

Online Essential Oils Made Easy Class Outline

Handout Link - bit.ly/EOsMadeEasyHandout

Powerpoint Link -

https://drive.google.com/file/d/1jPZaMGo8o_N9EpopcXnmtr73eYwXKYto/view?usp=sharing

Reminders while you're waiting for class to start:

- Put link to handout in chatbox
- Put phone number(s) in chatbox
- Pull out samples you sent
- "Let me see your face!" :)

Share screen to powerpoint!

SLIDE 1 - Intro

Let's get started!

Introduce yourself - 1 minute

Some of you are joining us because you're brand new to oils - welcome!

And some of you are joining for a refresher - welcome to you, too!!

SLIDE 2 - Class Goals

We are here because our goal and mission is to empower you!

This is not an exhaustive training on anything

We're dipping your toes and helping you understand the basics so you can make an informed decision for yourself

We'll go over 3 cool things about essential oils

3 ways to use doTERRA oils

Some of the most popular and versatile oils

And how to get oils in your home

SLIDE 3 - Text Me

So here's what we need you to do

Grab your phone and pull up a blank text message

You're going to be sending this text message to whoever invited you to this oil class!

So go ahead and put their contact info in

If you need their phone number we have them in the chat box

SLIDE 4 - Health Goals

In the body of that text we need you to put your top 1-3 health goals or concerns.

(Side note -- Put your name in the message first if we haven't ever texted before so I know who you are ;))

The health goals can be for you and they can also be for someone else in your household

So go ahead and work on those and while you're doing that I just want to say this

This is a really important step and here's why

We really love being able to work with people and customize/personalize a specific oil plan for them

Yes, there are oils that are universal and versatile and I honestly think every home should have

But we want to be able to help you with - what are we working on, here's an oil that can help, and here's how you would use it

And break that down

Essential oils don't have to be overwhelming or complicated but really the most important place to start is what are you wanting to use essential oils for?

Let's talk about 3 Cool Things about EOs - remember, if you remember anything from our class we want it to be these three things!!

Slide 5 - Safe & Natural

The first cool thing about doTERRA essential oils is that they're 100% natural and safe.

There's nothing added to the oil or taken away from the oil. They're just simply pure essential oils with no side effects and no addictions. They're safe for babies, children, adults and the elderly. Oils are extracts from plants that have amazing health benefits. A pure oil is about 50-70 times more powerful than herbs. One drop of Peppermint essential oil is equivalent to drinking 28 cups of peppermint tea. So they're really potent!

To help you feel how powerful doTERRA essential oils are, let me give you an experience with one of the most important essential oils: Peppermint. Put a drop of peppermint in your palm! Dab your thumb into the oil, and then hold your thumb to the roof of your mouth. Breathe just through your mouth and see how that feels! Now the other way we'll use it is by rubbing it between the palms of our hands, and then cupping our hands together and

breathing in deeply. Be sure to not get it close to your eyes because it might make them water!

So if you ever get an oil like peppermint in your eye, on your lip or on a sensitive part of your body, just use a carrier oil like fractionated coconut oil and directly apply it to the affected area.

It will take away the sting or heat fast. You can actually use a lot of different carrier oils like even olive oil! The reason we like to use FCO is that it's really good for your skin, and it doesn't leave an oily residue.

Now take your hands and rub them on the back of your neck. How does that feel? Amazing, right? That's how powerful these oils are!

What I love about these oils is the CPTG standard. It stands for Certified Pure Therapeutic Grade, and it means that these oils are completely pure and potent.

Pure means there are no foreign contaminants or fillers. Potent means that each plant was grown in a part of the world where that plant grows best, resulting in the absolute best chemistry for that plant. When you have the ideal natural chemistry, the essential oil extracted does exactly what we want it to do for our health.

So that's the first cool thing about essential oils- they are 100% natural and safe.

And just to recap on Peppermint's awesomeness, it's energizing, opens up your airways, great for fevers because it cools the body, and provides wonderful relief for headaches.

Slide 6 - Effective

The second cool thing about essential oils is that they are more effective than many modern approaches to health problems. Before we move on, do we have any medical professionals on with us today? Okay, what I'm going to share will sound very elementary to you. Most of us in this room don't have the medical training you do, so I'm going to really simplify things so this makes sense to everyone. Is that okay? Let's go back to biology 101

Let's say this is a cell in your body, and we know that cells have oily cell membranes. The cell membrane protects the cell, it keeps all the good things in and all the bad things out. Now two of the things that are harmful to our cells are bacteria and viruses. Bacteria usually form on the outside of the cell and viruses duplicate the DNA on the inside of the cell. All you have to remember is bacteria on the outside and viruses on the inside.

Let's say you went to the doctor with a bacterial infection. What would he recommend for you? And after 7-10 days of that antibiotic it might clear up the infection but unfortunately it will also wreak havoc on your gut, hormones and immune system.

Now, if you have a virus like the cold or flu, what would he say? The reason why is because most of the modern recommendations are water-based synthetic medications - and frequently come with side effects and addictions. Water and oil don't mix, so water-based medicine has a really hard time penetrating through that oily cell membrane and stopping the duplication of the virus.

Essential oils are different. They are oil-based, which means they can permeate the cell membrane. They can work on a cellular level without side effects or addictions, and they can combat bacteria on the outside of the cell and prevent the duplication of viruses on the inside. That is why they are often more effective than the modern approach to health problems.

That is the second cool thing about essential oils. They are more effective than many medications.

Let's talk quickly about On Guard.

Slide 7 - Affordable

The third cool thing about essential oils is that they are more affordable than traditional medical care. Let me explain...

Who can tell me their copay for visiting the doctor? (You can just put it in the chat box - I'm going to keep going.)

And if your doctor gave you a prescription for an antibiotic, how much would it cost to fill the prescription? (Again, just put it in the chat box.)

Even with amazing insurance, you still have to factor in gas to get to the appointment, time off from work, exposure to other germs, a sitter for your other kids so they don't get exposed at the doctor's office, etc. Even if you use your oils all day for 10 days it's still more affordable than going to the doctor and getting a prescription that won't work for a viral infection. I just want to point out I'm grateful for good medical care - if we need to go to the doctor, of course we do! But if we can handle it at home, we like to start there.

For example, when someone in my family has ear discomfort, we rub two drops of lavender and two drops of tea tree around their ear, apply a warm compress and repeat as

necessary over 2-3 days to get those eustacean tubes opened up and drainage to release. The application of those oils costs us about 64 cents each time.

We save hundreds of dollars a year in medical costs because of essential oils. You cannot afford NOT to use natural solutions! THAT is why essential oils are more affordable than traditional medical care.

And that is the third cool thing about essential oils!

Lavender is a great oil to use topically. It's great for calming your mind when you feel stress and anxiety, it helps with burns, bug bites and bee stings, and it's a natural antihistamine.

Alright! That's the 3 cool things about essential oils. They're 100% natural and safe, effective and affordable.

Now let's take a look at the 3 ways to use doTERRA oils

Slide 8 - Aromatic

Now that we know the three cool things about essential oils, let's talk about the three ways to use them. The first way to use essential oils is aromatically. Everyone take their fingers and pinch right above the bridge of your nose. Right under your fingers is your olfactory nerve. You can take your fingers off now because you look silly!

This nerve sends messages to the limbic system in your brain, which in turn sends messages to your entire body. Sometimes people think it's hokey to say oils affect the body just by smelling them, but let me illustrate.

When you go to the dentist, don't you love when the dentist administers the laughing gas? It's amazing how you can see immediate relaxation in extremely anxious patients by inhaling the gas. This is because the neurotransmitters in the brain are signaled by the synthetic compounds in the gas telling the body to relax. When you use essential oils aromatically, you are producing a similar effect. Remember how we just talked about the limbic system? This system is in communication with the same neurotransmitters (the hypothalamus) that produces a response in our body. The response can be just as quick as the laughing gas-as quick as 30 seconds according to studies!"

There are a few ways to use essential oils aromatically - you can breathe them from your hands, like we did earlier with peppermint, use them in a diffuser or breathe them right from the bottle.

Let's have an oil experience right now! Grab you wild orange. It's amazing, isn't it?! Not only does it smell really good but wild orange has natural compounds that help with stress and depression. This is one to have on you all the time!

So the first way to use essential oils is aromatically.

Slide 8 - Topical

The second way to use essential oils is topically. You can actually apply oils directly to the skin. For children and people with sensitive skin, you'll want to dilute the oils with Fractionated Coconut Oil. It's just as effective; it just takes a little longer to absorb so you won't feel that tingly sensation. You can even apply oils to the bottom of your feet- including babies -- and it won't bother them. The skin on the bottom of your feet is not sensitive, and the oil absorbs very quickly into the bloodstream. It's a great way to get oils into your system fast.

So the second way to use essential oils is topically.

Slide 8 - Internal

The third way to use doTERRA essential oils is internally. doTERRA essential oils are not only safe to take internally, they are recommended. The CPTG standards means these oils are medicinal grade, and are completely safe to ingest, unlike most other brands. You can put them in your mouth or drink them in water. If you don't like the taste, put them in a Veggie Cap. It's like concocting your own little natural remedy!

Some things that might be good for internal application would be - digestive support, weight management, even for a cold/flu.

So the third way to use doTERRA essential oils is internally

That's the three ways!

Aromatically

Topically

Internally

Now we're going to walk through some of our must have oils in addition to the lavender, peppermint and on guard we already talked about!

(For the following sides pretty much read what's on them and maybe add one or two specific tips. Keep it simple!)

Slide 9 - Lemon

Slide 10 - Frankincense

Slide 11 - Digestzen

Slide 12 - Deep Blue

Slide 13 - Breathe

Slide 14 - Wild Orange

Slide 15 - Adaptiv

Slide 16 - LLV

If I were stranded on a desert island, and I could only have one product with me, for sure - absolutely - it would be LLV. More people have gotten off prescription and OTC drugs with LLV than any other product doTERRA offers. Let me tell you what it does: it helps with three things:

It reduces pain and inflammation

It gives us more energy

It helps us with our mood

doTERRA feels so strongly about it that they give a full money-back guarantee, even if you've used all of it! If after 30 days you don't have less pain, more energy and a better mood, you can return the empty bottles and get your money back. It's a no-risk deal, and I always start with LLV.

TESTIMONIES!

Ask people who are on to share - you can include some canned testimonies if you have to

Slide 17 - What you can expect

Slide 18 - 3 Ways to Purchase

Now let's talk about how we can purchase oils.

The first way is at retail. Nobody here is going to buy retail. The only time you would buy retail is if you were at a chiropractor's office, a spa or another professional setting. It's the most expensive way to buy oils

The second way is wholesale. It's kind of like having a Costco card, where you have an annual membership that gives you access to their great products at the best prices. With doTERRA, having a wholesale membership allows you to buy at 25% below the retail price.

The third way, and the only way I Buy my oils, is below wholesale. This is the smartest way to purchase your oils so we're going to talk about one of the easiest ways to get your oils below wholesale.

As you have learned about the power of essential oils and how it changed our lives, you might be thinking, "Wow this is more than I imagined!" doTERRA wants to support you, we want to support you, on your health journey Our goal isn't that you have just one bottle of oil for acne or one bottle of oil for pain, because what happens then when allergies, a cold, a rash, the flu etc happen? We want you to have natural solutions to reach for that are safe, effective, affordable and don't have any side effects!

doTERRA puts together kits that are cheaper than if you bought oils individually. This is one of the ways you can purchase below wholesale. So if you add up the cost of all the oils, the kits will almost always be cheaper. All the kits include a free wholesale membership and you'll have everything you need at your fingertips, including all the support from us!

Slide 19 - Healthy Essentials Kit

This kit is great because you get 10 amazing oils in 15ml bottles (that's 250 drops of each oil!) and the Petal Diffuser. This one is \$249.

Slide 20 - Healthy Habits Kit

Wellness is a combination of healthy habits and good lifestyle choices. This kit includes products recommended for daily use in order to achieve and maintain a healthy lifestyle. It included the supplements that were key my in weight loss journey, deep blue rub which is a lotion with the deep blue oil that we talked about, terrazyme digestive enzyme, and five 5ml bottles of essential oils: OG, Frank, lemon, lavender and balance. A great start for those who want to start building a healthier foundation and improve the root cause of body issues. \$195

Slide 21 - Healthy start Kit

This kit includes everything you need to replace your traditional medicine cabinet with the top 10 oils. They come in smaller bottles, you get about 88 drops of each oil, and this includes a diffuser as well. It's \$160.

Slide 22 - Simple Solutions Kit

The Simple Solutions Kit is a great place to start with some of the must-have oils and then you can add, if you want, additional products in to customize a wellness plan. This one is \$105.

Slide 24 - Health Goal Reminder

All of you have had a chance to text us your top 3 health concerns. If you have thought of any others as we have been going through this information, you can go ahead and text those to us as well.

We are excited to help you get started and to get the perfect kit for you and your family. Just so you know there are other kits that we didn't even mention that you might like best!

Let's quickly talk about what you can expect now. You're going to hear from one of us! From whoever you texted. We've got your health goals and we'll reach out with our handy dandy reference book and help look up what you have going on and what oils will be helpful! We won't stalk you or hound you - we just want to help and answer your questions, alright?

Slide 25 - Hosting a class

By the way, would you like one of these? This is my keychain that holds my 8 on-the-go oils. It's perfect because you always have your oils with you. If a kid is crying in the back of the car, you have lavender. If someone eats the wrong thing while you're out, you have Digestzen. It's awesome and everyone needs one of these on their keys, in the purse, etc so they have access to the oils whenever they need them. Put a 1 in the chat box if you want one of these!

So here's the thing, you cannot purchase this from us. You can get it as a gift! If any of you would like one of us to teach a fun class exactly like we just did today for your friends and family, we will include the keychain in your welcome pack. Together we can decide on a date and you can choose who you'd like to come to your class. We'll give you an oil for your keychain for every person who attends! So you can earn up to 8 little oils!

So basically if you have four people who join the class we'll send you 4 little sample vials of oil and if you have 8 we'll send you eight and fill the whole thing up

"Share your most powerful testimonial"

Transition to Building a Pipeline Portion

What's next?

We want to invite you to stay on with us for a bit in the Zoom room if you'd like.

We're going to take the next 10 minutes to talk a little bit about the other aspect of doTERRA which is the opportunity to earn an income if you're interested.

Because a lot of people are curious about what that looks like, or could look like, and this is the easiest way to explain that!

Many of you just want your oils paid for because you love this and you want to be able to afford and buy as many oils as you want.

So you can stay and listen for 10 minutes and see if this is right for you - If you want to leave you can do that!

If you stay I can promise you that You'll be glad you did because honestly it's an opportunity that can completely change your life and, at the very least, it can give you free natural healthcare!

SLIDE 1 - Intro

We really do love what we do and it's a privilege to be able to take any amount of time to share that with others!

Let's get started!

Slide 2 - 3 Types of People

In doTERRA we have found that there are typically three types of people

People who just their products and using them

People who share it because they want their mom and best friend to have them too
They share them enough to get their oils paid for

Then there are people who build a doTERRA business

Who work to earn an income and make an impact

These are the people who want to put the time and intention towards this

Some people supplement their income and others work to replace it

So - what type of person are you?

How would you identify yourself?

It's ok if you want to live the wellness lifestyle using your oils - that's where I Started

For some, it kind of changes and you start to share - you can't help yourself!

And then when THAT works out many start to create a business

Slide 3 - Hauling Buckets

Ok, Now I am going to tell you a story.

THERE WAS A MAN WHO HAULED BUCKETS OF WATER FOR A LIVING. He lived far away from the closest water source and everyday, he hauled water from the nearest source to his village miles away. If he wanted to make more money, he would simply work longer hauling buckets.

AFTER MANY YEARS, HE GREW WEARY OF HAULING BUCKETS. He wanted a different lifestyle. Then one day, inspiration came. If he used his spare time to build a pipeline, eventually he could be free from hauling buckets. So he labored diligently for a few years to build his pipeline. It stretched all the way from the water source to the village.

THE DAY HE TURNED ON THE SPIGOT, EVERYTHING CHANGED. He no longer had to haul buckets for a living. He successfully created an unlimited supply of water and improved lifestyle for the villagers and himself, resulting in an abundant financial pipeline.

Slide 4 - Where are you?

Traditional job

Having a job is a blessing for sure! Don't get me wrong!

But you're trading hours for dollars

It's just not the ticket to financial freedom for most of us

With a traditional job there's a limit of advancements and earnings

You can just keep earning - they're usually a cap or a ceiling on that

Time freedom - you don't decide when you go on vacation or how long you stay, that's dictated by your employer

Then you're typically building someone else's dreams and you are just part of that dream
Unfortunately this probably comes at the sacrifice of your own dream

doTERRA opportunity

With doTERRA you're creating True residual income

This is Income that pays you when you're sleeping, taking time off, taking care of a sick relative, etc

There are no limits on advancements

You can climb the doTERRA ladder as much as you want

If someone else has stopped building you can keep going, you're not limited, you can even climb the ladder again and again

You can make your own schedule - work when your children are sleeping!

Sun is shining? Work tomorrow when it's raining!

You own this business and have control over it

Allow space for your other priorities and passion and helps you build your dreams

Slide 5 - Why doTERRA

There are a lot of opportunities, why is doTERRA the best?

doTERRA essential oils are the most tested and trusted essential oils. Almost all of doTERRA's oils and products are exclusive and unique.

They have over 8.5 million customers

doTERRA is used by doctors and hospitals worldwide

They are the largest essential oil company in the world - currently blessing people in over 110 countries

doTERRA had a growth rate similar to apple - you obviously are familiar with apple, they reached 1 billion in 7 years and doTERRA did the same in the same amount of time

Let's talk about doTERRA's record breaking retention rate of 65%! This is 4.5 times the industry average.

With doTERRA we all LOVE our products and they're replacing our healthcare so we all order it over and over again!

doTERRA Creates sustainable and meaningful partnerships with growers around the world

Privately owned company

Debt free without any outside funding

Slide 6 - How do I make money?

A question you probably have right now is "How do I make money?" This is the process. It's simple and tried and true.

You give samples of tiny little vials of essential oils to people
To teach them and show them how oils can work for very basic ailments! Examples would be a lack of sleep, needing better energy, headaches, a sore knee, etc

Then when they've had an oil experience you
invite them to a class and teach them three cool things about essential oils.

And then you help them pick out a kit to get started with oils in their own home

Last of all you support them with education, help them with what they have, help them order, and all this adds up to help them take their wellness journey to a whole new level!

Slide 8 -Testimonies

My Dad and I are going to talk a little bit about what doTERRA has meant for us

(Play video)

(Here's my story - feel free to use it or insert your own!)

For us we jumped into doTERRA before we even had kids. We knew that we wanted me to be able to be home with them. We pretty quickly realized that it was possible that I could bring Gary home from his full time job so we could live life together as a family and always have access to him. I just want you all to know that Gary loved his job, he wasn't unhappy, we just really wanted that time freedom.

In October 2019 Gary's position at work was unexpectedly terminated by corporate. BECAUSE of doTERRA, because of what we were able to create by helping other people with oils, Gary didn't go looking for another job. We decided to step into doTERRA full time, even though it was sooner than we had expected.

We now spend our days together as a family and I set my own work hours to maximize family time. I can't even tell you how this has transformed our family and our marriage. To have the time freedom to be together, be with our kids, work on our marriage, work on our parenting, grow things in our garden, cook together, do school together, etc. It's honestly hard to put into words.

NONE of this would have been possible without doTERRA and I am forever grateful for the opportunity doTERRA gives us to earn money.

Slide 9 - How much time?

If you're thinking, could this work for me? How much time do I have to do to get some money out of this?

Depends on what you want!

Free natural healthcare - 3-5 hours week

You'd sample people, help them get started and do some good follow up

You can utilize our classes and education!

If you want to supplement your income - 10-15 hours per week

To replace your income - 15-30+ hours. Less than 15 hours a week

That's really only 3 extra hours a day!

Think about the man digging his pipeline at night!

Just give up your Netflix or TLC every night and instead you can build a business that could change your life forever

Slide 10 - Could this work for you?

Here are a couple more things to consider

You have to love and believe in this product

That you want to talk about it all the time!

You have to be willing to help people on their wellness journey - that's what this job is all about!

Can you follow a system

Very very tried and true system that will help you be successful for minimum cost that's proven and works all over the world

Tell me what to do and I can do it! This is for you

Slide 11 - Next Steps

What is the next step?

I'm still listening! What do I do next!

IF you want to share or build with doTERRA you need to let us know!

And then you can attend the business made easy presentation (which is later this month)- we'll offer that online via Zoom

That call is a deeper dive into residual income and the compensation plan.

Our job is to help you get connected with us and the tools that will help you reach your goals

Sign up for daily mentor calls and start learning how to effectively share doTERRA

Slide 12 - Quote

Read quote

I hope something has inspired you, that something in your heart says I'm ready to learn more, and I would encourage you to follow that prompting!

Ok so let's talk about what's next.

I actually have a favor to ask. This is the only thing I'll ask of you. I want you to text or message whoever your oil girl is if you consider yourself someone who wants to share or build.

If you fall into this category we want to make sure we have a chance to answer your questions, support you and care for you well!

Reach out - let us know - thanks for staying on with us and learning more!

Q&A Time!