

Empower Kit

(Diffuser – Water – Peppermint Balls)

Hi, I am (short intro).

Host ... (edify me, how we met, how they know me.)

You have been handed three sheets of paper. These have the information we are talking about today. You are welcome to take them home. The three sheets are:

1. **Guide to common ailments** – mark on here what ails you, a member of your family or friend. Other ailments in book.
2. **Oil Summary sheet** – mark on here who you believe would benefit from these oils. Prize for most names.
3. **What are Essential Oils** – this is information on what we are talking about today.

The reason I like you to have these handouts, is because what I have found as we go through the class there are certain health issues or oils we talk about that you'll find you are particularly interested in, or that you want to know more about.

So what I want you to do is make notes besides the name of that oil or make notes about something that we discuss in the class you want more information on. At the end of the class we are going to go around and answer your questions individually. So just use the handouts as a wish list.

Later we will hand out price lists and an order form.

- Today we are going to show how you can open your own wholesale account and purchase Wellness Products at the same price as me.

- We will also show you how to use the **Home Essentials Kit**. As we go through keep a note of the oils and the ailments you are interested in.
- We will see everyone individually at the end to discuss your personal needs. Please keep your questions till then.
- There are door prizes for attending today. Can you please fill in your cards with name, phone and email? Your details will never be used without your permission.
- If your mobiles are switched on, please can they be on silent.

dōTERRA as a Company (Powerpoint)

Growth Milestones

- May 2008 – doTERRA founded
- December 2008 – doTERRA reaches \$1 million in sales
- 2009 – doTERRA has first \$1 million month
- 2012 – doTERRA has regular \$1 million days
- March 2013 – doTERRA breaks ground on state-of-the-art corporate headquarters
- July 2014 – doTERRA celebrates 1,000,000 Wellness Advocates
- August 2014 – doTERRA corporate headquarters Phase 1 completed
- June 2015 – Phase 2 of the corporate headquarters is complete bringing 383,000 total square feet of professional office and manufacturing space online
- 2015 – doTERRA establishes Esseterre Bulgaria EOOD, a farming and distilling operation in eastern Bulgaria
- 2015 – doTERRA reaches more than \$1 billion in sales
- June 2016 - doTERRA celebrates 3,000,000 Wellness Advocates
- August 2016 – doTERRA ships products to customers in nearly 100 countries and has corporate offices in 17 countries

Corporate Social Responsibility

doTERRA Co-Impact Sourcing[®]

doTERRA works to improve lives and communities throughout the world. Many of the essential oils offered by doTERRA are sourced in

developing countries, where the growers and distillers are often at the mercy of third parties. doTERRA Co-Impact Sourcing helps create coalitions of growers and distillers that ensure local communities receive fair and timely payments to support their families and communities. doTERRA works with these coalitions to provide the resources, tools, and training necessary to ensure a long-lasting partnership. **(Video)**

doTERRA Healing Hands Foundation™

doTERRA focuses philanthropic efforts through the doTERRA Healing Hands Foundation. Its mission is to bring healing and hope to the world, for lives free of disease and poverty, and ultimately to teach impoverished cultures to be self-reliant.

The foundation is supported by contributions from doTERRA Wellness Advocates, retail and preferred customers, company employees and executives, and others who share our vision. Donations are collected through monthly contributions, one-time contributions, and select product sales.

The Healing Hands Foundation has been involved in many projects, including the following:

- Micro-credit loans providing renewable funding for entrepreneurs in developing communities.
- Clean water wells and programs.
- Building and revitalizing schools and clinics.
- Medical equipment and resources for hospitals and clinics.

We are going to talk about:

- What essential oils are?
- Why dōTERRA?
- How to use essential oils.

Essential oils are naturally occurring aromatic compounds extracted from plants and are 50-70 times more potent than herbs. (**Wild Orange**).

DōTERRA tests for standards of purity and potency. They are free from fillers, contaminants and artificial ingredients.

You use essential oils in three ways:

- Aromatically – you can inhale directly or diffuse. (**Easy Air**).
- Topically – Powerful as one drop services every cell in your body. (**Ice Blue**).
- Internally – Add to water. (**Lemon**).

The essential oils work inside and outside of your cells to lessen stress, build your immune system and systemically support you.

We'll now talk about the oils in the **Home Essentials Kit**. (This is one of the best values when you start.)

Oils and blends in the kit (*ask questions on ailments and talk about personal experiences and get them to mark on their sheets ailments and oils that interest them*):

- Peppermint – uplifting and cooling.
- Lavender – soothing and easing.
- Frankincense – good for everything.
- Tea Tree – skin support.
- Oregano – our top shelf immune support.
- Lemon – cleansing and restorative.
- Ice Blue – sore muscles and joints.
- Easy Air – respiratory support.
- Digestzen – digestive support.
- OnGuard – everyday immune support.

How do I Establish a Foundation for Optimal Health?

- Take supplements monthly – Lifelong Vitality Pack for vitamins, minerals and trace elements your body needs.
- DDR Prime – to support cellular health, function and renewal.
- Frankincense – promote cellular health and immunity.

How do I Improve my Lifestyle?

- Do you/your family have health challenges?
- Healthy weight management?

We will now hand out a further two sheets:

- 1. Price list and Kits information** – bold prices are what we are interested in today.
- 2. Order form** – information we need for you to place an order.

How to get dōTERRA essential oils:

- Buy retail from me!
- DōTERRA works from a wholesale membership, like a Costco card.
- \$35 fee and pick the oils you need.
- Or choose a highly subsidised kit option which includes the \$35 fee.
- If you want to overhaul the health of you and your family purchase the Oil Sharing Kit:
 - Best value for money, multiple bottles of same oils.
 - Best monthly reward offer
 - Free 200 credits (worth \$280)
- Next best option is the **Home Essentials Kit** and add Fractionated Coconut Oil for dilution.
- Once decided which kit you want to get:
 - Fill in order sheet with kit you want and any other oils.

When you have your kit and a membership there are three options:

1. Order whenever option – Wholesale Customer – unable to receive compensation.
2. Join the product of the month club – order 125 product volume
3. Join monthly ordering to get 30% back in product credits – this also allows for part-time earnings.

What path should I take with dōTERRA?

1. **Living** the dōTERRA lifestyle
 - a. Naturally manage the health of your family
 - b. Personalise for lifestyle, sensitivities and health.
2. **Sharing** dōTERRA essential oils
 - a. If using you will share with others
 - b. The share program rewards you with free product
3. **Building** a dōTERRA business
 - a. Working from home, Wellness Advocates introduce and educate others on the products
 - b. Achieve leadership ranks to supplement or replace your income

Hope you have been marking off the oils and ailments you are interested in.

Thank you so much for coming everyone! Ok, now we're going to go around and help you with your questions. Help you figure out how to best support the issues that you're dealing with in your health.

We will now draw the door prizes.