CONDUCTING A NEWBIE CLASS
PRESENTATION SCRIPT

I. Statement: Be Clear and Concise about why you are there.
This class is to help you take care of your family's health care in ways you never thought possible.

II. Engage: Start asking questions that everyone will most likely agree with
- My intention is to educate & empower you on how you can take care of your family's health care in ways you never thought possible.
- How much does your family spend annually on health care?
- What are some frustrations you have with modern medicine?

III. Connect: Story that makes it so people know you are just like they are.

IV. Inspire: Make a claim that what you are about to present will better their lives.

YOU CAN TAKE CARE OF 90% OF YOUR HEALTH CARE NEEDS RIGHT AT HOME WITH ESSENTIAL OILS

V. Challenge: Present what essential oils are using presentation pad by fasttrack planner.com

Number 1:
What do you think that picture is?
It is a mint leaf magnified many times.
The sacks on the mint leaf are essential oils.

Essential oils are the life blood of the plant. They protect the plant and keep it healthy and free from sickness and disease.

To get essential oils the plant's leaves, stem, and/or flower are steam distilled at a very low temperature.
Essential oils also come from the bark and sap of trees.
In the case of citrus oil the rind of the citrus fruit is cold compressed to extract the oil.

Have any of you ever used herbs?
Essential oils are 50 to 70 times more effective than herbs. In the case of peppermint oil it takes one ton of plant material to make 1 to 2 liters of essential oil. That is why 1 drop of peppermint oil is the equivalent of drinking 28 cups of peppermint tea.

Some people hesitate to use essential oils because they feel like it won't work as quickly and powerfully as conventional medicine, and that may be the case with some herbal remedies, but in the case of essential oils, it is so concentrated that you can see the effects as quickly if not more quickly in many cases than you would with conventional medicine, but without the side effects.
Number 2:
Essential oils are made up of many molecular compounds or they are sometimes called constituents. In the case of lavender there are over 200 known compounds. That means that lavender has a myriad of healing properties.

In a little while we will look at our Modern Essential books and you will notice lavender is suggested to heal many different problems, many of them not even related to each other. Some people ask why that could be possible.

The reason it is possible is because of its many molecular compounds. What a pharmaceutical company will do is look at something that already occurs in nature and will mimic it synthetically. So let's say they look at lavender and they notice that it is an analgesic (which means it kills pain) so they take that ONE compound and they reproduce it synthetically.

Why do you think a pharmaceutical company would do that? It is cheaper and it can be patented. You can't patent something that occurs naturally in nature like a mint leaf.

Let's say you were to look at all the compounds of lavender and you take ONE compound out from among all the other compounds. By doing that you are taking it away from all the compound that combat the potential side effects of that ONE compound that you removed.

That's why sometimes a person will have a problem that needs to be treated, so when their doctor prescribes medication for it, they also have to prescribe numerous other medications to combat the side effect from all the other prescription drugs.

Number 3:
If you look at the picture here you'll notice that bacterial infections reside on the outside of a cell, antibiotics (which can kill bacterial infections) are what is called HYDROPHILIC, or water loving. That's why an antibiotic can kill bacteria, but it also means they can't penetrate the cell membrane.

Viruses are on the inside of a cell and because essential oils are LYPOPHILIC, or fat loving, they can enter the cell membrane and kill a virus, but they also can take care of bacterial infections.

(Have you ever had the experience where your child was sick and you make a doctor's appointment, and then you have to find a baby sitter for your other kids, or worse yet, you take your kids with you to the doctor and they are causing complete chaos and touching all kinds of germy toys. Then after paying the co pay (or in my families case the entire bill out of our health savings account) the doctor tells you, oh it's a virus, there's nothing I can do for you. Well that is because the medicines at your doctor's disposal can't penetrate the cell membrane like an essential oil can.)
Also, have you ever heard of a flu pandemic? The last one we had was the Spanish flu in 1918 it killed an estimated 50-100 million people. Have you ever noticed how there have been several flu scares like the swine flu, and the bird flu.

That is because every 90 years a flu pandemic generally occurs. So if another flu pandemic were to occur, where is the last place you would want to take your family?

That's right!! The doctor’s office or hospital would be full of the virus.

**Number 4:**

DoTERRA is a young company of just over 3 years.

The founders of doTERRA once worked at the largest essential oil company in the world. They felt like there needed to be a new standard in essential oil excellence. So they created a CPTG or Certified Pure Therapeutic Grade oil.

The FDA does not regulate essential oils so you can find bottles that say 100% pure therapeutic oils almost anywhere. You can find essential oils at the dollar store.

Now if you’ll notice the target on your sheet you’ll see the large blue ring. That represents synthetic oils. That’s what you’ll find in most of your soaps, shampoos, etc.

The green ring represents food. That is things like olive oil and vanilla extract.

The purple ring represents therapeutic grade oils. Therapeutic grade oils are generally a very high quality grade of oil; many people have very strong positive feelings toward these oils and have had wonderful success with these oils.

Now the founders of doTERRA noticed that with therapeutic grade oils they sold would work really well sometimes, but sometimes people would get a bottle of oil that didn't work as well as others they had tried.

They also were concerned about the effects of having any kind of foreign contaminants or fillers or pesticides in oils because these would also be condensed along with the essential oils and would could potentially be very harmful.

So CPTG oils eliminate that concern by being tested by a neutral third party company that checks every liter of oil to make sure they are completely pure. They also check to make sure all the molecular compounds and constituents are present.

It's like looking at the fingerprint of the oil to make sure the oil will work on the same health issues every time it is used.

Another thing that is very interesting and pertinent is the fact that doTERRA only gets the plants from where they are indigenous or in other words their native origin.
So their lavender comes from the high altitudes of France,  
Melalueca oil from Australia,  
Lemon oil from Italy,  
Frankincense from Oman,  
Peppermint from right here in Washington.

I find this so interesting because my husband is a fisheries biologist, and they have noticed that salmon that are born and bred in the wild, are much different than a salmon from a hatchery.

Wild salmon just act differently and are heartier than a hatchery salmon.

That's why when a person catches a hatchery salmon they are encouraged to keep the salmon, but a wild salmon isn't even allowed to be taken out of the water, yet alone kept.

For some reason plants are similar in nature, when they are transplanted to a new environment (different soil, air temperatures, altitude, etc.) they do not have the same number and potency of molecular compounds or healing properties.

doTERRA also is very selective on who they allow to harvest and process their oils. They hand pick farmers and tell them how to harvest, what time of day and even what time of year to harvest in order to make sure that the oils are the highest in quality.

And of course, they make sure that the oils are extracted from the plants, bark, sap, or citrus rinds in the right way and at the right temperatures to ensure that all of the molecular compounds are present.

**Number 5:**
This is a slide of a person's blood. You'll notice that the blood cells are connected by free radicals. They occur when a blood cell steals an electron from another blood cell.

Free radicals are what makes us sick. This person was given ONE drop of an oil blend called Balance on the bottom of his foot, and thirty seconds later his blood was taken again. This is what his blood looked like after thirty seconds.

>At this point you may give out a drop of balance oil to everyone or a few people in the class.

You are probably wondering how an essential oil could possibly penetrate this man's blood in such a short amount of time. Well that's because essential oils are an AROMATIC COMPOUND.

So you probably noticed when the lid of the oil is taken off you can smell it from across the room. That's because the oil molecules literally jump off the surface of the oil. Every drop of essential oil has 40 million, trillion molecules. You have 100 trillion cells in your body, so each cell would be serviced by 40,000 molecules.
The molecules in essential oils are very small, and in the case of frankincense and sandalwood, the molecules are so small they can pass the blood brain barrier which is great for treating seizures, Alzheimer's etc. One of the founders of doTERRA's daughters was having 7 to 11 seizures a day, A DAY, but he was able to use essential oils to get her to the point where she was having 2 to 3 A MONTH.

**Number 6:**
Go over the tear sheet and the different ways you can use them.

**Aromatically:** Tell them about the high school in Orem UT that used diffusers in their school during the swine flu outbreak. Tell them how the petri dishes in the science room were wiped clean.

> Show them the chart about the study done by hospital using citrus bliss and other citrus oil blends.

If you have someone dealing with any kind of depression, anxiety, or other mood disorder diffusing is the most effective way of treating it. Plus, when you diffuse the entire family gets to reap the benefits of the oils, so it is actually very cost effective as well.

**Topically:**
> Go over tear sheet.
The reason that we tell people to put the oils on their feet is because the largest and highest number of pores are in your feet, and so are your nerve endings. If anyone is familiar with reflexology, you'll also see why we put the oils on our feet.

**Internally:**
> Go over tear sheet.
You might notice on other brands of oils that they will say not to use the oils internally. I would not feel comfortable using anything but a Certified Pure Therapeutic Grade oil internally, because as we discussed earlier, the possible effects of highly concentrated contaminants or pesticides in an essential oil.

> Go over oils.
Share personal experiences you've had or that those you know have had, but try to keep it short and sweet.

**LAVENDER**
Give each person lavender, and go over the tear sheet.

**LEMON**
Get glass or ceramic mugs and put one drop Lemon oil in each. Have them smell it before they drink it. > Go over tear sheet for that.
Toxic fat is caused by our bodies protecting themselves from the toxins we find all around us. When those toxins enter our body the way our bodies deal with that is to wrap the toxins in a fat cell. When we drink lemon or other citrus oils in our water they release the toxins from our bodies and shrink the fat cell, this is like taking the air out of a balloon. If I asked you to hide an inflated balloon somewhere on your body, it would be impossible, but if you deflated the balloon you could simply put it in your pocket.

> Have everyone put a drop of PEPPERMINT on their hands and lick it off (make sure they have some water left in their cups from the lemon). This shows people how powerful the oils can be.

> Have everyone smell the MELALUECA (also known as tea tree oil). To treat an earache, you put a drop of Melallueca and put it on a cotton ball and place it in the ear. You can also add it to a carrier oil, like the fractionated coconut oil or olive oil and use it in the ear, but don't drop oil in the ear where it would come in contact with the ear drum.

> Have everyone smell the FRANKINCENSE. Has anyone ever heard of Frankincense? After learning the incredible effectiveness and versatility of Frankincense, I can't see a better gift you could give a new mother. It comes from the sap of the frankincense tree.

> Have everyone take a drop of BREATHE. Put it on their hands, rub their hands together and make a funnel with one hand while placing the other hand behind and have everyone breathe in.

One of our doTERRA team members had a woman who was having an asthma attack during a class. As she was reaching for her inhaler, he told her to do what we just did, and she was able to stop her asthma attack. She started using Breathe, and hasn't used her inhaler since.

> Have everyone smell the ON GUARD. Talk about how clove oil is the world's best antioxidant by going through the ORAC scale which is on the tear sheet. Mention that cinnamon is the 3rd highest antioxidant in the world, and it is also in On Guard.

Ask if anyone has a headache, back ache, foot ache, etc. If anyone does, put a small amount of coconut oil in your or their hand with two or three drops of DEEP BLUE. Rub it on the effected area, and then talk about Deep Blue using your tear sheet.

Talk about SLIM AND SASSY.

> Go over facts from tear sheets. S&S is the number 2 seller in the company.
VI. Big Fun

**Modern Essential Books**
The Modern Essential Books are the training wheels of oils. If you don't have the book, you might find that you get oils and aren't quite sure what to do with them. We have a promotion going where you can get one for free. At least 100 PV (Purchase Value) of product this month, and make a 100 PV order for next month, and you can get a free book, otherwise they are $30-$35 per book.

> Have everyone get out the books and look up an ailment. Show them how to use the red, yellow, and green key at the bottom, and the T, O, and A at the bottom.

VII. Supplements
The Lifelong Vitality Pack is the number one seller of the company. It is a months worth of vitamins and supplements. It is formulated to fight oxygenation (or the aging and mutation of cells) and inflammation.

If you know anyone who deals with chronic pain (say someone with fibromyalgia), these can greatly decrease that pain, or even eliminate it all together.

If you know someone who is at the chiropractor all the time, these work wonders. It has 9 different essential oils in it, including clove, the world's number 1 antioxidant. These are amazing for your brain because they have your omega 3's, half from land sources, half from marine sources. They have the nutrients and minerals from 10-12 servings of fruit and vegetables. And if you know anyone who needs energy, these are amazing at increasing energy.

doTERRA even gives a 30 day money back guarantee. The last I heard, of over 60,000 people who have taken the challenge, less than 10 have asked for a refund. If you get them on the loyalty rewards program, they are only 74.50.

VIII. Weight Loss Products
doTERRA has an incredible weight loss program that starts with the Slim and Sassy that we discussed earlier, but adds in other products as well. It is an incredibly healthy and effective way to lose weight. We do classes or one on one consultations just about the weight loss program itself, so if you're interested let me know.

IX. Facial Cleansing Products
I brought some of the facial cleansing products tonight. If anyone wants to try them after the class, I'd love to show them to you. If you like a high quality anti aging facial cleanser, then you'll love this. You can literally feel the difference after one use. We also have a new anti-aging product called Immortelle, that is incredible for younger looking skin, but especially for sun spots, liver spots, and sun damage.
> Show everyone the pictures on the pamphlet which show the effects of using the facial cleansing products, it may have come with your intro kit.

**X. Spa Products and Household Products**
We have a wide variety of spa products like high quality unscented lotions that you add your favorite essential oil to. Essential oil shampoo, conditioner, & bath bars. To prevent colds and the flu, we have the On Guard hand wash, hand wipes, & throat lozenges.

**XI. The Moment**- Share your reason for being in doTERRA
(wait until this moment, because it's the difference between an awkward or powerful experience if you get emotional)

**XII. The Opportunity:** Three Categories of Essential Oils Users. Most people who want to use essential oils usually fit into three categories.

A. Just want to use the Essential Oils.
The first category are people who just want to use the oils, and if that's you then that's great. For $35 you can set up a wholesale account. If you don't want to set up a wholesale account than you can go to my website mydoterra.com/jaclynchild and pay retail, but the prices are 25% higher than if you pay $35 to get a wholesale account for the year. If you want to renew your wholesale account you can do that by paying $25, plus they throw in free peppermint oil, so it's really like you get a free renewal.

1. Loyalty Rewards Program
The most intelligent way to use doTERRA products is to buy them through the loyalty rewards program. Look on your sheet and you'll see a diagram. How this works is that for the first three months of using the loyalty rewards program you will get 10% back on every purchase, so in other words, every time you spend $100 PV (or purchase value) you get $10 PV in credit. If you spend 50 pv in product every month by month 13 you will actually get $30 in purchase value every time you spend $100.

So let's say that in month 7 have nothing you want to buy or no money to buy anything with that month, so what you'll want to do is just buy a $10 product like lemon oil, and then it will hold your place. You won't go up the scale, but you also won't have to go back to month one. If you cancel, you are immediately taken back to month one. You can cancel at anytime. You could sign up for the loyalty rewards program, and cancel the next day. You are NOT under any kind of a contract.
B. Want to get your products free by sharing them with family and friends or supplement and/or replace your income. Every company that has a great product has to decide how they are going to market that product. Generally they will decide between conventional and unconventional marketing. Conventional marketing would be like a 30 second commercials on TV or the radio. They might put up a billboard, or perhaps put up a display in a grocery or health food store. After having experienced the doTERRA essential oils, do you think that a person could possibly understand what an essential oil is and what it can do in a 30 second commercial or radio ad?

How about by driving by a billboard or walking by a stand in the store? Obviously a person has to have the kind of experience we are having today (tonight) in order to understand what an oil is and what it can do for them. Knowing this doTERRA decided to use unconventional marketing methods to get their product to the many people who need it.

Explain the diagram, where they are the person in purple.

1. Share with family or friends to get free products. If you have friends or family you want to tell about our products you can do that in a couple ways. You can set up a class and invite some of them to it, where one of our team members will teach the class for you, or you can arrange a one on one meeting with that person at a time convenient for them (even 8 at night after their kids are in bed) and one of our doTERRA team members can teach them about the oils in the comfort of their home.

2. Share essential oils to supplement or replace income. If you want to supplement or replace your income then we would love to have you in our doTERRA team. We would walk you through the process of starting your business and give you support along the way. We have many resources to help you learn about the oils and we would train you in how to give the classes.