



CONGRATULATIONS! The desire to share essential oils with your friends and family means that you are part of the wellness movement that millions have joined!

FIRST, DECIDE HOW YOU WOULD LIKE TO SHARE:



HOST: I want to host an essential oil class or workshop and invite guests to come. (This can be in your home, online or at a local public space.)



CONNECT: I want to connect you with a friend or two, casually. (This can be in your home, online or at a local café.)



REFER: I would like to refer people to you, and let you take it from there.

NEXT, MAKE A LIST OF PEOPLE IN YOUR LIFE THAT HAVE SHOWN INTEREST IN LEARNING OR WHO HAVE COME TO MIND AS YOU EXPERIENCE AMAZING RESULTS WITH YOUR OILS.

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|---------|---------|---------|
| 1..... | 11..... | 21..... |
| 2..... | 12..... | 22..... |
| 3..... | 13..... | 23..... |
| 4..... | 14..... | 24..... |
| 5..... | 15..... | 25..... |
| 6..... | 16..... | 26..... |
| 7..... | 17..... | 27..... |
| 8..... | 18..... | 28..... |
| 9..... | 19..... | 29..... |
| 10..... | 20..... | 30..... |

HOST

- Make sure you **invite 25+ people** to ensure that 4-6 are committed to attend.
- Classes are **no frills**, but **highly engaging**.
- **I bring it all to you:** materials, oils, and solid education.

TIPS FOR INVITING:

Invite all of your friends **2 weeks** before the class.

Examples:

"Hello! I am so excited to have my oil girl, Carla, coming over next Thursday to teach a class about essential oils. I wanted to invite you because I know you would love it. It's right up your alley! Do you want to claim a spot? I only have room for 8 guests. Great! I will text you a reminder next week. I am so glad you can make it!"

"Hey John, I remember you being interested in my essential oils that I have at the office. I'm hosting a small get-together in a few weeks to learn more. Would you like an invitation?"

As you can see - inviting people to your class is simple and painless!

DAY OF THE CLASS:

Text, email or call your attendees just to remind them and confirm their attendance. I like to let them know something about the class.

Examples:

"When you arrive tonight, don't bother ringing the doorbell. It's broken. Just come on in."

"My house has a blue porch light. It's hard to miss! You can enter through the garage."

A FEW ODDS AND ENDS:



Don't burn candles or use any air fresheners the day of the class. I will bring a diffuser and make your home smell magical, promise!



Serving water, in glass (not plastic) is a great way to introduce your guests to the refreshing and cleansing benefits of oils. I will provide the oils.



Save any food or refreshments til the very end. It's a lot to juggle materials and passing oils around if they are served at the beginning. That being said, you do not need to have snacks - only if you want to.



A child-free environment is best to create a learning atmosphere.

CONNECT

Being a connector can be an ongoing role. When you encounter people in your sphere who want what you have, you can serve them by connecting them to me. This takes all the pressure off of you to be the essential oil expert, yet at the same time, helps your friends and family feel comfortable when meeting with me.

TIPS FOR CONNECTING:

Start a 3-way text or message with me, you and the person desiring to learn. Make informal introductions.

Example: *"Sara meet Emily! Emily is my essential oil guru, and she is more than happy to connect with you and help you learn more too. Let's figure out a time that works best for the 3 of us. Can you guys do Friday morning?"*

*Once you make the initial connection,
I can take it from there!*

REFER

Perhaps you find yourself too busy to host a class or connect with people. We get it! But you still have people in mind that need oils in their life. The best way to help them is to pass their info on to me. Let them know that I am qualified to teach them, easy to work with, and someone you trust. That's it! I will connect with them, teach them and invite them into our oil community so they can start their wellness journey.

Your referral is the highest compliment!

perks!

Hosts, Connectors and Referrers are all valuable to us as we continue to grow our business. Make sure you ask me what rewards I have in store for you this month!

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