**Class Information for All Builders**

1. All builders are encouraged to **host 1-2 classes per week** in their own home or space of choice in order to share the oil, gain new contacts and sign-ups.
2. All builders are encouraged to meet one-on-one with new contacts as an alternative way to share oil and mission of doTERRA. This is another way to get new sign-ups or turn a cold contact into a warm contact.

**Hosting a Class for New Sign Ups and New Contacts:**

This is where we have the opportunity to multiply our message and build our teams at a faster rate. **We will host up to 3 classes for our new business builders.** You will be expected to teach your own private classes from there.

**You are welcome to plug into our bi-weekly Saturday classes.** For a pre-determined fee, you can send your attendees to our classes and we will enroll them for you. We will give new enrollees a key chain and you will be responsible for reimbursing us for the key chain.

**Where to Get Class Ideas**

Everyone should become familiar with the Family Physician Class which covers the oils in the most popular enrollment kits (Family Physician and Home Essentials Kit). You can go to

<http://www.doterratools.com/powerpoint-presentation/> and use the presentations listed here. You will find classes for Family Physician Set Kit, Verage Skin Care Collection Set, Daily Nutrient & Lifelong Vitality Pack Science, Slim & Sassy Control Science and more at this site.

Or you can use our sample power points on the Oil Blissness Builders site and tweak them to your teaching style.

**Go to doTerra University to learn how to teach classes.**

<http://www.doterrauniversity.com/#/us/en/building/teachingaclass/teaching/essentialoils101>

**Also, search for your topic on You Tube**. You can find a lot of information here.

**Find Product Guides** – send product guides to people when they enroll so they know how to use oils

[http://www.doterratools.com/brochures-catalogs/#](http://www.doterratools.com/brochures-catalogs/)

**Basic Class Outline – this is the guidelines we follow and recommend**

1. **Introduce Self** – who you are, how or why you got into doterra
2. **Introduce the class** – describe your topic and give an overview of what you plan to cover
3. **Introduce Essential Oils** – how to use topically, aromatically, internally (also see slides)

4. **Introduce doTerra** – why doTerra? Discuss therapeutic grade, plants sourced from native growing region, rigorous testing, purity.
4. **Class content** should reflect topic or products bring presented. (keep this section to 20-25 min – the whole presentation should be an hour)
5. **Closing** - describe how doTerra works – 2 ways to buy retail or wholesale, explain enrollments kits and how they waive $35 fee, explain how LRP works, share monthly promotions

6**. Enroll** – Complete the enrollment form and create account after class

Print Enrollment form here or order from doTerra or Aroma Tools <http://www.doterratools.com/documents/IPC.pdf>

**Be sure to pass around oils** – encourage attendees to smell, taste, try oils. The more experience they get with the oils they more

**Door Prize** – offer door prize (see Drawing Slip File) – Your door prize can be roller ball, essential oil sample, essential oil, books, etc.

**Drawing Slip** – if someone checks that they would like to host a class, schedule it that day and tell them what their host gift will be

**Class Material**

* Tear pads & documents created by doTERRA
* Power point already created by doTERRA (outlined above)
* Create your own using the class guideline (see sample power point presentations on Oil Blissness Builders) – Tweak these to your own

**Where to Buy Tear Pads & Other Materials**

Aroma Tools

<https://www.aromatools.com/category_s/457.htm>

<https://www.aromatools.com/d_333_TERRA_Made_Simple_Tear_Pad_p/3739.htm>

My Oil Business

<http://www.myoilbusiness.com/Tear-Pads_c_41.html>

ShareOils

<http://www.shareoils.com/collections/tear-pads>

**Worksheets, Planners, Goal Tracking,, Book a Class etc.**

<http://www.sharesuccess.com/library>

**Other Class Tools**

**Class in a Box Kit** - you can buy doTerra’s website with your product order

The Class in a Box Kit makes it easy for you to introduce family and friends to dōTERRA.

**The kit includes:**
• 20 Invitations
• 10 bottles of 5 mL dōTERRA Wild Orange essential oil **– this is the main reason to get this kit**• 10 dōTERRA Living Magazines
• 10 Living dōTERRA Naturally brochures
• 1 Sharing dōTERRA Naturally brochure
• 1 Building dōTERRA Naturally brochure
• 1 Push/Play DVD
• 1 Product Catalog
$25

Top of Form

Bottom of Form

**Oil Blissness Builders**