



# 1<sup>st</sup> 7 Days...

**Welcome to our doTERRA Team.** We have a very simple duplicable system that will help you to step forward in your new business in a very structured way. Follow these simple steps as we guide you through your first 7 days, and remember you have your sponsor to help you with anything you are unsure about.

## Your first 7 days:

**Step 1 – It’s official, you are now part of doTERRA** - If your sponsor has not already booked in your “Wellness Consultation/Getting started session” please contact them to schedule this in ASAP. We do this in anticipation of your Kit arriving.

**Step 2 – Team Facebook Groups – You have been added and have access to a number of different Facebook groups.** These are our communities where we share information - tips advice - guidance - what’s going on etc. It really does make you feel part of something special.



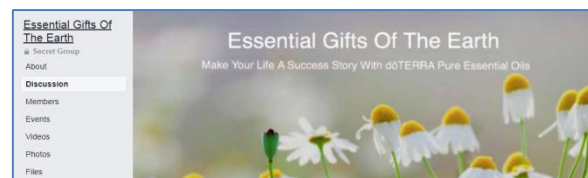
This is your team’s main Facebook group. We share more system specific info. We post updates, videos, documents, promote our team webinar zoom calls and share motivational info. Ran by Neil Young and Peter Rea



This is the wider teams Facebook group. This is where we welcome people to the team, so you can expect a warm welcome. We also share rank advancements, and share more generic info. This group is Ran by Andy and Sue Boswell.



This is doTERRA UK’s main Facebook group. It is ran by corporate staff and they provide more business related info with us, Updates, news, what’s happening etc.



This is a group ran by one of our successful doTERRA upline Advocates. This group is quite product led, so a good place to ask questions about oils or conditions etc.



This is another group ran by one of our successful doTERRA upline, Nathan & Rebecca. This group is a mixture of product and business info.

### Step 3 – Download your “Wellness Consultation Document/Getting Started” Document

This walks you through the 10 Core Oils and draws your attention to the resources you need to access to identify what oils can be used for what conditions – Your sponsor will go through this with you at a scheduled time, usually within the first 2 to 3 days.

Here you have an opportunity to get ahead by fast-tracking the first part of the wellness consultation by Getting to Know the 10 x Core Oils.



Click on the link to View

<https://youtu.be/jC7OwexhPQA>



Click on the link to view/download:

<http://docdro.id/23IXCqp>

You can also view a video of what a wellness consultation is like, again just to help you get ahead if you have some spare time:

**Wellness Consultation Video: 38 mins**



Click on the link to view:

<https://youtu.be/I5R XRkv0V2w>

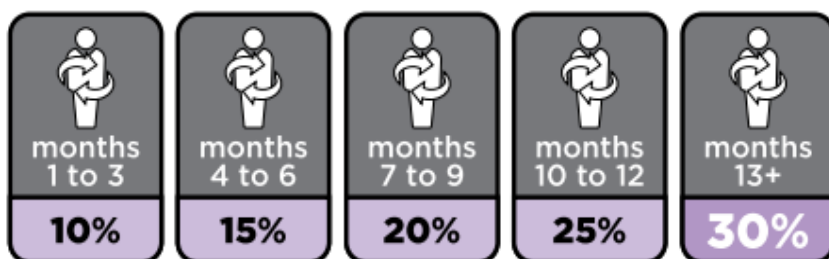
#### Step 4 – Zoom Call with your sponsor to go through the Wellness Consultation together

They will share screens with you and walk you through each section to make sure you have fully understood the information in the document – oils – resources – your doTERRA back office etc.

They will also explain how the Loyalty Reward Program works which is **the intelligent way to buy, to get the maximum benefits from your membership** - FREE Products – FREE Shipping – FREE Product Credits which can increase up to 30% back of your monthly orders. This is in addition to your standard 25% off, so overall you can increase your discount to what is the equivalent of a massive 55% off, definitely the intelligent way to buy your products.

Click on the link to view a 2 minute video overview <https://youtu.be/3H1wOkfcw7Y>

#### Loyalty Rewards Credits



#### 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!**

#### Step 5 – Download the “Effective Sampling Guide”

The purpose of this document is to help you to become familiar with what you need to know and do for your sampling to be effective for you. We have a very simple and effective system which is clearly set out. There are calls to action in this document, required downloads, documents that you will need to print out, and things you will need to understand and do to be able to prepare for what is a very important step “ Giving out Samples” and doing is correctly to get results.



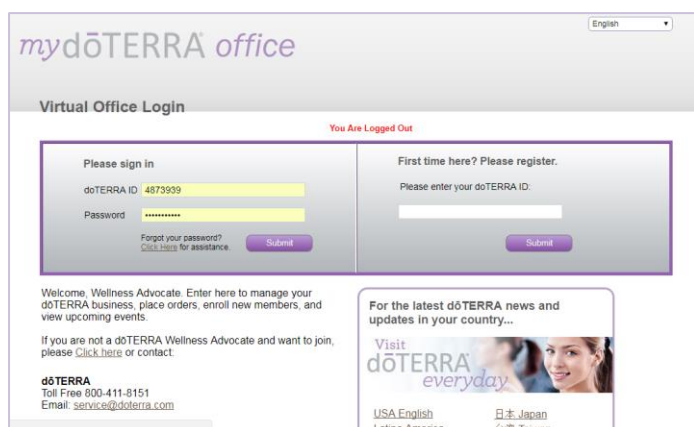
Click on the link to view/download:

<http://docdro.id/Wzf0lVK>

**Step 6 – Log in to your back office – have a look around!**

The Back office provides you with access to a multitude of options: Placing Orders, Setting up your all-important LRP (Loyalty Rewards Program) you can view your downline, Register someone new to the business, view your commissions earned, and so much more.

If your enroller registered you they are likely to have set up your password as: Password1 – your doTERRA ID will have been emailed through to you. Click on the link below to have a tour around!



**Click on the link to view:**

<https://youtu.be/eVAIdqDVB4Q>

**You will have received an email from doTERRA confirming your membership, ID number and password, you can then log into your own account via the link in the email of by clicking here Log into: [www.mydoterra.com](http://www.mydoterra.com)**

**Step 7 – Launch your business on social media – Up until now every step has been in preparation, now it's time to make the first step and let people know you are doing doTERRA**

**You have 2 options:**

1- Lead with the Business Opportunity

2- Lead with the Oils

Here are some sample scripts you will find useful

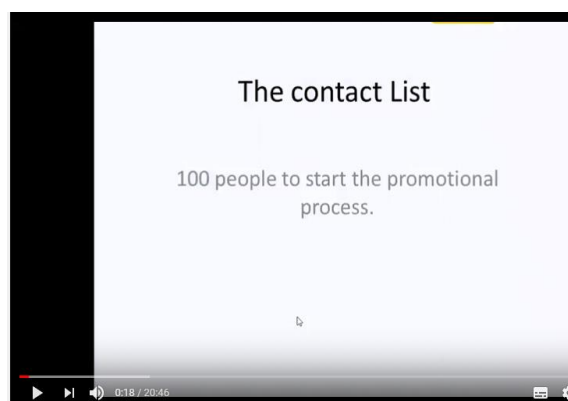


**Click to View/Download**

<http://docdro.id/Gg6HFUF>

**Step 8 – Reach out to 5 people per day minimum about the business** – Now you have “Set Your Intention” by Launching your business on social media you need to start reaching out to people who you would like to introduce the doTERRA business opportunity to. Start with people you know who may well be open to receiving some information about the business. Never pre-judge, it doesn’t even matter if they are interested or not, focus on the activity not the results, some will and some wont, you have lost nothing. If they say no to the opportunity, introduce them to the oils, you really can’t lose.

**IMPORTANT!** You have accumulated a LIFETIME of contacts, start reaching out, we have an amazing offering, be proud. **Here is Neil Young giving training about approaching your contact list!**



Contact List Training: <https://youtu.be/iBUUTzxi6jo>

Here are some sample scripts you will find useful to use when reaching out.



**Click to view/Download**

<http://docdro.id/wEyM2JT>

# REACHOUT

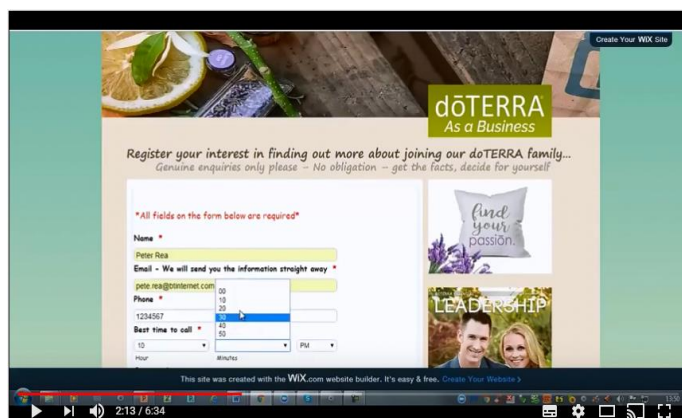
**Step 9 - Set up your own Facebook page** – Facebook Targeted advertising is a very important strategy that we adopt as a team to recruit people from all over the world. To take advantage of this we first need you to set up your own Facebook Page. It's a lot easier than you think, here is a video on how to do this, have a go and if your get stuck your sponsor will help you.



[Click to View](#)

<https://youtu.be/wFDz00s8gJQ>

**Would you like a landing page to use with your Facebook page to capture prospects full contact details?**



[Click to View](#)

<https://youtu.be/Eg5UJNnCD44>

**To order a landing page:** You can now place your order with my web guy (who is on fiverr)

This is what you do:

1 - Contact him via the link below and click CONTACT ME (GREEN BUTTON)

<https://www.fiverr.com/puahia>

2 - Tell him you are part of the same team as Peter

3 - Clarify if you require the Manual Site \$10 ( £7.50) or the Automated site \$20 ( £15)

4 - Paul will reply to you and explain what he needs from you.


## Step 10 – Team Training Zooms

Team Zoom Call – Every Wednesday 8pm – Feel free to log on to our team zoom calls, those that do make faster progress. We share LIVE inspiration and Information. Typically lasts 30 mins (ish)



<https://zoom.us/j/6201467286>

**Step 11 - Your 7 day review with your sponsor** – This is to simply see how you are settling in, what progress you are making and see if there are any areas where you need any assistance. Teamwork makes the dreamwork

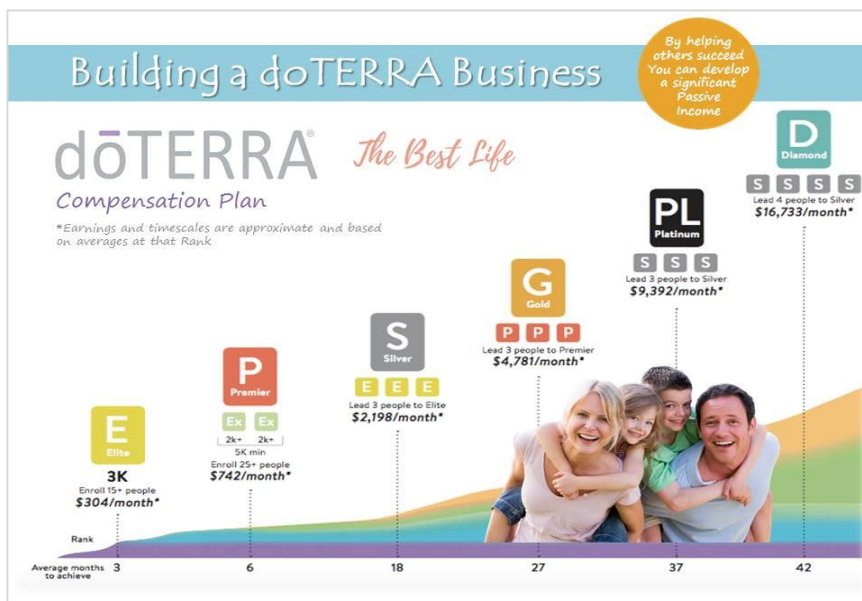
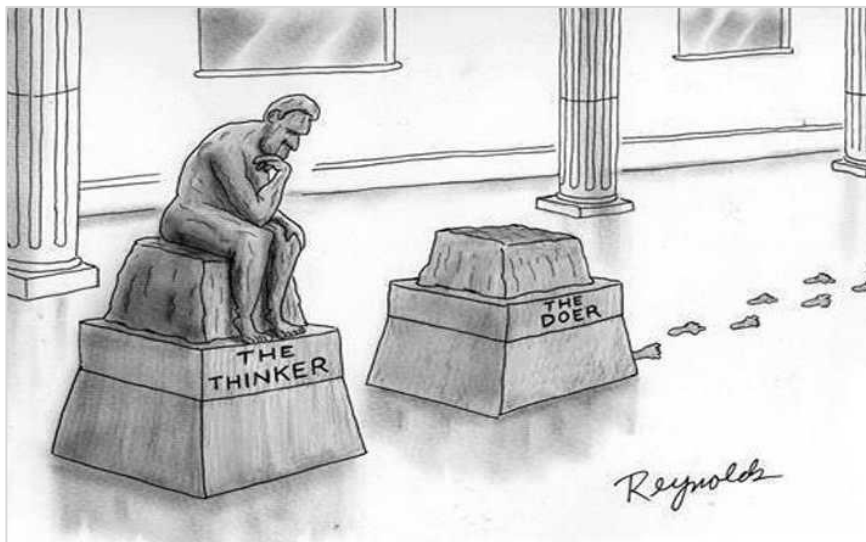
 <p>1<sup>st</sup> 7 Days...</p> <p><b>New Wellness Advocate – 1<sup>st</sup> 7 Days in doTERRA Checklist</b></p> <p>Please note your first 7 days in mostly an <b>adjusted</b> timeframe. Do not set in stone, we appreciate we all have different circumstances, time availability, and levels of aspiration.</p> <p>Name: _____ Date joined: _____</p> <p><b>KPI</b> (Tick off the items once done...)</p> <p>Wellness Consultation: Did you completed this with your sponsor? _____</p> <p>Team Facebook Groups: Are you familiar with the different groups? _____</p> <p>Wellness Consultation Document: Have you downloaded it? _____</p> <p>Modern Essentials App/doTERRA daily drop: Downloaded to phone? _____</p> <p>Have you endorsed the Modern Essentials Book? _____</p> <p>Have you send "Welcome/Hello" online references to your favorites? _____</p> <p>LFP (Locally Focused Program): Have you set up your 100% template yet? _____</p> <p>Have you started using the essential Oil personally? _____</p> <p>Which Oil has given you/family a positive experience, and what was it? _____</p> <p><b>Effective Sampling Guide:</b> Have you downloaded this document? _____</p> <p>Sampling videos: Have you watched them? _____</p> <p>"What are Essential Oils": Have you downloaded/Printed off the document? _____</p> <p>Added envelopes: Have you endorsed any? Have you endorsed Orange Steps? _____</p> <p>Sample Vials: Have you started making any yet? _____</p> <p>Are you familiar with why we must speak to people first before sending a sample? _____</p> <p>Safe Oil sheet: Have you endorsed that yet? _____</p> <p>Back Office: Can you log in and navigate around the site? _____</p> <p>Launch Your Business on Social Media: Have you done your post? _____</p> <p>Contact List Training: Have you had a chance to watch this yet? _____</p>	<p>Contd...</p> <p>Reaching out to people about the business: Have you started doing this? _____</p> <p>Are you familiar with what to send them? _____</p> <p>Have you downloaded the "Reach Out" Scripts? _____</p> <p>Reaching out to people about the oils: Have you started doing this yet? _____</p> <p>Facebook Page: Have you watched the video "How to Set up a Facebook Page"? _____</p> <p>Have you had a go at setting up your Facebook page? _____</p> <p>Landing Page Site: Have you watched the video on this? _____</p> <p>Have you endorsed a Landing Page site? _____</p> <p>Team Zoom Calls: Have you logged onto a live call yet? _____</p> <p>Would you like info on the <b>Team Advertising Pool</b> to acquire prospect leads? _____</p> <p>7 Day Review with your sponsor Via Zoom: (This Doc) Date Completed? _____</p> <p>Additional info we discussed with Wellness Advocate: _____</p> <p>Sponsor Notes: _____</p> <p>Agreed to call to Action: _____</p>
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[Click to View/Download](#)

<http://docdro.id/DTTD453>

**Team Advertising Pool:** We have a great system where we engage the services of a Facebook Advertising Specialist. He manages our Team Advertising and Targets a specific Audience for us, i.e. Women between 35 and 55, Interested in Holistic Therapies etc etc. You have the opportunity to join this advertising pool and receive regular prospect leads. We have a complete system to show you how to effectively handle the leads – what to say and do. If you would like more information on this, **please let your sponsor know and contact Neil Young: [neilyoung595@sky.com](mailto:neilyoung595@sky.com)**

**Success is all about ACTION not intention!**





**See on next page some useful links to various documents and resources**

Oil Class/Business Presentation: <http://docdro.id/PJBc4Q>

Beginners Guide to Facebook Ads: Setting up Your First Campaign  
[https://youtu.be/hPERmkN\\_SEA](https://youtu.be/hPERmkN_SEA)

Promote your Facebook page strategy <http://docdro.id/l7kOz9p>

Cultivating relationships online to build your business: <http://docdro.id/Zu27yVy>

Promoting your page strategy: <http://docdro.id/l7kOz9p>

doTERRA eBooks about essential oils: <http://docdro.id/i6tLfY>

Natural Healthcare Flyer: <http://docdro.id/TH4ggYj>

What are Essential Oils Flyer: <http://docdro.id/sMG5puI>

How to transfer your commissions: <http://docdro.id/VRRcQfp>