



Introduction to Sharing doTERRA 'Strategy Session'

People Join doTERRA with different objectives..

Which One Are You?



SHARER

- ✓ Personal use
- ✓ Occasionally introduces people to doTERRA – no income requirement
- ✓ Any earnings will be very little, at best it may help to cover some of what you spend on doTERRA products

BUILDER

- ✓ Personal use
- ✓ A desire to build a doTERRA business with an income requirement
- ✓ Introduces 3 to 6+ people per month consistently
- ✓ Committed to learning how to help/support your team
- ✓ Wants to earn a consistent monthly income of at least £500 -£1000+ per month – wants to develop a long-term passive income stream with unlimited earning potential.

doTERRA provides a lucrative opportunity for committed people

helpful

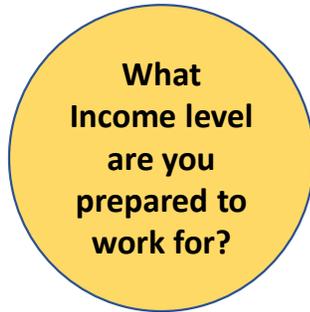
DOTERRA MONTHLY EARNINGS BY RANK

Rank:

Average Monthly Earnings:

First Time to Rank:

ELITE
PREMIER
SILVER
GOLD
PLATINUM
DIAMOND
BLUE DIAMOND
PRESIDENTIAL DIAMOND



£200/MONTH
£500/MONTH
£1200/MONTH
£3000/MONTH
£6000/MONTH
£11,000/MONTH
£25,000/MONTH
£75,000/MONTH

£400/MONTH
£800/MONTH
£2000/MONTH
£3500/MONTH
£6000/MONTH
£17,000/MONTH
£36,000/MONTH

There are variables which can effect your monthly income at each rank as an average income or first time to rank
*incomes shown in GB pounds.

launch your
doTERRA BUSINESS
today!

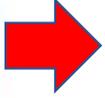


To build a doTERRA business it starts with YOU and your HEALTH

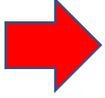
PRIORITiES



1. Health
2. *Income...*
3. ?



Establish your Daily Wellness Routine - Start to Swap Where You Shop! You can't authentically promote and educate people in something you don't do yourself



To Create an Income – you need to think like a business owner, i.e. how can I find people who may be interested in what doTERRA has to offer? All businesses NEED customers if they are to grow and prosper and provide the owner with an income. You are now a doTERRA business owner!

Let's check that you are good to go...

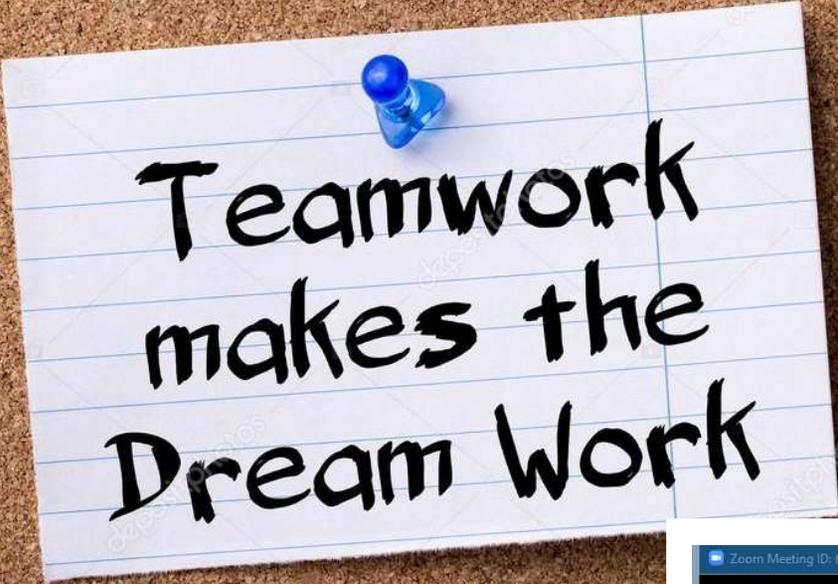


Off-Line

Both

Online...





Teamwork
makes the
Dream Work

We have a very simple system
that will help you to step
forward in your new business
in a very structured way

Keep regular communications
with your sponsor, they will
help and support you through
each step.



Understanding the doTERRA Compensation Plan

If you haven't watched this yet please do so, it's only 6 minutes It will provide you with a basics understanding of how you earn money with doTERRA in 5 different ways!

doTERRA[®]
COMPENSATION PLAN

Don't Worry if you don't fully understand It straight away! Neither did we!

Suffice to say that the more people you share doTERRA with the more commission you will make! and if these people share as well you will make even more!



View Tutorial

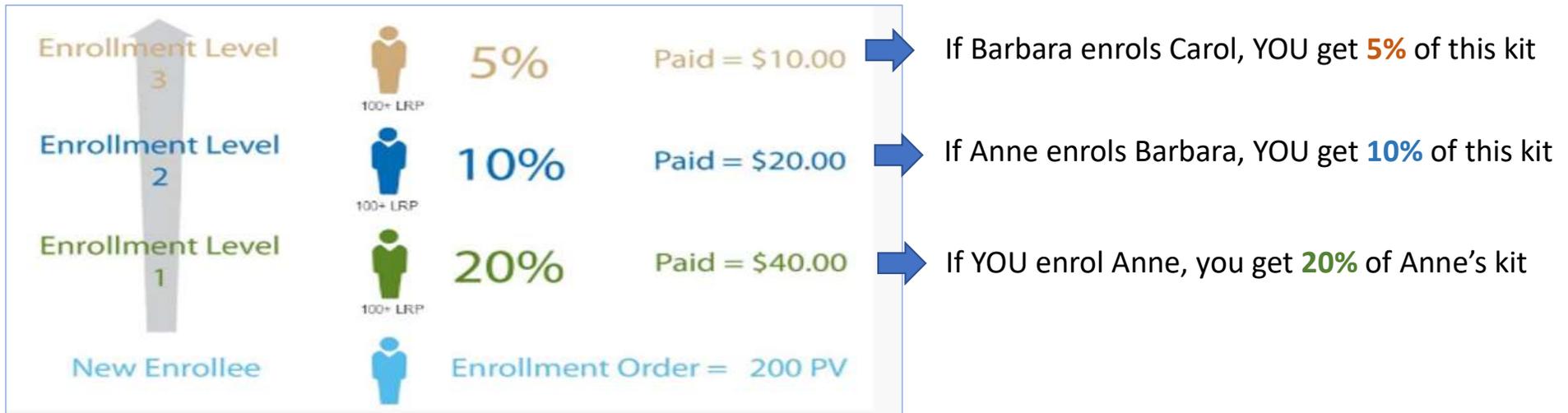


<https://youtu.be/eO5AHqboQwY>

The most important commission for new starters – paid weekly



FAST-START BONUS



On your PERSONAL enrolments you receive the 20% FAST-START BONUS on all enrollee purchases in their first 60days i.e. in this example your 20% on Anne. **However the 10% and 5% are paid on an ongoing basis.**

***your 100 LRP order must be set up at all times and process each month to receive commissions**



Previous Customers

Therapists

Common Interests

Influential People

Successful People



Social Media Contacts

Business Contacts

Family & Friends

Work Colleagues

Opportunity Seekers

It's not about trying to sell individual bottles of oils! We educate, empower, and allow people to decide for themselves...

★ **VERY** ★
IMPORTANT



The KEY to SUCCESSFUL SHARING is to invite people onto an Intro to Oils Class, the education is a game changer!

These classes run 3 times each week at www.LearnTheEssentials.info

If times/dates are not suitable, a replay can be viewed at www.121Oils.com

What to say when someone expresses an interest in our oils!

doTERRA are very different to other companies, we're not just looking to sell people oils, we provide FREE education....

We run a FREE online class where we explain how to use Essential Oils safely and effectively as our oils are very potent....

We explain how the oils can be used to support different health conditions, including how to use them for preventative healthcare...

We also have different ways you can purchase the oils, including getting 25% off retail prices straight away!

it's an amazing online class...You'll really enjoy it...

We run these classes throughout the week... the next two are on..... which one of these would work best for you?

IMPORTANT:

If you just sell 1 oil to the person you are doing them and you a disservice. By inviting them onto a class you are providing essential information that that will educate and empower them. This is the KEY to you building a doTERRA business. GET GOOD at INVITING people onto classes!! Your success depends upon this.

* We promote the classes in the team Facebook group

STEP 1 >

LAUNCH yourself!



Your Sponsor can help you with any responses that you get!

Just put it out... it's an important step to set your intentions! You are letting people know.. You are doing doTERRA...

Hi everyone

I'm very excited to share with you that I have joined the global leading Essential Oils company; doTERRA as a Product Consultant. These oils are "Therapeutic Essential Oils" [not fragrance essential oils] they are 100% pure grade, they are free from any artificial ingredients, fillers, or pesticides, they are safe and completely natural and not tested on animals.

They are very potent aromatic compounds, and can help us with everyday health related issues including preventative health care which is absolutely vital. These oils provide a natural option to using over the counter drugs and medications which as you know are laden with chemicals/synthetics and carry risks of side effects, dependencies, and long term ill effects!

If anyone would like to find out more, or is suffering from any of the usual conditions like; Insomnia, headaches, Arthritis, PMS, Hot Flashes, eczema, Indigestion, anxiety, stress, etc. etc.... Just message me, happy to help

Also if anyone is interested in finding out more about working with us, please let me know and I will send you some information. Please feel free to share my post if you wish. Thank you.

*Click on the link to view and download the template to adjust and use!
Let your Sponsor Know when you are ready to launch!*



<https://www.docdroid.net/Gg6HFUF/launching-your-doterra-business-on-social-media.docx>

STEP 2 >

Private message people

Message 1: This is a great message to send people you would like to introduce to our business opportunity.



Having the video's
in the message is
powerful, let the
tools do the work
for you!

Most people will
need a nudge in a
few days! i.e. did
you get a chance to
look at the info?



Hi, hope you're well. I just wanted to drop you a quick message, I've started something I think you could be very interested in...I'm excited as I've just joined the Global Leading Essential Oils company. The oils help us with our health, they are rather special as they are the most potent -purest, effective essential oils in the world! They are 100% Pure Therapeutic grade. They provide a safe and effective alternative to using over the counter drugs and medication which are laden with chemicals that can cause side effects, dependencies, and long-term ill-effects!

Have a watch of this 4-minute video, you'll be amazed, it explains exactly how these oils work: Natures Alternative: <https://youtu.be/sFKT2VEk6ec>

Then, have a look at this 3-minute video: Company Growth, WOW! <https://youtu.be/ZFY7UDrfcEk>

The earning potential is also very rewarding! Please let me know if you are interested in finding out more?

A private message you can send to a potential customer



Hi I hope you are keeping well, I've started using Therapeutic Grade Essential Oils and they are amazing, they help us with our health and offer a safe, natural and effective alternative to using over the counter drugs and medication which are filled with chemicals causing side effects -dependencies-and long-term ill-effects!!

Have a look at this 4-minute video, it explains it far better than I can, I would love to know what you think?

Natures Alternative: <https://youtu.be/N4Xrj0aEp00>

If you are a therapist or business owner, this is a great way to introduce doTERRA to your existing clients

Hello Everyone. We are really excited to announce a fantastic NEW service available to you as valued customer of [] please read on..

Due to the growing concerns about the use of prescription drugs and over the counter medications because of: side-effects -dependencies -the long term ill effects these chemicals can have within our bodies, more and more people are turning to Natural Health Solutions. We have therefore partnered with doTERRA , the world's leading company in Sourcing, Testing, Manufacturing and Distribution of Certified Pure Therapeutic Grade essential Oils (CPTG)These oils are not to be confused with "fragrance essential oils that just smell nice, they are 100% pure and free from artificial ingredients, fillers, synthetics -pesticides etc. They are the purest and most effective essential oils in the world. These oils provide a very safe –natural and effective alternative to using over the counter drugs and medication to help people take control of their health naturally.

If you are interested in seeing the health benefits of using our essential oils, or you suffer from an existing health condition, Eczema, arthritis, hot flushes, headaches, digestive issues etc, **we would like to invite you to attend a FREE ONLINE Intro to Essential Oils class to find out more, please reply to this email.**

Natural Medicine: <https://youtu.be/sFKT2VEk6ec> (4 minute video)

Validation that we produce the purest essential oils in the world : https://youtu.be/9sF_VPfyIMo (3 minute video)

P.s, if you would like to find out more about working with us to promote these amazing products, we would love to hear from you.

Click on the link to view and download the template for these messages: Feel free to adjust and use to suit yourself

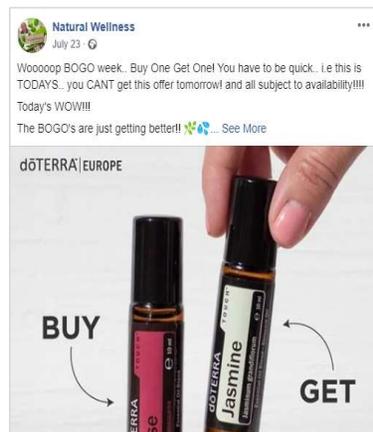
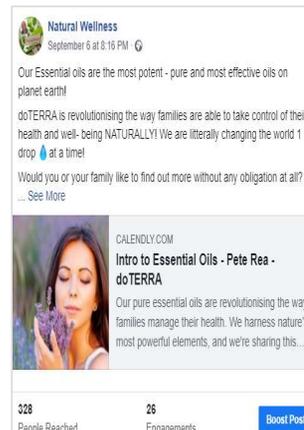


<https://www.docdroid.net/jvLjI62/reach-out-messages.docx>

STEP 3 >

Set Up a Facebook Business page

Your sponsor will help you with content off their page!



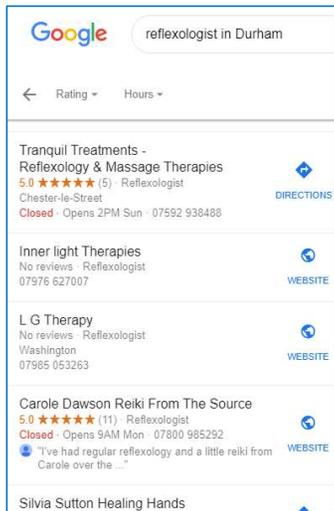
View a Video Tutorial
<https://youtu.be/3XE6Y9U0DvM>



STEP 5 >

Approaching Therapists - Salon – Business Owners

Find them on Google search!



Reach out to local therapists, aromatherapist, reflexologists, salon owners, beauty therapists. Maybe start with small one person outfits, they may be struggling and looking for a new way to add value to their existing customers whilst increasing their income! It makes sense as they are perfectly aligned with what we are offering!

Watch Video explaining why this is a great strategy!
<https://youtu.be/mvOP0RwLXdQ>



WhatsApp Strategy for approaching therapists!



WhatsApp

Click on WhatsApp image
to download template



Hi, I'm looking to establish connections with health and wellness professionals. We are the global leader of 'certified Pure Therapeutic Grade Essential Oils' they are revolutionising the way families are able to manage their health naturally.

We harness nature's most powerful elements and we share these gifts through our global community of Wellness Advocates and Health Practitioners like yourself.

A very natural synergy exists for us to potentially work together adding value to your client offering with an opportunity to increase your profits!

Our oils are the most tested and trusted in the world, here is a 3-minute video explaining why. https://youtu.be/9sF_VPfYIMo

I would welcome the opportunity to have a chat with you to discuss this further, are you happy for me to give you a call? Look forward to hearing back from you, thanks, Peter doTERRA ipc www.sourcetoyou.com



Teamwork
makes the
Dream Work

Weekly Review to see how things are going and agree your next steps

STEP 6 >

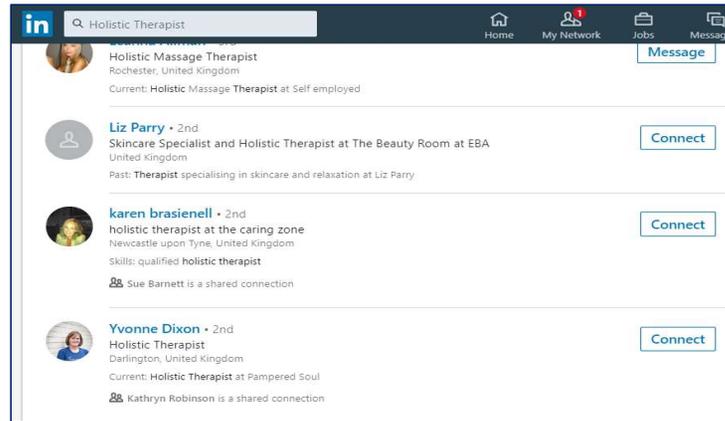
Prospecting on LinkedIn

This is an excellent platform to find the people we are looking for! It's all about CULTIVATE relationships to be able to introduce our products/opportunity to quality people!



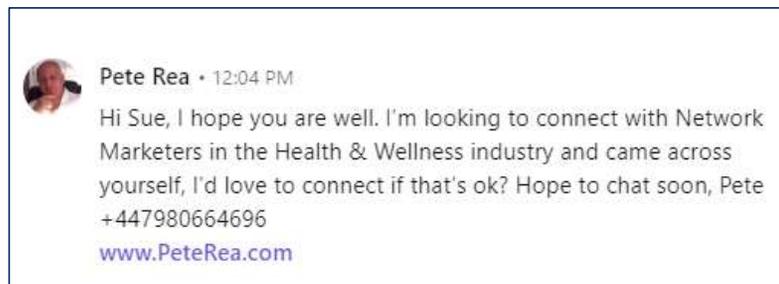
Pete Rea 
Award Winning Network Marketing Pro & Inspirational
Global Leader-Natural Healthcare Coach - Author: ONE LIFE
ONE SHOT!
Durham, United Kingdom · 491 connections · [Contact info](#)

Pete Rea NWM Success Coach



Search: Holistic Therapist

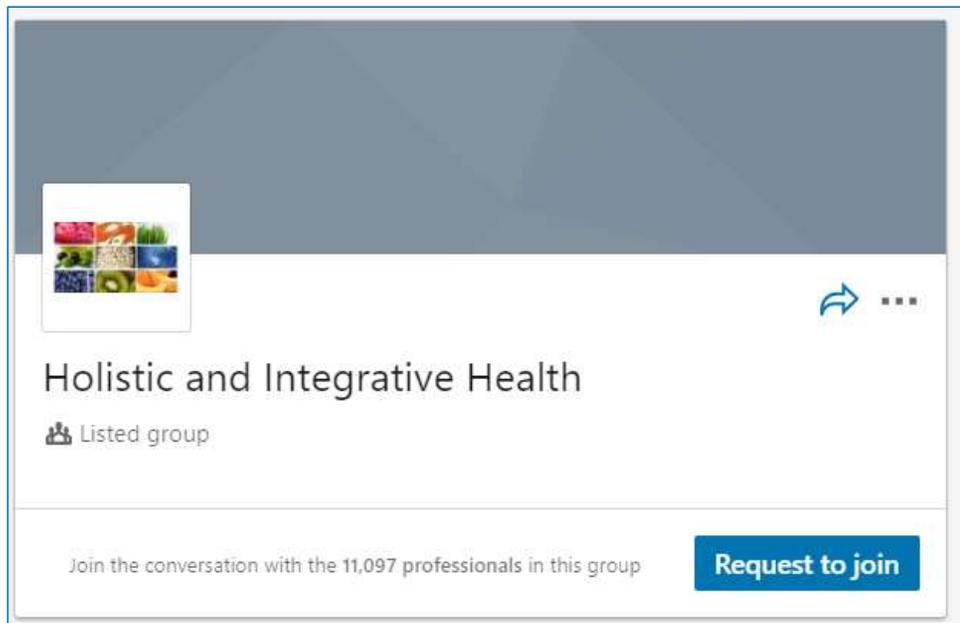
- Holistic Massage Therapist**
Rochester, United Kingdom
Current: Holistic Massage Therapist at Self employed [Message](#)
- Liz Parry** · 2nd
Skincare Specialist and Holistic Therapist at The Beauty Room at EBA
United Kingdom [Connect](#)
Past: Therapist specialising in skincare and relaxation at Liz Parry
- karen brasienell** · 2nd
holistic therapist at the caring zone
Newcastle upon Tyne, United Kingdom [Connect](#)
Skills: qualified holistic therapist
Sue Barnett is a shared connection
- Yvonne Dixon** · 2nd
Holistic Therapist
Darlington, United Kingdom [Connect](#)
Current: Holistic Therapist at Pampered Soul
Kathryn Robinson is a shared connection



Pete Rea · 12:04 PM
Hi Sue, I hope you are well. I'm looking to connect with Network Marketers in the Health & Wellness industry and came across yourself, I'd love to connect if that's ok? Hope to chat soon, Pete
+447980664696
www.PeteRea.com



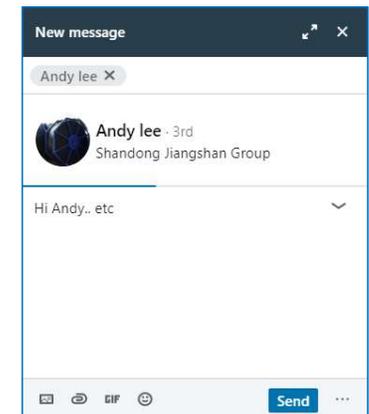
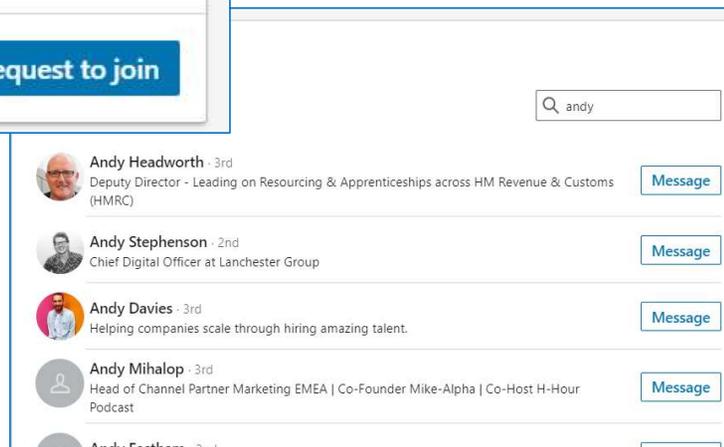
A way to get around having to pay for LinkedIn to be able to message people and connect with them on a FREE account!



1- **Search for a group** i.e. Network Marketing or Holistic Health THEN REQUEST TO JOIN

2- **After accepted in, click on the 'see all members'** then You can do a search for anyone called say 'Andy' it will Bring up everyone called Andy, **and you can message them** methodically!

3- **It's about CULTIVATION...** build some rapport! It's not a quick fix.. do a little every day!



STEP 8 >

Targeted Audience Facebook Ads

The screenshot shows a Facebook ad campaign interface. At the top, it says "CAMPAIGN" with a home icon. Below that is a sponsored post from "Natural Wellness" with the text "Wellness Advocate - Work with the Purest and most Effective Essential Oils in the World - 100%". The ad image features a woman smelling flowers and a South African flag. Below the ad, it shows "Andre Du Preez and 62 others" and "10 comments". At the bottom, there are "Like" and "Comment" buttons. Below the ad, there is a "Preview All" link. The "RESULTS" section shows "LIFETIME" and "7 DAYS" tabs, with "1 DAY" also visible. The date range is "30 September 2019 - Yesterday". The result is "35 Leads (Form)".

Facebook Target Advertising - Facebook Targeted advertising is a very important strategy that we adopt as a team to find and enrol people from all over the world. It enables us to select an "Ideal audience " which Facebook will expose our adverts to. This is an ideal way to generate prospect or customer enquiries to help you to build your business.

This is where the tools we have shared with you, the systematic approach we have developed in the team, and 'Targeted Ads' all come together!

The screenshot shows a Facebook post from the "Natural Wellness" page. The post text reads: "Certified 100% Pure: Therapeutic Grade Essential Oils. The most potent - pure, and effective oils on planet earth. As a Global Leader our oils are revolutionising the way families manage their health. We harness nature's most powerful elements and we share these gifts through our global community of Product Consultants. Would you like to find out more about the life-enhancing benefits from using our therapeutic grade essential oils? Would you like to find out how you can join our global community and share these gifts with others?". The post image shows a woman holding a green leaf. The post is liked by "Natasha Chetty".

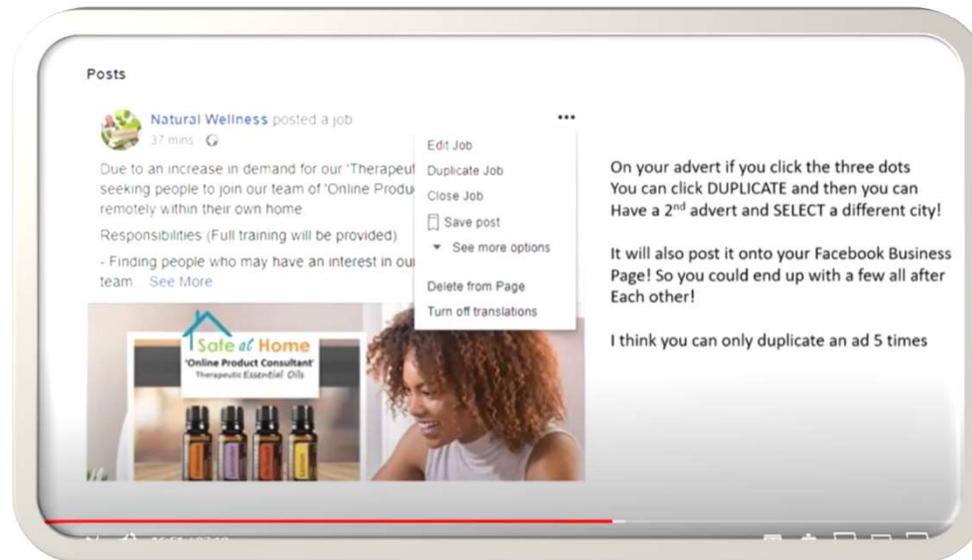
View the video tutorial here at <https://www.youtube.com/watch?v=DSMq5RocRI0&feature=youtu.be> showing you what a prospect sees and how the website and scheduler all connect to facilitate the process. It's very clever!

Placing a Facebook Job Advert

Here is a step by step tutorial. Creating a Facebook 'Job Ad' is a way you can find people looking to earn an income! This is far less known about than other lead sources! Whilst we are NOT promoting a JOB, if you follow the instructions in this video tutorial you will be able to take advantage of this **FREE** lead generation method.

See the slides here used in creating this video: <https://www.docdroid.net/UHKMVZT/jobsonfacebook-pptx>

View the Video Here: <https://youtu.be/G5LuxQMDIP8>



Free Website

This free website site will enable you to advertise your business – and will allow your prospects to book directly on to a class presentation.



Our pure essential oils are revolutionising the way families manage their health. We harness nature's most powerful elements and share these gifts through our global community of Product Consultants

Hello & Welcome. You've probably been sent to this site as you've expressed an interest in our Therapeutic Grade Essential Oils...

It's highly likely that you've replied to one of our adverts. Whether you're simply looking to find out more as a potential customer, or you're interested in how you can work with us as a Product Consultant, you're in the right place...



Book onto our FREE online 'Essential Oil' Class

Discover the life-enhancing benefits of using the most pure, potent, and effective essential oils on the planet.

Attend a class that's convenient for you.

SELECT BELOW...

Free Online Essential Oil Educational Classes

Tue, 14/7/2020	Thu, 16/7/2020	Sat, 18/7/2020
<p>7:00 PM - 7:45 PM</p> <p>Copy of An Intro to Essential Oils</p> <p>Online Class Presentation</p>  <p>Register</p>	<p>11:00 AM - 11:45 AM</p> <p>An Intro to Essential Oils</p> <p>Online Class Presentation</p>  <p>Register</p>	<p>12:00 PM - 12:45 PM</p> <p>An Intro to Essential Oils</p> <p>Online Class Presentation</p>  <p>Register</p>

<https://tinyurl.com/yc5afd27>



WhatsApp

WhatsApp is an Essential tool that We use during prospecting!

We can send messages, audio notes, picture messages, do video calls, as well as call for FREE, it's also great that we can see when they have seen our message!

