

Inviting Scripts

DIRECT Invitation: The direct approach can be great for your warm market, especially if you have already built some trust and they know you are being genuine.

Step 1: Connect with the person, take a genuine interest in who they are, what they are experiencing in life and how you can serve them.

Step 2: Make Your Invitation

Option 1: Product Sharing

"I just started learning about essential oils and love how empowering they have been in helping improve my health. What do you know about essential oils?

Would you like to learn more about them?

Would it be okay if I gave you a gift package of essential oils? (the gift package is 1-2 samples and a little booklet).

Are there any parts of your health that you would like to try an essential oil for? Or maybe a friend or family member?"

Option 2: Product Sharing

"I'm just curious, are you open to natural forms of healthcare? What do you know about essential oils?

Would you like to learn more about them?

What are your primary health concerns? Would it be okay if I gave you a gift package of essential oils? (the gift package is 1-2 samples and a little booklet).

Is there any parts of your health that you would like to try an essential oil for? Or maybe a friend or family member?"

Option 3: Product Education 1 on 1

"I'm just curious, are you open to natural forms of healthcare? What do you know about essential oils?

Would you like to learn more about them?

"What I usually do is make an appointment with people. I ask them about any wellness goals they have, talk a little bit about doTerra and because I don't want to bore anyone, I ask them what THEY want to learn about. My part takes about 30 minutes. There is no obligation to buy but if you do find something you like, I can help you order that day. Is this something you'd be open to?

Great! Which of these two times works for you?

INDIRECT Invitation: The indirect approach is great for busy professionals and influencers or even a friend that you might be nervous to talk to.

Step 1: Connect with the person, take a genuine interest in who they are, what they are experiencing in life and how you can serve them.

Step 2: Make Your Invitation

Option 1: "Business Opportunity"

"I know you are super busy and don't have time for this, but I wanted to see if you could help me. I have been educating and teaching people about essential oils for the last _____ and I'm currently looking to expand my business in _____ area. My challenge is that I don't want to invest my time, energy, and resources into the wrong person. I really want to make sure I work with the right person. Someone who is interested in natural health, who has an entrepreneur mindset and just needs the right coach and support.

Would you be open to helping me? Would it be okay if I sent you a gift package of essential oils so that you have a better idea of how this might be a good fit for someone you know?

Option 2: "Product Sharing"

"I know you are super busy and don't have much time, but I wanted to see if you could help me.

Just _____ months ago we discovered doTerra essential oils and fell in love with how empowered we have felt support our health.

I know people love and respect your opinion and I wanted to send you a gift package of a few oils that would help support areas of your health.

Would you be open to receiving a gift package from me?

Great, I know that you will fall in love with them, just like I have and when you do and would you be open to thinking of a 4-5 people we could send a similar gift package to?

KEY Phrases & Skills To Use During The Connecting & Inviting Process:

1. Would it be okay if.....

ie. Would it be okay if I left you with a sample..

ie. Would it be okay if we scheduled a time to find out more about your health goals

2. If I _____, will you _____

ie. If I were to leave you these samples, will you try them for _____?

ie. If I were to send you access to this webinar, will you watch it? ie. If I were to save you a seat at our next class, will you come?

3. Are you open to learning about....

ie. Are you open to learn how essential oils could help you with _____?

ie. Are you open to learning how you could create an extra income with doTerra?

Skills

1. What do you do for work? (This is one of the most powerful skills you can learn because if you want more people to ask you what you do for work, just ask more people what they do for work)

GOAL: You want people to ask "Oh really how does that work?"

Formula 1: You know how most people _____. I teach people how they can _____.

le. You know how most people are interested in natural health solutions, but are confused on where to start? I teach people about one of nature's most powerful solutions and easy ways to use it."

le. You know how pregnant mom's can't take any medication? I teach them about really powerful natural solutions they can use to support their health while they are pregnant.

Formula 2. I do the most amazing thing. I educate people and sell essential oils. They are more effective, safer and pennies per dose. Do you know much about essential oils or natural health?
