



Team RISE
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How to Hold 1-to-1 Appointments

7 Parts:

1. Agenda
2. Health Goals
3. Company Story
4. Top Ten Oils
5. Two Most Popular Kits
6. Wish List Appointment
7. Ask For Referrals

1. Agenda

“Before we get started I just want to quickly let you know what to expect today: we’re going to go over your health goals, a little bit about dōTERRA, we will look at the top ten oils and how they can help you, and I will show you the two most popular kits. You don’t have to buy anything but if you see something you like I can help you get it. How does that sound?”

2. Health Goals

****IMPORTANT! You may spend 15+ minutes on this.****

“Ok, what are your most important health goals?” Write their responses.

Keep asking, *“Is there anything else?”*, until they say no.

Then ask, *“What about your family’s health goals?”*

Write it all down!

Their health goals tell you exactly how to showcase each of the 10 oils that you go over.

3. Company Story

First ask, *“What do you already know about doTERRA?”*

Then tell them our company’s story. As you gain confidence, you can tailor the story for each person but here’s one to start with:

“doTERRA is one of the largest essential oils distributors in the world, working with families to use natural solutions for their everyday life. Families turn to us when their current approach to health is not achieving the results it's supposed to. doTERRA has raised the bar when it comes to purity - there are no fillers, no artificial ingredients, no dilution. The plants are grown in their ideal environments, and oils go through 5 levels of testing, to ensure purity or potency. So this means when you see the doTERRA label, you can be assured that you'll get the highest health benefits from the essential oils. If you don't like what you purchase and you return it within 30 days, you will get 100% product credit to try something else or 90% returned back to your card.”

4. Top Ten Oils

This is where you connect the dots on how the top ten oils - Family Essentials Kit - can address their health goals. Relate each oil to their health goals. Avoid passing out every oil, just hold up the bottle while you talk about it. Pass out 2 or 3, no more, for them to check out. Remember - they are buying the oils to fix their health concerns, not for how they smell.

Examples:

“You mentioned stress, sleep, and tension. Well just rub a few drops of lavender on your feet and the back of your neck before bed and you'll sleep great. How does that sound?”

“DigestZen is what you're going to reach for when you take the kids out for pizza and you had 3 too many slices. Just put a drop in your water or under your tongue and rub another drop on your belly, and it'll help things move and reduce your discomfort. Isn't that cool?”

This part can take some practice, but if you keep it short and fun, people will love it and learn so much from you. After each oil explanation, make sure to ask an engaging question like, *“What do you think about that one?”* or *“How does that sound?”* or *“Pretty easy, huh?”*

5. Two Most Popular Kits - Home Essentials / Family Essentials Kits

Hand them a simplified order form and a pen as you say,

“Now that we've gone over the top ten oils, I'm going to show you our 2 most popular kits. The first is the Family Essentials Kit and it comes with all the 10 oils we covered today for \$150. The second is the Home Essentials Kit and comes with the same 10 oils but they are larger bottles - 3x as much per bottle (except Deep Blue) - and you get a diffuser for \$275.”

This next question is super important, and, when asked exactly as written, works so well.

“I'm just curious (name), if you were to get a kit today, which one would be the best for you?”

Wait for their response, then ask,

“Would you like to go ahead and get that today?”

If yes, then have them fill out the order info.

If they say they can't afford it or want to check with spouse, offer to sell them an Intro Kit (Lemon, Lavender, and Peppermint) for \$30. You can have one in your bag just in case.

6. Set Up Wish List Appointment

“Our next step is to set up a second appointment. In this appointment I show you how to purchase on your account and how to get free products! I can meet on (insert two day and time options). Which works best for you?”

7. Referrals

“How did you like the presentation?”

“I’m just curious, who do you know would benefit from this? I’m on a mission to help as many people with their health goals as I can, and I try to only meet with people I’ve been recommended to or who I know personally. They don’t have to be people you think for certain will buy, just anyone who is nice and cares about their health. Who came to mind while we were meeting today?”

“If you could introduce me to 5 or more people via text or Facebook, then I’ll give you a special gift (special blend?) as a thank you.”

Family Essentials Kit - \$150



Home Essentials Kit - \$275



Name _____ Phone _____

Email _____ Bday _____

Address _____

Billing Address _____

CC _____ - _____ - _____ Exp. _____ CVC _____