

This document is a bit more advanced for those taking action in sharing/building.

Hosting a Successful Class to build a Successful Team:

Inviting:

Use all modes of connecting to people!

Text: Send a text invite. Keep it simple and something you could copy and paste. (Use the language below, if you like). Sometimes I put in a cute picture.

Call: Even better! Ask if you can count on them to come!

Connect with your community via FB: I can or you can create a FB invite. I love using canva to make it look pretty. Copy the event link and send it with a personal FB message to your invitees.

Use email: Sometimes even our closest friends miss our FB invites. So sad, I copy my FB event invite info and paste into an email for my friends and family, this connects with people NOT on FB. (Inspiring image for bonus points!)

Did all above!?! You're already a rock star!

FB Event tips:

Facebook invite banner can be a lovely picture of people using oils, parents using oils on kids, a field of lavender, etc. Avoid doTERRA in the name. Google an image.

Your title can be “My Oil Class”, this is the name on the EDGE tear pad

we will be using.

What to say, Tips:

For ease you can copy and paste the info below or use it in text form:

“Hi _____ I was just thinking about you! I am teaching (hosting) a class Wednesday, this is going to cover the basics and some how-’s on (what oil you might have given them). I know you were so excited to learn more about that. I just knew you had to know about it, can I count you in?”

OR

“Hi _____ I do not have a lot of time but I was thinking of you. I am just curious- are you open to natural solutions to wellness? What do you know about essential oils? Would it be okay if I invited you to a class?”

For FB/Email:

“What do you know about essential oils?

Are you open to learning?

Amber Jane (or yourself) and _____ are hosting an essential oil class where you can smell oils like

***Frankincense, Peppermint, Lavender, Breathe and others.
We will spend one on one time with you so you can gain
some tips on how essential oils can support your health
goals and brighten your day!***

***(We are raffling off some great prizes.) *optional
(Bring a friend and get an extra raffle ticket!) *optional
(First 3 people in the door get an extra raffle ticket too!)
*optional***

Look forward to seeing you!

****Did you know that doTERRA is the biggest essential oil
company in the World? These oils must work!***

**I will be bring all class supplies and raffle items, if we decide
to do a raffle.**

Tip: Using the wording “**are you open to learning**”. This is a simple way to ask without spending time *selling* it. We just share the oils, the oils sell themselves! All this will lead you to having a good turn out which honors you time!

Reminding Tips:

Throughout the time before the class (two weeks minim) post in the event. Example: an oil recipe you like or a personal oil story you have (please use compliant language), an image of the oil you used today!

Invite ANYONE, there is no judgement here. I have seen farmers, CEOs, congress people, grandparents, coffee shop workers, construction workers and office people use oils. We are just inviting we are not deciding if the oils work for them. They get to decide! Ask: do they have a body? ;)

*If one person RSVPs: KEEP THE CLASS!!! This just turns into a one-on-one. This person will get OUR undivided special attention. How wonderful! Unless there is an emergency, do not cancel classes. Show your community that you are truly here for them and believe in what you are inviting them to. Go through the EDGE tear pad and have fun with the Modern Essentials book.

Keep it EZ, Keep it Simple:

No need to bake a cake or make a fancy feast!

This is a class after all, they will be taking notes.

If you have sparkling water and you feel inspired to have an apple with some On Guard sprayed on it should be just perfect.

Samples:

Samples help people in knowing why they want to come to a class. Pass out some 1/4 drams of oils to people and ask if they are open to learning more/Would it be okay to invite you to my class this _____?

If you do not have sample drams as the person teaching the class to get you some.

When giving them the sample, open it up and give them that lovely oil experience!

Hostess Gifts!

(If you are sending this to a host and you are teaching, you can use a hostess gift from the list below or make your own. Make them attractive, what do people get excited about? This lets your host know they are valued and inspires others to host for you!)

Hostess Gifts:

Hosting with 1-2 guest: A 5ml Wild Orange or lip balm (I make my own).

Hosting with 3-5 guests: A 5ml Wild Orange or lip balm (I make my own), and a diffuser!

Hosting with 6-10+ guests: A 5ml Wild Orange or lip balm (I make my own), and a diffuser!

10ml Bottle of oil

Hosting with 10+ guests: A big hug from me! All of the above and a Business Overview ;)

Booking a class from a class:

*Be sure to thank your host and give these gifts in front of everyone.

Raise the energy in the room by having everyone applaud the host.

Thank them for being a great host and supporting your business.

***Have a sign-up sheet for people to host a class from that class! Better yet, have a calendar out with spots to fill in!**

High fives, all around!