



Extra Tips and Ideas to help you find more customers and builders

Something to consider FIRST: **The key is CONSISTENT ACTION** not just when it suits you or until you get sick!

Imagine you had re-mortgaged your house to set up doTERRA how much more diligent would you be? How harder would you work? How much more consistent would you be? How creative would you get? And how much more determined and focused would you be??

Our best advice is Treat this opportunity with the respect it deserves as it can pay you a fortune. Act like committed business owners when things don't go as fast as you would like them to and focus on ALL the things you could do as opposed to being like a disappointed employee expecting everything to fall into your lap instantly as a result of limited activity!

Take responsibility for what you need to do become or learn, this opportunity is too amazing to put up an average effort... average is the best of the worst and the worst of the best!! It doesn't cut it too well in business!

Hope the following ideas help! Don't be too selective!

- ◆ Positive Posts about doTERRA on your own Facebook timeline - oils experiences - what oils do what - does anyone suffer from Insomnia? Headaches - Hot Flushes etc.?
- ◆ Go through all your Facebook friends alphabetically, see who you have missed, i guarantee you will have!
- ◆ Start approaching your lifetime of contacts! Like your life depended on it!
- ◆ Post Free adverts on Gumtree or other free sites, be creative!
- ◆ Join Buy and Sell Facebook groups - looking for Product Testers! Is anyone interested in Natural Medicine?
- ◆ Join Natural Wellness groups - Organic Lifestyle Groups - provide content posts (not sell selling) add value get people interested in you and what you talk about it will naturally lead you to introduce our oils.
- ◆ Join groups in other English speaking countries!
- ◆ Promote a post or your Facebook business page (create awareness) on a targeted add (not a lead campaign) when people click like send them a "Thank you message - if they would like to try a FREE sample or interested in working with our oils to create an income stream just message me"
- ◆ Look for new friends to connect with by visiting Natural Wellness groups see who is posting good content... like and comment on some of their posts and send them a friend request. When they accept send them a thank you and great to connect with likeminded people, It's a cultivation process don't jump all over them!
- ◆ Join groups that are to do with specific health conditions... reach out to admin tell them about your oils explain how they can help... offer an educational zoom for their members offer free samples! You have to think outside the box!
- ◆ Approach Therapists like Reflexologist - Massage Therapists - Yoga - Reiki - we have the finest oils in the world, Offer samples...

- ◆ Small ad in a Local Community Magazine
- ◆ Go to Local Breakfast Club Meetings.
- ◆ Set up an Oil Facebook Group and look for people in buy and sell groups who are interested in Natural Medicine, Invite them in and start cultivating this group. Add great content offer samples, make it very interactive create some energy! Also add people who you have spoken to about being a customer or a builder, by having them in your Facebook group it enables you to keep them in your pipeline, i.e. drip feeding them information, when they are ready to join they will be more likely to do so with you as you have them in your group.
- ◆ Visit Jobsites - look for people looking for work! Also put an ad on a free jobsite!
- ◆ Book a stall at an event, promote your doTERRA business!
- ◆ Increase your daily budget on your own Facebook adds
- ◆ Increase your adpool budget!
- ◆ Offer to do a class at local community centre for free for women's clubs evenings, they are always looking for ways to add value.
- ◆ Ask friends who do they know who are into Natural Holistic Lifestyles? People like to help... say your company is expanding and we are looking for part time product consultants!
- ◆ If you have a previous customer base.. reach out approach them offer free samples.. if they are local go and knock on their door.. tell them what you are doing!

These are just a few idea's plenty to go at, **remember you are running a business, it takes time to build, however it is essential to think like entrepreneurs and not employees! Focus on CREATING opportunities!**

You don't need luck you just need to get busy. doTERRA can change your financial future if you will give it a chance and give yourself time to get better!