### Simple. Effective. Duplicatable.

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

#### 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

#### 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.

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Engage, Educate, & Empower to Live, Share and/or Build

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PREPARE


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.