait 3-4 mins as they fill out their forms.

Get their form, let them pick a gift and set a date with them for their follow-up.

"Once your oils arrive, I will come and meet with you in person or over the phone to help you go through your oils again. I take all the guess-work out of it."

Don't leave without setting up a time so we can make that happen."

The rest of this form has information that is helpful for when your oils arrive. I will go over it in detail at that time. Info like: how to reorder when products run out and how to make a roller ball, etc."

0 MIN

**PRICE LIST**

This is here for reference, we do not specifically address it in a class. Note the most popular products and add-ons are **bold.**)



Typically builders choose to go over this page briefly at the end of a class if time allows.

If not, the better time to cover these things is at the membership consult.



> 1 MIN

**LRP**

"dōTERRA has an incredible program called the Loyalty Rewards Program. It is designed to reward you every time you purchase product. In the future, when you re-order your favorites or try new things, you will receive a % back in the form of points. 1 point = 1 dollar and they are stored in your Doterra account. You can cash those points in for products after they accrue. You are also able to earn free oils each month just by order a certain amount. I will share more with you at your follow-up appointment. This perks program is my favorite part about my dōTERRA membership."

FREE!
OIL OF THE
MONTH*

3 MIN

**HOST A CLASS**

"I am sure that as we were talking about oils, you were thinking about people in your life that could benefit. I would love to be invited to teach you and those people that were on your mind. Let me know if you want to organize a class or just refer someone to me. I would be honored to educate them and help them on their wellness journey."

If you do a monthly host gift, this is a good time to share what that is.

Use the Live Naturally drawing slips to help book a class.

>1 MIN

**BUILD A BUSINESS WITH DōTERRA**

"If any of you feel passionate about health and could see yourselves teaching others about oils - let me know. I do this (full time/ part time/ with my spouse, etc). It's an amazing opportunity and we love what we do. I'd be happy to share details with you."