

3 MIN

**MY STORY**

This is where you tell your own story.

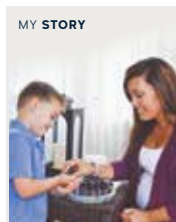
Sorry, we can't script that for you!

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.



MY STORY

2-3 MIN

**WHY ESSENTIAL OILS?****WHY ESSENTIAL OILS?**

NATURE PRODUCES

BODY UTILIZES

COST EFFECTIVE

SIDE BENEFITS

The most intriguing thing about essential oils is that we are taking something that nature produces to support the body, and that the body can easily utilize. Essential Oils don't change our body or our cells, but they support and balance our bodies, which are incredibly intelligent. In addition, because we are only using small amounts, they are incredibly cost effective. Possibly one of the best things about oils is that you will also reap a variety of side benefits. For example, many are familiar with using lavender for rest and relaxation, but it is also soothing to the skin and can relieve itching and sneezing as well. Often with medication - the opposite is true and we are left with an onslaught of unwelcome side effects.

Transition: "So, I'm curious..."

3-4 MIN

**WHAT ARE YOU HOPING TO LEARN FROM THIS CLASS?****WHAT ARE YOU HOPING TO LEARN FROM THIS CLASS?**

- .
- .
- .
- .
- .

Give them about a minute to write and then ask for a few people to respond.

Be agreeable. Whatever they are hoping to learn - make a mental note of and later in the class you can address it.

"I am excited to be able to shed light on all the things you desire to learn today. Let's get into some details about essential oils so we are all on the same page."

(READ:) ESSENTIAL OILS ARE }

Powerful aromatic compounds found in seeds, bark, stems, roots, flowers & other parts of plants; extracted & distilled for a variety of health benefits.

3-4 MIN

**USING ESSENTIAL OILS**

"I want you to remember that pure essential oils come directly from plants with no dilution or adulteration. Let's chat about the 3 ways to use them."

**AROMATIC****A**

Read the bullets.

"Diffusing is not only the safest way to use essential oils, it is also the easiest. It is impossible to be a successful oiler without a diffuser." (This comment will help set up the sale for a kit with a diffuser—and it's true!)

**TOPICAL:****T**

Read the bullets.

"Topical use is so soothing to not only our skin but to every cell in our bodies. We dilute because it helps weigh the essential oil down and absorb better into our skin. We also dilute when an oil is hot or "spicy."

**INTERNAL:****I**

Read the bullets.

It is helpful to demonstrate a veggie cap and encourage them to use oils internally to help with immune support.

"80% of our immune system is in our gut, so taking oils in capsules is a great way to target and support that type of system."

Transition:

"Okay - let's experience an oil with all 3 ways to use!"

I am going to introduce all of you to what we call, the peppermint experience."

3 MIN

**POTENT**

Demonstrate taking a drop of peppermint in your hand and rubbing your hands together, cupping and inhaling. I also take a drop of peppermint on my thumb and press to the roof of my mouth and then rub hands along the shoulders and back of neck.

Pass the peppermint around the room and encourage them to do what you did.

Ask them "how does that make you feel?"

(Agree with their responses with enthusiasm.)

"As I tell you a few of the properties about peppermint - jot a few that stand out to you on your handout so you don't forget."

"This is the oil that we often call the driver, because it drives other oils deeper into the tissues. It is a natural anti-inflammatory and feels both warm and cool which is very soothing. You will want to use this for focus, head tension, tummy aches, etc."

"Because oils are 50-70 times more potent than dried herbs, you get a strong result, every time, with just one drop."

2 MIN

**EFFECTIVE**

"Let's check out On Guard® next. The reason oils are so effective is because they have the ability to cross the cell membrane and support us on the deepest level. Oils can help clean the toxins from our cells and help protect our cells from threats like viruses and bacteria. On Guard is an awesome choice for protection, especially when it's cold and flu season."

Pass On Guard and encourage them to take a drop and rub through hands like they are washing their hands.

"You will use this oil to both prevent threats and to help overcome illness. It helps our cells fight disease and kill bacteria and viruses. This is an oil you will use all three ways very regularly."

Transition: "Turn your page..."

5 MIN

**BEST FOR US. BEST FOR THE WORLD.**

"In this next section we will talk about what sets doTERRA apart. The quality of doTERRA Essential Oils truly are what is best for you and your family, but it is also best for the world.

10 years ago, when doTERRA officially launched, there was a huge need for a higher standard in the essential oil world."

I like to use the analogy of maple syrup.

"We all know that pure maple syrup is tapped from trees in the cold spring and is delicious. But we can also find Mrs. Butterworth on the shelves of all of the stores. It's cheaper for sure, but doesn't even contain maple syrup. Not a drop. What you are getting is high fructose corn syrup, artificial flavor, artificial color, etc. It is very much the same in the essential oil world. The oils found on shelves are not the real thing and can even cause harm to the body because of the additives and adulteration.

doTERRA's oils are certified pure, therapeutic grade. We are the most tested and most trusted brand in the world.

In addition, we source our oils in habitats where they grow the best and where we can make the most economic and social impact. Our practices are not only sustainable for the plants, but also the people.

Co-Impact Sourcing is similar to fair trade, but on an even deeper level. We are literally changing the world.

I personally LOVE ordering oils every month because I know when I do I am helping some mother somewhere feed her children and send them to school. I know I am helping wells to be dug and shelters to be built. Your purchases make a huge impact."

Optional: Show a quick co-impact sourcing video. Nepal, Kenya and Haiti are some of our favorites. This will help make co-impact sourcing a reality. I only do this if the class is right in front of a smart tv and I have it all cued up. Do not do it if it will stall or interrupt your flow.

Transition: "Okay - are you ready to experience some more oils?"



10-12 MIN



MANY OPTIONS. MANY USES.

"Get your pens ready because I am going to share some key notes about each oil."

You will talk for 30-60 seconds on each oil—no more.



"Let's start with **lavender** because it is so popular. (Pass lavender) Lavender is the oil you will want to experiment with for deeper sleep, cranky babies, skin irritations and burns, and as a natural antihistamine. When you get this oil, diffuse a few drops at night for a restful, deep sleep.



Next let's experience **lemon**. (Pass lemon) This is a powerful, simple oil that will help keep you healthy. Truly, lemon helps to alkaline your body. Alkalined bodies are less likely to get sick - acidic bodies are what can encourage disease. You want to add a drop or 2 of lemon to every glass of water.

You can also diffuse it, it's very uplifting and we often use it to clean with as well.



Frankincense is perhaps our most precious oil. (pass Frankincense) Frankincense is so multi-faceted that we often say, "When in doubt, use frankincense." It is most known for its ability to help protect our cells and rejuvenate them. So what will you use it for? 2 drops under the tongue daily for disease prevention and liver support. Most women add a few drops to their moisturizer for a youthful glow and to help combat scars, wrinkles, sun spots etc. It's also incredible for respiratory support. The sky is the limit with Frank.



Melaleuca is commonly known as Tea Tree oil. (Pass Melaleuca) This is a valuable tool for every household because it can be used to cleanse and disinfect. Many use it on cuts and scrapes. It can also be added to shampoo for dandruff protection as well as to your gym bag for athlete's foot. It's not just a cleaner for the outside of our bodies though - you can use melaleuca to help clean the inside of your body and support the immune system. This is a great oil to add to a veggie cap.



Oregano is perhaps our spiciest oil and needs to be diluted with topical use. (Pass oregano and tell them not to put it in their hands) I feel so empowered having oregano because it is like nature's antibiotic. You will find this one will come in handy when and if you get sick. It's also the oil of choice for skin tags and warts. We add it to our soups and sauces as well, but you only need the tiniest amount—like 1/2 drop—for amazing flavor. Always remember to dilute oregano.



Breathe is another oil you should diffuse immediately at night with your lavender. (Pass breathe and encourage them to take a deep breath and even rub on neck/chest.) Breathe helps to open your airways and supports restful sleep. It's so soothing to the respiratory system that it can quiet a cough and snoring. It can also calm asthma. This is the flu's worst enemy and something you can diffuse daily for prevention.



DigestZen is the best tummy tamer. (Pass DigestZen) The digestive system is kind of like the mom of the body. "When mom isn't happy, no one is happy." This is because our feel good hormones, our immune system and most of our neurotransmitters are in the gut. Taking DigestZen internally or rubbing it on topically can soothe acid reflux, indigestion, bloating, constipation and stomach bugs. You won't ever want to leave home without this oil.



Deep Blue is a wonderful oil that is mainly for topical use, although you can diffuse it. (Pass Deep Blue) This is a life-saver for stiff joints, sore muscles, achy limbs, restless legs, etc. This oil will replace your icy hot and smells a lot better too. A great tip is to apply a few drops of your deep blue with fractionated coconut oil to the sore area and then put a warm wet compress on top to help drive the oil in and get an even more soothing result."

POPULAR EXTRAS: I do not necessarily talk about these, unless I have time or if my class is geared more toward a specific topic, like stress, etc.

Here are a few talking points for you:



Balance is our popular spa in a bottle. Balance is a grounding blend and many love it for its ability to help maintain calm. It's delightful diffused and recommended to apply to the feet and behind the ears every day.



Aromatouch is an incredible warming blend of oils that helps to increase circulation and bring soothing relief to the muscular system. The smell is intoxicating as well, so you'll want to diffuse this for relaxation and comfort.



Serenity is a restful blend that contains lavender and other calming oils that can bring peace to the mind even in some of the most stressful situations. If you are dealing with anxious thoughts or have trouble sleeping, this is an oil you might want to start with.



Wild Orange is truly sunshine in a bottle. Its aroma is sweet and fresh and it is both invigorating and relaxing. This is a great option for drinking and cleaning as well and can be switched out with lemon for variety.

Transition: "Let's turn to the next page and briefly talk about the foundation of good health. I find this to be such an important part of the class because it's a good reminder about practical things we can start doing to improve our health, energy and mood."

4-5 MIN



FOUNDATIONS OF A HEALTHY LIFESTYLE



"The foundations of a healthy lifestyle is what I want to draw your attention to.

We all know that **food** is fuel - and one thing that I want you to keep in mind is everything you eat either feeds disease or fights disease, there is no neutral. With that in mind - as you drive home or want a snack later, choose the apple over the Cheetos. It's the small, daily improvements that can make the biggest impact. Taking Life Long Vitality sets you up to win in this way. We'll chat about that in a second.

On top of that, I want to encourage you to move more. Your body will thrive with **movement**. Find something you love and do more of that. Deep Blue comes in very handy when pain or discomfort might be keeping you from moving the way you want.

Next, keep in mind that **resting and managing stress** have a huge impact on our health, but they are often ignored and pushed to the side because of our busy lives. Balance, Serenity, and Frankincense can help you maximize peace and make smooth transitions between work and home.

Reducing toxic load is so easy with dōTERRA. Go home and throw away the toxins that are clogging your cells and disrupting your hormones. dōTERRA has everything you need to clean your body, head, teeth and house. This is my favorite thing to help people do—declutter their toxins.

They say a Pound of Cure is worth an Ounce of Prevention - it is so much easier to live in a way that prevents sickness and disease than to try to fight it after it has set in.

3-4 MIN



LIFELONG VITALITY (LLV) A MULTI-VITAMIN REVOLUTION



Everyone can benefit from our Life Long Vitality Supplement system. This is a product that sets you up to win with vitamins, minerals, omegas, and antioxidants. As we age, all of these things begin to deplete in our bodies and our food doesn't contain enough vital nutrients on a daily basis. Because LLV has a **30-day money back guarantee**, I want to challenge you to try it! I hear testimonies about this all the time - but now I want you to have your own.

When you order LLV, refer back to this handout for tips on taking them.

5-6 MIN



GET STARTED WITH A KIT

"Okay - let's talk about how you can get these oils in your home. With dōTERRA, anyone can get a wholesale membership (similar to Costco) which gives you the deepest discounts and exclusive deals. You can pick any enrollment kit and that makes you a wholesale customer automatically. It's so easy. I encourage you to choose a kit that fits your needs and budget and get started right away.

I'll guide you through the kits so you can see what makes the most sense for you.



The **Natural Solutions Kit** is featured because it is the most popular enrollment kit. With this kit you get the oils, a variety of supplements including Live Long Vitality, a diffuser, oil case, and personal care products to help you reduce toxic load. This kit is amazing. The cost is \$550 but that is \$228 less than wholesale - so the savings are incredible. In addition, you can get a \$100 credit for future products, which I will explain to you, if that is the kit you choose.



Below that, the **Home Essentials Kit** has the top ten oils plus a great diffuser. This kit is like nature's medicine cabinet. You will just need coconut oil and veggie caps and you are all set for a healthier season.



The **Family Essentials Kit** is similar but I do want you to notice the price. The family essentials is only \$150, which is budget friendly. However, it is only 5 ml bottles. Look back at the Home Essentials kit—those bottles are 15 ml. 3 times the oil! But is it 3 times the price? Nope! It's not even twice the price. So if you are looking for value, the Home Essentials Kit provides the best value.



The **Diamond Kit** is another option that we see people choose when they are ready to make serious choices in their health. They know they need a complete overhaul for themselves and their family, and they are ready to own their health and take action. Please let me know if that is you and I will let you know about the other perks of that kit.

So use your pen and mark the kit that stands out to you. Usually the one that speaks to you is going to be best for you. If you need a few add ons - they are in the last box.

Transition: "The next step is to fill out the form on the next page. As you are doing that, I will come around and answer any questions"



Note: I only give the option of paying \$35 and picking a la carte if they ask. Complicating this process with too much information is not helpful. Try to keep this as simple as possible.

I actually collect their enrollment forms. I say, "Once you have your form filled out, give it to me and I have a few more fun things to share."



PRICE LIST

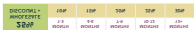
This is here for reference, we do not specifically address it in a class. Note the most popular products and add-ons are **bold**.)

>1 MIN



LOYALTY REWARDS PROGRAM

"Notice the Loyalty Rewards Program - in the future, when you run out of your favorite oils or want to try new ones, doTERRA rewards you for ordering more. It's like a subscription box except you save even more when you purchase, whereas most subscription boxes you are just paying a premium for the service. This is the way to get your wholesale discount plus freebies. I will go over it thoroughly with you once your order arrives."



3 MIN



HOST A CLASS

"I would love to come to you and teach a class for you and the people you love. I am sure you all through of people that need to learn about the oils, right? I am going to pass my calendar around and I still have a few options for classes this month. If you see a date that works for you, snag it!"



I usually give them a small gift for booking a class, like a Live Naturally Upcycle spray. This is a very cost effective way to encourage classes. You can also print or purchase our calendar tear pads at livenaturallytools.com.

↑ **NEW!**
calendar tear
pads

>1 MIN



BUILD A BUSINESS WITH DōTERRA

The last thing I will mention is the fact that this can in fact be a thriving business.

"If you are someone who loves health and helping people, we should set up a time to talk to see if this would be a good fit for you. dōTERRA can be done either part time or full time and it's the most fulfilling work."



THE BACK PAGE

I usually show them the back page when I am helping them check out. Or you can address it now by saying:

"The back page is going to be so helpful to you. When your orders arrive, start putting into practice these daily habits."

"I am also here to help with questions. My contact info is on the bottom. Before you leave, let's set up a time to talk or meet to go over your order when it arrives. Sometime next week is usually ideal. I will give you a quick refresher and show you how to log into your account so you can shop at your convenience with your discount."



CONCLUDE

"Thank you so much! It's been a joy to educate you. I will continue to be a support to you as you continue on your health journey."