

Building Loyal Customers Script

Transitioning the Wellness Consultation into Loyalty Reward Program Buyers

Show Wellness Lifestyle Pyramid and how it is a LIFESTYLE



I'm so excited to show you how I've gotten free oils for years.

I want to show you how you can purchase products at wholesale. (Show Dr. Hill's daily recommendations)

Every Morning Dr. Hill's Recommended Daily Routine
EO MEGA + ALPHA CRS+ + FLEX VM- + [oil] + [oil] + [oil] + [oil]

Every Night
EO MEGA + ALPHA CRS+ + FLEX VM- + [oil] + [oil]

Every Month WHY A DAILY REGIMEN IS IMPORTANT
It generally takes one month of for every year you've had a problem in order for your body to heal.

WHY PRACTICE DAILY PREVENTATIVE MEDICINE?
80 percent of health problems can be avoided just by practicing preventative measures!

We don't want to see this (ailment) come back. I'm going to teach you something you can use for a long time. It may require some lifestyle changes.

One of the things we're going to do is to make sure you have a basic, healthy foundation. The biggest thing for this is supplementation. Usually our food supply is more about eating out and not out of a garden. (You are laying the groundwork for the LLV discussion here)

If I could only choose 1 product to take that doTERRA offers that will make all the difference in my health, it would be the Lifelong Vitality Pack. Why?

#1 – They are essential oils

#2 – Helps with pain, energy, mood, sleep

#3 – No risk! doTERRA feels so strongly that they offer the LLV with a 30-day money back guarantee!

Write it on the bottom of their sheet – This is what we'll start with so you have your foundational products. Then your ailments will go away, you may not need as many oils as often because you'll be feeling so much healthier! You will only need them occasionally.

- Often say “this is what we need to be doing”
- Suggest they put some things off to month 2 or 3, ex: “We need to do a cleanse” (gives the idea that this isn't a one-time thing)
- Let's decide which to start with for Month 1, Month 2, Month 3 (write this down with LLV on the list to start, it's then a non-negotiable) This will address your issues.
- Here's how the money-back works: Don't open it and return within 30 days = 100% refund. Unopened within 60 – 90 days = 90% refund. If you open it and ask for money back, they will credit the value toward other products you can trade it in for.
- **doTERRA BENDS OVER BACKWARDS for its customers!**