


Structured Follow Up

- 1 - Open The Call 
- 2 - Set An Agenda
- 3 - Ask Questions
- 4 - Present information
- 5 - Close/ Gain Commitment

*We have a simple but effective system, if you follow this you
Will enjoy much greater levels of success.*

Hi is this..... Hi This is Peter from doTERRA, you
replied to our advert on Facebook about working with our
Essential Oils... Is it convenient to chat with me
for a few minutes? *(smile when you dial)*

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I just wanted to give you a bit more information and ask you a few questions if that's ok?

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Make this a relaxed conversation not a wooden questioning! Build a little rapport around their answers.. You are just looking to understand a little more about them

Was there anything in particular that made you reply to our advert?

What experience do you have with Essential Oils?

What is it you do for living?

What are you ideally looking to be able to do?

Thank you for sharing that with me, it gives me a better idea of what you are looking for...

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Ok, the next STEP is;

To attend our online class so you can find out more...

You can access this class from the comfort of your own home, it lasts approx 55 minutes, we'll be covering:

- ✓ The healing power of essential oils and what oils can be used to help certain conditions
- ✓ Preventative health-care and essential oils
- ✓ How to use oils safely and effectively
- ✓ How we source our products - the testing and purification process – and why our oils are the purest in the world
- ✓ We cover how you can secure sizeable discounts and what help and support is available to you
- ✓ And for those interested in working with us – we explain how rewarding this can be, and what help and support is available..

This class runs 6 days per week, let me just give you some of the days and let me know which day suits you best, ok... (state next 3 days) which day is best for you?

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Ok, just a little about how to access our class:

You will need to download ZOOM, it's FREE, have you heard of it before? You can download it to your smartphone – laptop – tablet etc..

- ✓ I will send you an email confirming the class details, with the zoom download info and access link etc...
- ✓ Please just let me know that you have downloaded zoom ok.. You'll need to do this in advance of the class, don't leave it until the day, just in case you encounter any difficulties..
- ✓ I'll send you a reminder by email and WhatsApp on the day of the class
- ✓ If you could keep 5 mins free for me after the class so I can give you a call back and I'll answer any questions for you whilst they're still fresh in your mind.. Would that be ok?
- ✓ Ok, lovely to chat with you, look forward to seeing you on...