

Why the INDUCTION Class?



Welcome to the
world of **doTERRA**
New Member
Induction

Starts at 11am UK

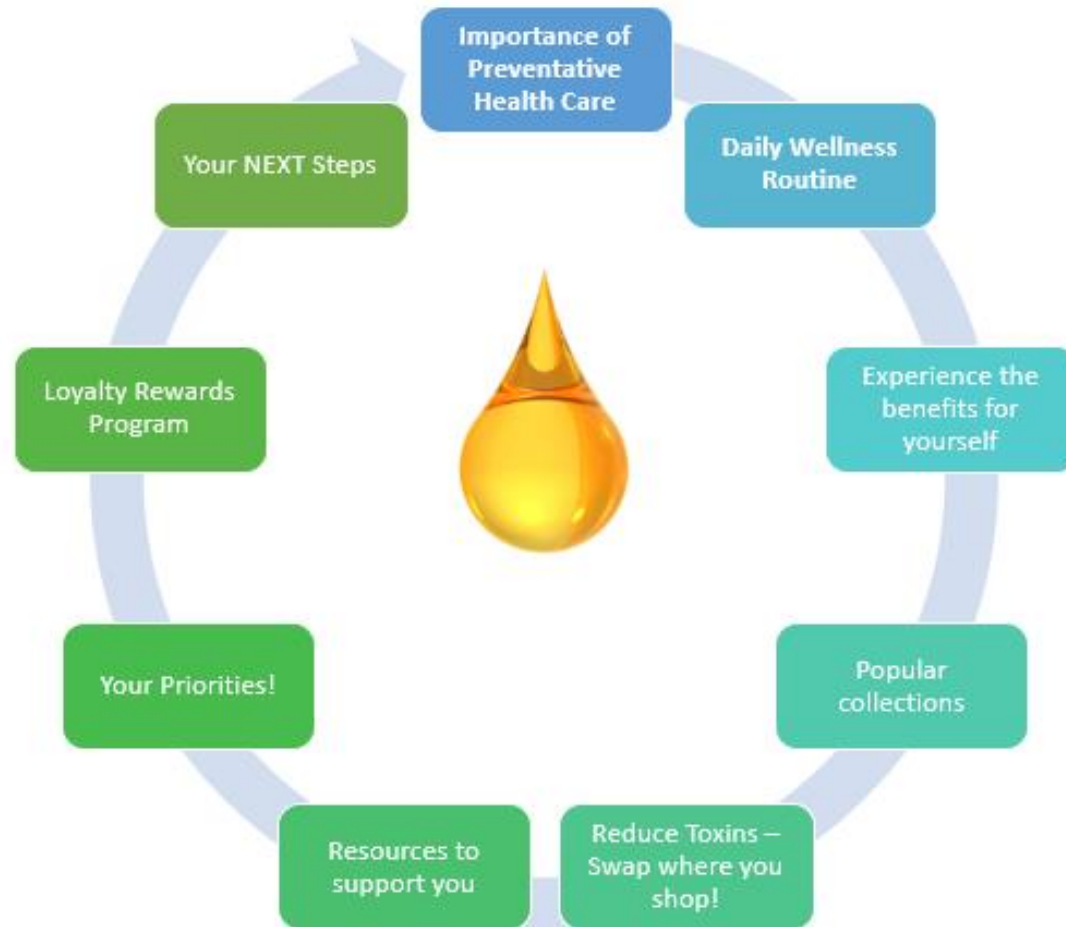
Let's be CLEAR and think Business!

The OIL CLASS promotes the KIT and enables you expand your team whilst providing huge value to the prospect!

The INDUCTION CLASS promotes DAILY WELLNESS ROUTINES and SETTING UP their LRP which creates your residual income whilst providing huge value to the prospect!

*We BOOK a new member into one of the 2 classes at the time of registering them into doTERRA, AND you agree to do the 15 minute session with them ASAP - KEY CRITICAL

Let's check out the HUGE VALUE...



**It Provides a Very
Clear NEXT STEP to
a NEW Person
who NEEDS
DIRECTION!**

Some KEY Messages...

Importance of Preventative Health Care

The first Wealth is....
Health!

Preventative Healthcare – daily habits!



Good News: With adjustments in our Lifestyle behaviours – adopting a pro-active daily wellness routine, we can start to reduce the risk of chronic disease and serious illness!



Disease prevention relies on anticipatory actions



Preventive healthcare is especially important given the worldwide rise in prevalence of chronic diseases and serious illness. In doTERRA you have an opportunity to increase your understanding of how you can take control your health naturally, reducing your risks and improving the probability of living better for longer!

Supporting optimal immune system function



We must pay more attention to these 4 key areas of health!

Preventative health care consists of measures taken for disease prevention, as opposed to disease treatment. Just as health comprises a variety of physical and mental states, so do disease and disability, which are affected by lifestyle behaviours, environmental factors, genetic predisposition, and disease agents.

Daily Wellness Routine

We are all creatures of habit, and routines offer a way to promote health and wellness through structure and organization. Having a routine can greatly improve your health. Understanding how our essential oils and health supplements can support you in establishing part of your routine is a great place to start.



Let's look at what oils you can start using straight away...

Lavender

Reduce Stress, Improve quality of Sleep, 2x drops of oil before bed. Also in diffuser while sleeping.

- ✓ Lavender "Widely used for its calming and relaxing qualities"
- ✓ Aids restful sleep
- ✓ Soothes skin irritations – bites – stings – burns – itchiness
- ✓ Eases muscle tension
- ✓ Calming for the emotions
- ✓ Great in the diffuser at night or in a bath for its calming & relaxing qualities

Lemon

Help to expel toxins, 2 x drops in water or in a veggie capsule every morning and drink or swallow.

- ✓ Cleanses and purifies the air and surfaces
- ✓ Detoxifier, naturally cleanses the body and aids in digestion
- ✓ Supports healthy respiratory function
- ✓ Promotes a positive mood and cognitive ability
- ✓ Add lemon oil to cleaning supplies, to the kitchen diffuser for fresh scents, to use as a natural sticker & pen remover, in water for a refreshing drink!

45 Lemons = 1 x 15 ml bottle
*in a sustainable way

Daily Wellness Routine

Frankincense

2 x Drops in water & drink Or in Veggie Capsule & swallow Every day to Support Cellular Health & boost Immune System.

- ✓ Frankincense "The King of all oils" When in doubt, use this oil. Powerful anti-inflammatory oil
- ✓ Helps build and maintain a healthy immune system
- ✓ Frankincense is a natural painkiller
- ✓ Helps prevent the breakdown of cartilage tissue by inhibiting the production of key inflammatory molecules
- ✓ Promotes cellular health (operate at optimum level)
- ✓ Anti-aging and Wrinkle fighter. Beautifying for the skin, reduces the appearance of skin imperfections, blemishes, and stretch marks
- ✓ Helps regulate oestrogen production in women and helps reduce the risk of postmenopausal tumour or cyst formation in the uterus (uterine cancer). It also regulates the menstrual cycle of premenopausal women
- ✓ Boosts to other oils
- ✓ Very spiritual meditative oil so great to diffuse to relax and rest the mind
- ✓ Frankincense oil has the ability to pass the blood brain barrier to assist in any brain disorder

ZenGest

2 x Drops in water & drink or in Veggie Capsule & swallow Every day to Optimize Gut Health.

- ✓ ZenGest Digestive blend
- ✓ Aids in the digestion of foods
- ✓ Acid reflux
- ✓ Heartburn
- ✓ Motion sickness
- ✓ Gas!
- ✓ Soothes stomach upset – diarrhoea, constipation
- ✓ Maintains a healthy gastrointestinal tract
- ✓ Great to use after a large meal. To help our digestion, reduce bloated feeling

One of doTERRA's best selling products!

The Number 1 Preventative Health care product One of Each 3 x times Per day. 30 day Money Back Guarantee!

Life Long Vitality Pack

As one of doTERRA's most popular products, **doTERRA Lifelong Vitality Pack** is full of essential nutrients, metabolism benefits, and powerful antioxidants designed to help promote energy, health, and lifelong vitality.

Primary Benefits

- ✓ General wellness and vitality
- ✓ Antioxidant and DNA protection
- ✓ Energy metabolism
- ✓ Bone health
- ✓ Immune function
- ✓ Stress management
- ✓ Cardiovascular health
- ✓ Healthy hair, skin, and nails
- ✓ Eye, brain, nervous system
- ✓ Liver function and digestive health
- ✓ Lung and respiratory health
- ✓ Gentle on stomach
- Non-GMO, gluten-free, dairy-free



* Equivalent of 12 servings of fruit & vegetables per day

lifelong vitality

Click Image to view Video

Your Price: £72.00

PV: 71

£2.40 per day to support Optimal Health

*Costa Coffee medium latte is £2.45!

According to research, ordering **take-aways cost the average Brit £1,000 per year**, which works out at around **£80 per month!** - Lifelong Vitality Pack £72.00!



Reduce Toxins –
Swap where you shop!



Swap where you shop!

done. It has a diverse range of products you probably don't even realise, we do. With the right tools and information you can 'swap where you shop' you can literally **buy from yourself** – **save money** with your increasing discounts which start at **25%** increasing up to a **MASSIVE 55%** on the Loyalty Rewards Program.

You can have whatever you want, **delivered whenever you want**, and you know they do not contain harmful chemicals and are **100% pure and natural...** **REDUCE TOXIC LOAD – IMPROVE HEALTH – LOOK AFTER YOUR FUTURE SELF – INCREASE YOUR DISCOUNTS!**

Reduce Toxins!

We all tend to purchase our personal care, home care, and health care products from here there and everywhere at different times of the month. We often lose track of **how much we spend**, we **don't necessarily receive discounts by being a regular customer** and often we buy products that contain **harmful chemicals**. Many of us are creatures of habit without giving too much thought to the outcome!



LOYALTY REWARDS PROGRAM





Loyalty Reward Program - LRP - the intelligent way to buy getting the MAXIMUM benefits from your membership

No-hassle, automatic shipment of the doTERRA products you use on a monthly basis 'Swap Where You Shop'

Receive up to 30% back of the Product Value PV on your monthly LRP order in product credits. This is in addition to the 25% discount you already receive – an equivalent to a MASSIVE 55% OFF IN TOTAL

Loyalty Rewards Credits

 months 1 to 3 10%	 months 4 to 6 15%	 months 7 to 9 20%	 months 10 to 12 25%	 months 13+ 30%
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Additional Benefit: Product of the Month

One monthly Loyalty Rewards order totaling 125 PV or more that processes on or before the 15th of each month, will include a free product!

You have the Freedom to increase, decrease, or even cancel your LRP order at any time! You are completely in control.

You change your LRP order right up to the day before your monthly ship date

If you are promoting doTERRA products to others it's a convenient way to meet your PV requirement to qualify to receive commissions

When you redeem your product credits for products! It really feels like you are ordering products and getting them for FREE

With LRP YOU get products for FREE! [WATCH VIDEO](#)

Your Priorities!

Please Share your priorities with your doTERRA sponsor
So they can help and support you to achieve your goal

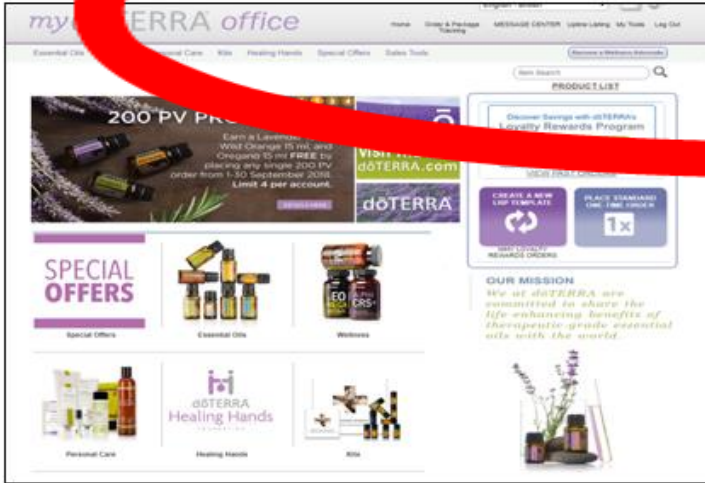
PRIORITIES

1. *Health?*
- 2.
- 3.

What would you like to achieve in doTERRA?

Your NEXT Step

Next Step 1 - Show you around your doTERRA back office and set up your Loyalty Rewards Program



Next Step 2 - If you would like to start sharing with others straight away, ask to attend a 'Strategy Session'

Thank you



Setting up their LRP

ESSENTIAL to follow through with this CONFIDENTLY!





Clear Thought makes clear speech!

Tips Following on from the Induction Class: Questions are the Answers!

What were your stand out takeaways? What resonated or what they missed!!

What were your thoughts on the daily wellness routine?

What did you think about the ‘Shop Where You Shop’ ?

You were asked to think about your TOP 3 Priorities, have you Identified these?

Let’s show you around the back office... YOU LOG INTO THEIRS and share your screen!

Let me show you how to set up your Loyalty Reward Program so you can start enjoying the benefits of increased discounts! **YOU START SETTING IT UP**

Remember this... all the KEY INFO ON THE CLASS, the questions you've asked, their replies... It's entirely necessary for them to want and need to set up their LRP

I also ask, are there any other Health Issues in the family that they need help with? (to see if we have some other products we can add to their LRP)

Are there any Specific Products you want? What about the Lifelong Vitality Pack?

Let them know this order is for NEXT Month – Show them how to EDIT it.. Take things off - add things on – change the date so that it suits them so that they are 100% IN CONTROL and fully confident.

When you finish the session their LRP should be set up!

**You will get more confident with it the more times you do it!
and the more times you do it the more your business is growing!**