

# Host and Incentive Gifts

By Sharlene Suttar

*(Shared at the May 2016 Business Training by Food Alchemy, compiled by Food Alchemy)*

I have a range of gifts that I can offer out. When I go to a workshop, I have them hidden in a bag, and then match the gift to the recipient.

Gifts range in price. Most of what I gift (except dōTERRA material) can be easily found at Kmart, the Reject Shop or the \$2 shop. I look for specials as I go about my daily business.

My favourite oil materials I offer out include:

- **Living Magazine**
  - Buy them from the US on your LRP order
  - You can also download them at: <http://doterrablog.com/doterra-living/>
- Excerpts from the **Emotions & Essential Oils** book
  - <http://au.aromatools.com/Emotions-Essential-Oils-p/au8991book.htm>
  - Can also be purchased through John and Noel at: <https://www.facebook.com/Shantistar-John-and-Noel-406483529557423/?fref=ts>
- **Modern Essentials booklet**
  - <http://au.aromatools.com/Introduction-to-Modern-Essentials-Booklet-p/au1154.7th.htm>
- **Aromatic Dressing** handout from Food Alchemy (download from <http://www.foodalchemy.com.au/aromatic-blends.html> )
- **Articles from dōTERRA Blog**
  - <http://doterrablog.com/>
- **Healthy can be Simple** booklet
  - <http://www.sharesuccess.com/library/> or
  - <http://au.aromatools.com/Healthy-Can-Be-Simple-p/au8893.htm>



### Here are some guidelines

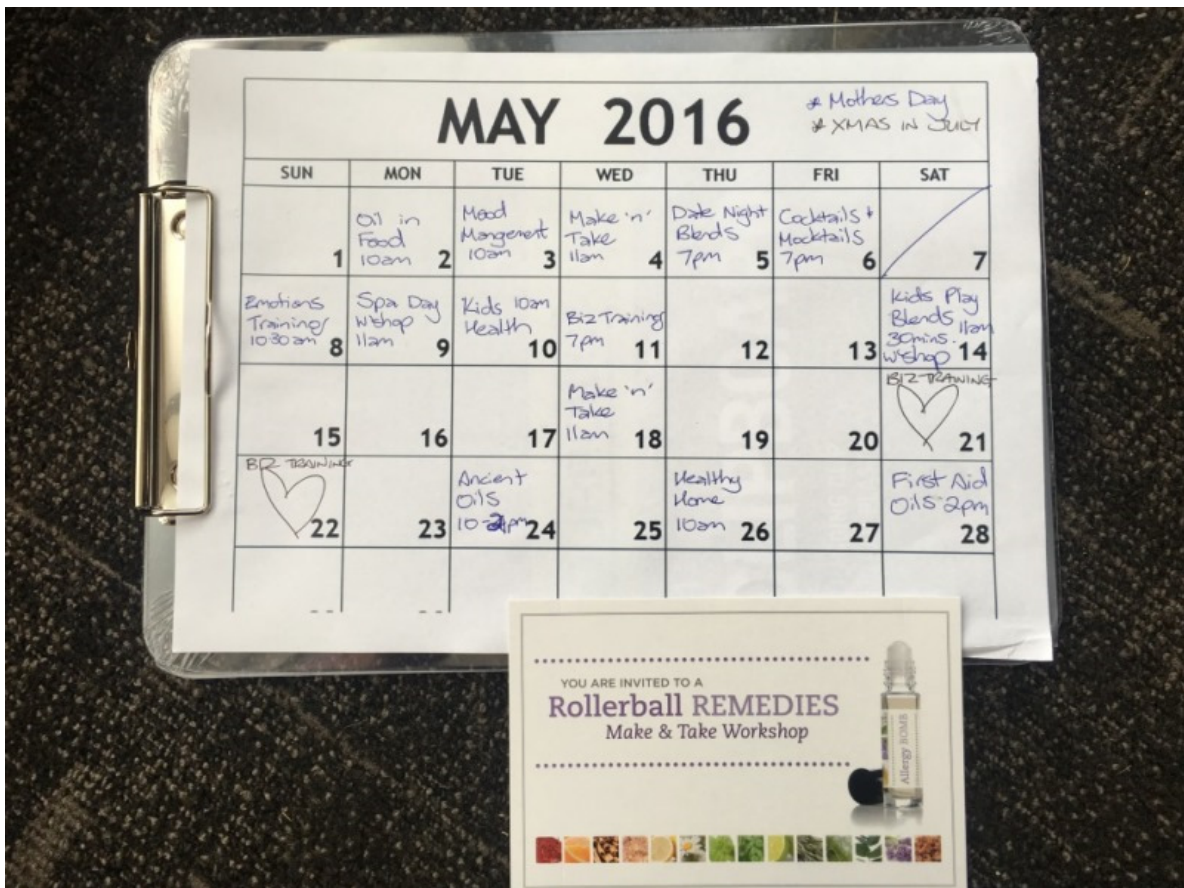
- Open the booklet/magazine that you give out to the relevant page, e.g. if offering out the Healthy Living booklet and a Wild Orange oil, open the booklet to the Wild Orange page
- Match the packaging material so it is colour co-ordinated – it is much more visually appealing to have a lemon organza bag with a lemon oil (which obviously has a lemon coloured label)
- Add little extras like pretty clips, star cut-outs, pegs – it is a little extra that visually adds a lot to the gift
- If you are giving an oil, give out information about the oil. I love to use the Emotions book; I copy out the information on the oil being offered
- I use my dōTERRA oil label stickers and add them to the bottles so people know exactly what is inside my blends I offer
- Source pretty roller bottles
- You can never have enough aromatic dressing bowls – pick them up wherever you find them!
- Buy Epsom salts in bulk
  - <http://www.aussiesoapsupplies.com.au/salt-epsom.html>
- Little mason jars are fabulous to put in some Epsom salts. When you hand over the gift, ask the recipient which oil they would like, add a few drops of the oil (not a hot one!) and shake the jar. They then have their own personal Epsom salts bath ready to go. You also get to show them how easy it is to do.
- People often don't want to buy something like a whole packet of On Guard lozenges or Breathe lozenges, so having them as samples is a great way for people to try the product first
- Nasal inhalers can be sourced at <http://au.aromatools.com/Nasal-Inhalers-6-p/au9193.htm>





### Plan Classes from Classes, and Book Wellness Consults

I always have my calendar on a clip board and book classes from classes and book Wellness Consults while guests are loved up on oils.

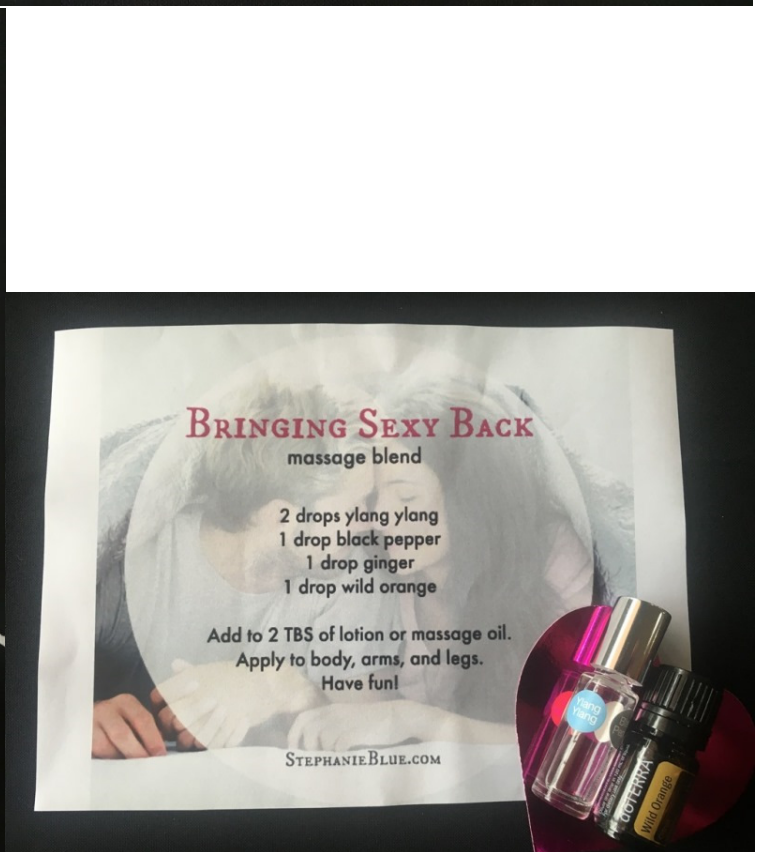
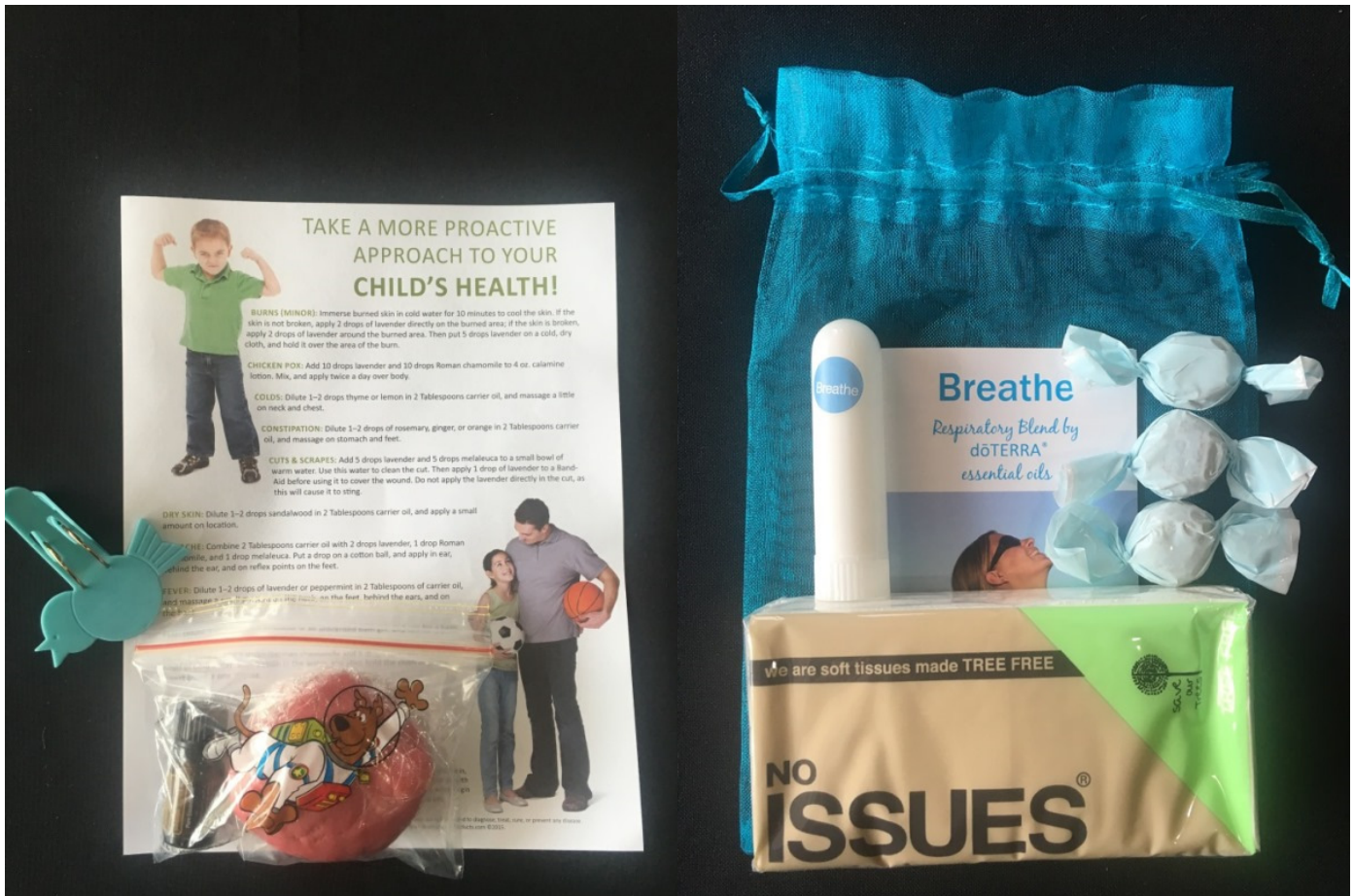


## Gift Ideas









## Aromatic dressing

with the Home Essentials Kit

**WILD ORANGE**  
The Oil of Abundance

Wild Orange addresses a wide variety of emotional issues. It inspires abundance, fosters creativity, supports a positive mood, restores physical energy and aids in transitions. Wild Orange also reconnects individuals with their inner child and brings spontaneity, fun, joy and play into one's life.

At its core, Wild Orange teaches the true meaning of abundance. It encourages individuals to let go of scarcity mindsets with all of their manifestations, including: fear, nervousness, inflexibility, workaholicism, lack of humor and the belief that there is not enough. Wild Orange reminds the soul of the limitless supply found in nature. Fruit trees, like orange, give freely to all in need. Wild Orange teaches individuals to give without thought of compensation. In nature, there is always enough to go around. Wild Orange encourages individuals to let go of their need to hoard, which is the epitome of scarcity.

Wild Orange also assists an individual's natural creative sense. It inspires limitless solutions for problems and issues. One never needs to fear. Wild Orange invites the individual to completely let go as a child does and to live from their authentic Self. In our abundance, we are abundance. Sharing, playing, relaxing and enjoying the bounties of life — these are the gifts bestowed by Wild Orange essential oil.

**Negative Emotions:** Scarcity, over-serious, rigid, dull, workaholicism, low energy, discouraged, hoarding, envy.

**Positive Properties:** Abundant, humorous, playful, generous, spontaneous, creative, enjoying life.

Ways to use your Home Essentials Kit:  
 Fractionated (FCO) and  
 Orange

Easy Air or Lemon  
 Peppermint & Frankincense  
 Lavender, Lemon & Peppermint  
 Tea tree, Lemon & Peppermint

**Foot Baths**  
 To warm water, add 1 Tsp Himalayan salt / Epsom Salt & etc.  
 Peppermint  
 Lavender  
 Wild Orange

**Rub lovingly all over your body**  
 Consider oils & oil blends for "Joy", "Relaxation", "Sleep etc.", "Energising & Uplifting"

**Well Nasty Germs!**  
 On Guard or Tea Tree  
 Guard, Oregano & Lemon  
 On Guard & Lavender  
 Tea tree, Lemon & Lavender  
 On Guard, Tea Tree, Lemon & Lavender

## Wellness CONSULT

1. What are you experiencing now?  
**Common Health Concerns & Natural Solutions**

<input type="checkbox"/> Weight	Lifelong Vitality Lifelong Vitality Lifelong Vitality	Trim & Tasty® Peppermint DigestZen®	Trim Shake P502Pro TerraZyme®	Wild Orange 30 Day Cleanse Mood oils
<input type="checkbox"/> Energy/Fatigue	Lifelong Vitality Lifelong Vitality Lifelong Vitality	Trim & Tasty® Peppermint DigestZen®	Trim Shake P502Pro TerraZyme®	Wild Orange 30 Day Cleanse Mood oils
<input type="checkbox"/> Digestion	Lifelong Vitality Lifelong Vitality Lifelong Vitality	Trim & Tasty® Peppermint DigestZen®	Trim Shake P502Pro TerraZyme®	Wild Orange 30 Day Cleanse Mood oils
<input type="checkbox"/> Stress/Anxious Feelings	Lifelong Vitality Lifelong Vitality Lifelong Vitality	Trim & Tasty® Peppermint DigestZen®	Trim Shake P502Pro TerraZyme®	Wild Orange 30 Day Cleanse Mood oils
<input type="checkbox"/> Hormone Balance	Lifelong Vitality Lifelong Vitality Lifelong Vitality	Trim & Tasty® Peppermint DigestZen®	Trim Shake P502Pro TerraZyme®	Wild Orange 30 Day Cleanse Mood oils
<input type="checkbox"/> Sleep	Lifelong Vitality Lifelong Vitality Lifelong Vitality	Trim & Tasty® Peppermint DigestZen®	Trim Shake P502Pro TerraZyme®	Wild Orange 30 Day Cleanse Mood oils
<input type="checkbox"/> Occasional Discomfort	Lifelong Vitality Lifelong Vitality Lifelong Vitality	Trim & Tasty® Peppermint DigestZen®	Trim Shake P502Pro TerraZyme®	Wild Orange 30 Day Cleanse Mood oils

Your top health concerns: \_\_\_\_\_ How long has this been an issue? \_\_\_\_\_ How much is this costing you? \_\_\_\_\_

2. What do you want to experience more of in your health?  
 \_\_\_\_\_

3. What lifestyle choices & natural solutions will best support you?  
 Check the lifestyle areas you would like to improve and circle the changes you want to make.

Use Natural Body Care |  Use Natural Cleaners |  Replace Other Synthetic Supports with Natural Alternatives  
 Get More/Better Sleep |  Self-Care (massage, meditation, yoga, etc.) |  Other \_\_\_\_\_

Exercise More |  Participate in a Sport or Exercise Class |  Other \_\_\_\_\_

Eat Right |  Eat More Live & Whole Foods |  Drink More Water |  Increase Nutrients With Supplements |  Eat Less \_\_\_\_\_

Find natural solutions for your health concerns (above & on back, as well as in app, book, or online). Integrate these natural solutions and your chosen lifestyle changes into your wellness plan below.

**WELLNESS PLAN**

MORNING	AFTERNOON	EVENING
1. _____	_____	_____
_____	_____	_____

**MODERN ESSENTIALS** Sixth Edition

**PANA CHOCOLATE FIG & WILD ORANGE** RAW, ORGANIC, HANDMADE 45g

**Xmas in July**

**Holiday Joy Diffuser Blend**

3 DROPS OF FRANKINCENSE  
 3 DROPS OF WILD ORANGE  
 2 DROPS OF PEPPERMINT

The Paleo Mama

**Make Over Your Bathroom Cabinet**

doTERRA **deep BLUE RUB**

doTERRA **protecting shampoo**

doTERRA **smoothing conditioner**

28 / WINTER 2015 LIVING MAGAZINE









## For Follow Up Classes



## For Someone Wanting to Know more about the Business

I've just started using this visual to help go through the Build Guide. I want to attract a leader that is the sort of person who will use a Gratitude Journal, so I've just started using this as an incentive too.



## Business Training

I use material created by Emma Knight. You can find this in the files section of the **Business with Essential Oils** Facebook group

<https://www.facebook.com/groups/1514913112103762/>

