

**SIMPLE. EFFECTIVE. DUPLICATIBLE.**



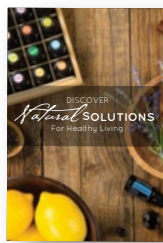
- 15 Sample Bottles
- 15 Invitations
- 15 Intro Guides
- 10 Class Handouts
- 10 Live Guides
- 8 Share Guides
- 6 Build Guides
- 1 Class DVD

**YOUR *Simple* CLASS KIT**



**INTRO GUIDE**

The perfect introduction to give a contact when giving an oil experience/sample. Based on the 10 most common health challenges. Note any instructions and contact info on the back.



**CLASS DVD**

Simple and effective tool to teach a class with any or all of the following segments:

1. The History of Essential Oils
2. Why Essential Oils
3. Grades of Essential Oils
4. How to Restore, Prepare, & Prevent
5. How to Use Essential Oils
6. How to Choose Natural Solutions



**CLASS HANDOUT**

Content-rich, interactive, proven, & powerful tool to share and teach about doTERRA. Includes price sheet, kit options, and tear-away Wellness Advocate Agreement.



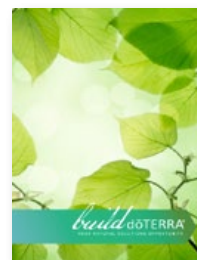
**LIVE GUIDE**

Engage in the doTERRA wellness lifestyle and LRP through this interactive, graphic-rich guide. Use the Wellness Consult to create a plan to reach a 90 day wellness goal with doTERRA's natural solutions.



**SHARE GUIDE**

Share doTERRA and host successful classes, highlighting doTERRA's Share Program. Track progress from invitation through enrollment and followup.



**BUILD GUIDE**

Experience doTERRA's powerful opportunity through testimonials and a visual comp plan. Engage and get started with the Elite Plan and the first 10 steps using this interactive workbook.

**ENGAGE, EDUCATE, & EMPOWER TO LIVE, SHARE AND/OR BUILD**

## PREPARE

1. Schedule class. Follow the Share Guide to set up your class for success. Share samples with & invite 15+ well-qualified attendees.
2. Watch DVD to select segments to show in your class (optional).
3. Give class handout and a pen/pencil to attendees to engage them throughout the class.



## TEACH

1. Share why you love doTERRA and wanted to host a class, along with a successful oil experience.
2. Page 1 (5-10 minutes max.):
  - Explain the return to natural solutions and the value of CPTG essential oils (great time to use the DVD).
  - Oil bottles are featured to remind you to start sharing these oils from the beginning.
3. Page 2-3:
  - Engage & invite attendees to write down answers to all questions during the class (**engagement = enrollment**). Explain what to write down with an example; pause for a few minutes while they write their responses.
  - Select a few oils to highlight from page 2 & 3 based on the needs of your audience. Continue to pass around oils throughout as needed.
  - Spend most of your time on page 3, guiding them to note any needed natural solutions at the bottom.



## ENROLL

1. Close using the price sheet, enrollment kit page and tear-away Wellness Advocate Agreement.
2. Offer incentives: highlight the Live Guide and Wellness Consult, along with any additional company incentives.
3. Invite to receive free products by hosting a class, and/or to supplement/replace their income by partnering with you.



## FOLLOW-UP

1. Do a Wellness Consult; support their success by creating a 60-90 day wellness goal that can be reached using their doTERRA natural solutions.
2. Ask with whom they want to share, and/or if they want to host a class.

