



*share* dōTERRA<sup>®</sup>  
EMPOWER WITH NATURAL SOLUTIONS

# SHARING IS *simple* & REWARDING

Once you have experienced the benefits of dōTERRA®, you'll naturally want to share them with others. Think of those you know who could benefit from natural solutions. You can help them experience the power of dōTERRA, learn how to naturally makeover their medicine cabinet, and be empowered with the natural solutions dōTERRA provides.

## SHARE WITH FRIENDS & ENJOY A GIFT

Receive FREE dōTERRA products and cash rewards as a thank you gift for hosting a class and sharing the gifts of the earth with others!

## HOW THE SHARE PROGRAM WORKS:

- Share dōTERRA with others by hosting classes or one-on-ones within your first 60 days of enrolling. Your enroller will support you in enrolling your guests and helping them to make their orders.
- Opt into the Share Program on your starter kit order form or by logging into your Virtual Office at mydoterra.com.



## HOST A CLASS & RECEIVE FREE PRODUCTS + EARN CASH

Help others enroll with a wholesale membership to receive the best pricing and rewards. Receive 15% back in free product credits, plus receive a cash bonus of 15% of total PV sold.

$$1 \text{ NATURAL SOLUTIONS KIT } (400 \text{ PV}) + 2 \text{ HOME ESSENTIALS KIT } (225 \text{ PV}) + 2 \text{ FAMILY PHYSICIAN KIT } (110 \text{ PV}) = 1070 \text{ PV (Share Credits)} + \$160.50 \text{ FastStart Bonus}$$

Redeem share credits for one of the free gifts offered through the Share Program. Choose your gift package below or any combination of gift packages (with FREE shipping) at mydoterra.com.

### 500 Share Credits



Root to Tip Kit  
or



Active Life Kit

### 1000 Share Credits



Healthy Style Kit  
or



Spa Facial Kit

### 2000 Share Credits



Home Guard Kit  
or



Luxury Collection

**What some Wellness Advocates say about sharing dōTERRA:**

*"I love using dōTERRA so much that it feels natural to share with others. I love how sharing just happens like that." - Megan Ornelas*

*"I love sharing natural solutions with my friends and family. They are so excited to take care of their family's health naturally." - Jenny Swim*

*"I enjoy hosting classes and earning my product for free. It's really rewarding for me to be able to bring these oils to my family & others!" - Ashley Holloway*



# HOW TO *share* POWERFULLY

Follow the three interactions with tips and scripts below to set yourself up for a successful class. Sharing samples with your friends so they can experience the power of essential oils, following up, and inviting them to your class, and giving a reminder call and text before the class are key to your success in sharing. The three interactions is a proven method to ensure a better turnout of qualified and prepared guests. The timeline on the following page guides you through the ideal timing of the three interactions for your class.

## 1. SHARE OIL EXPERIENCE

Giving someone an oil experience is a simple but effective way to introduce your family and friends to essential oils, and get them excited to learn more!

### PREPARE

- Fill out the list on p. 6.
- Always have your oils on hand so you can offer anyone an oil experience. Make samples by adding 10-15 drops to a sample bottle and placing a sticker on top.
- Partner with your Wellness Advocate as needed.
- Prequalify by asking if they've had experience with natural alternatives, essential oils, or dōTERRA.

SCRIPT: *"Essential oils have been such a gift for my family's health. I started using them because (share your experience). Have you ever used natural alternatives? Are you familiar with essential oils? Have you experienced dōTERRA essential oils? What health concerns are you experiencing in your family now? Are you open to trying a sample for your [health concern]? When is best to get that to you?"*



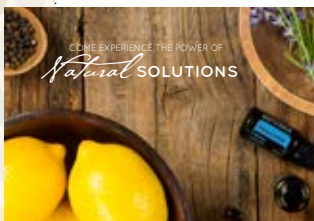
*Intro Guide*

### SHARE

- Take a personalized sample, an *Intro Guide*, and instructions on how to use the oils for their health issues.

SCRIPT: *"I love \_\_\_\_\_ oil. (Share your own experience and instructions on how to use.) Can I check back in with you in a few days to see how that worked for you? Keep in mind that everybody's body chemistry is different. We can try a different oil that may better meet your body's needs."*

## 2. INVITE



- Now that they've had an oil experience, they will be excited to learn more!
- Invite them to your class or one-on-one as you follow-up.

CLASS INVITE SCRIPT: *"Just checking in to see how the \_\_\_ oil worked for you." "Would you like to learn more about essential oils? I'm having a class on \_\_\_\_\_ and I would love to have you join us!"*

### *Invitation*

ONE-ON-ONE SCRIPT: *"Just checking in to see how the \_\_\_ oil worked for you. What was your experience? Are you open to learning more about essential oils? When can we meet? I'm so excited to share some of the natural solutions I've discovered with you!"*



If they didn't have success it's typically because of the amount, the frequency, or the oil itself. Nutrition and hydration also play a part in the effectiveness of the oils. You may ask:  
*"How did you apply it? How often? You may want to apply them more frequently. The oils work best with great nutrition and hydration. How was your hydration and nutrition?"*

If they did all those things and didn't have success:  
*"Each body responds so differently to essentials oils. Let's try a different oil to better meet your body's needs."*

- Continue to inspire by sharing additional oil experiences.
- Ask permission to give them a quick reminder call prior to class.
- Send or deliver an invitation. To download a class invitation, go to [sharesuccess.com/invitation](http://sharesuccess.com/invitation).

### 3. REMIND

Have you ever forgotten something important to you just because life happened? Make the extra effort to remind your guests of the valuable solutions they'll discover at your class.

**PHONE** – 48 hours prior to class

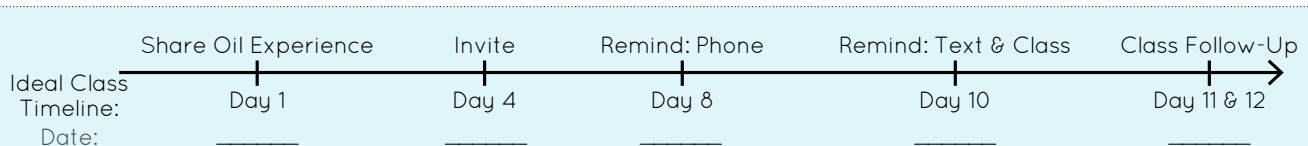
*"I am so excited for you to find some natural solutions for your family and learn about essential oils. Come prepared with your health concerns and any questions you may have."*

- Share how learning more has made a difference for you.

**TEXT** – 2 to 4 hours prior to class

*"I am excited to see you tonight! You're going to find some amazing answers for you & your family. Bring a friend if you'd like."*

For video and more ideas on what to say at each interaction, go to [sharesuccess.com/sharescripts](http://sharesuccess.com/sharescripts).



# WHO DO YOU WANT TO *share* WITH?

As your class approaches, your presenter will be in touch with you to set you up for success. They will also bring any needed materials to your class. Contact them with any questions you may have. As you prepare to share:

- Use the space below to list the names of those you know who could use natural solutions.
- You can share with them by connecting one-on-one or hosting a class.
- Invite 15+ people to have an ideal class size of 5-10 attendees.

**PREQUALIFY:**

	Natural health	Essential oils	dōTERRA*	Name	Email	Phone	Health Concern	3 Interactions:			Follow Up/ Enroll
								Share Oil Experience	Invite	Remind 48hr/4hr	
1								P	T	F	E
2								P	T	F	E
3								P	T	F	E
4								P	T	F	E
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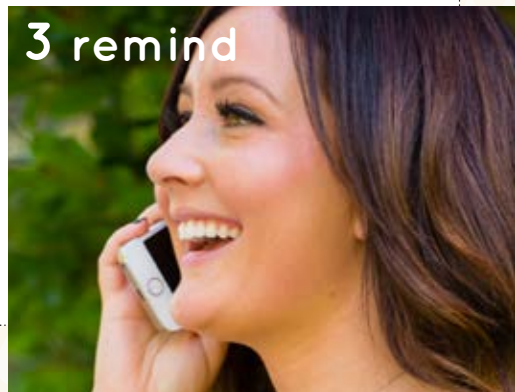
Rosemary



1 share



2 invite



3 remind

## CLASS PREPARATION

- Create an atmosphere for learning with comfortable seating and temperature. Also create a space for presenter to set up materials and display oils.
- Be prepared to introduce and edify your presenter in 1-2 minutes.
- Prepare to share with the class why you invited them and a short oil experience in 2-3 minutes.
- An ideal class should last up to 1 hour with 30 minutes post class Q & A and/or closing time.
- Anytime is a perfect time to host a class. Tuesdays, Wednesdays, and Thursdays typically draw the best attendance.

**TIP:**  
Edify with a warm introduction of:  
1) who they are,  
2) where they've come from, and 3) why they are worth listening to.

Host: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_  
Presenter: \_\_\_\_\_ Location: \_\_\_\_\_ Time: \_\_\_\_\_

## CLASS REFRESHMENT OPTIONS

- Add a few drops of Lemon, Wild Orange, or Grapefruit and Cassia to drinking water. Serve in glasses.
- Put 2-3 drops of OnGuard or Wild Orange in a bowl of water. Add sliced apples and enjoy.
- Mix 2-3 drops of Cassia in greek yogurt for a delicious fruit dip.
- Add 2-3 drops of Lime to guacamole.
- Add a few drops of Peppermint, Wild Orange, or On Guard® into bowls of melted chocolate chips. Dip nuts or fresh fruit in melted chocolate.

## AFTER CLASS FOLLOW-UP

Make sure to follow-up with your guests within 48 hours of your class. Enroll your guests by logging into mydoterra.com. Click on "Dashboard" then "Enroll Wellness Advocate".

SCRIPT: *"I'm so glad you were able to make it to the class! What did you enjoy most? Which kit fits your needs the best? Would you like to order online or over the phone with me?"*

- Remind them of any specials or promotions you are offering.

## ONE-ON-ONE PREPARATION

- Think about their specific needs and come prepared with solutions.
- Bring oils to share, class handouts, and/or a digital presentation.

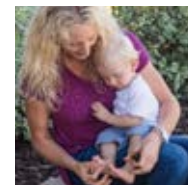


# CHOOSE *Your Path*

## CHOOSE THE PATH THAT IS RIGHT FOR YOU:

*live* dōTERRA

- I love learning about and using essential oils! I am happy to refer my friends and family to dōTERRA to help them find solutions for their health and wellness.



*share* dōTERRA

- I want to continue to host classes and share essential oils with others to empower them to find their own natural solutions. I want to help others enroll in dōTERRA and earn my products for free!



*build* dōTERRA

- I am passionate about teaching others about essential oils and how to use natural health care in their home! I would like to train others to teach and share a wellness lifestyle. I want to mentor and lead others to experience greater health and abundance in their lives. I want to supplement or replace my income to make a difference and realize my dreams!



## 3 EASY WAYS TO EARN YOUR PRODUCTS FOR FREE AND MORE

### 1. RETAIL PROFIT

Share with others and receive **25%** back.

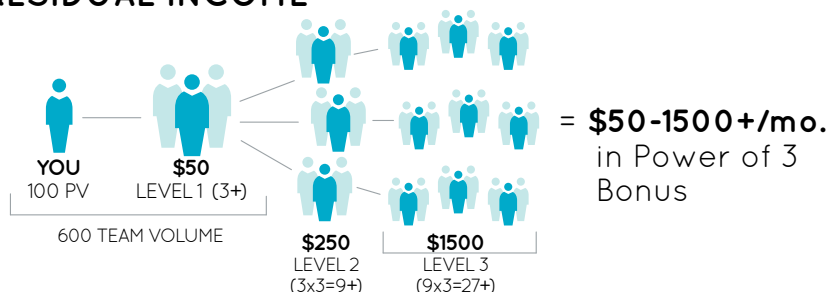


### 2. ENROLL OTHERS

Help others enroll with a wholesale membership and get paid **20%** of product volume.



### 3. RESIDUAL INCOME



**+Unlimited Earning Potential Through Unilevel Bonus**



Supplement your income by building a strong organization with recurring sales. To learn how to multiply or replace your income, schedule your business consult today and get started with the *Build Guide*.