

Transition Scripts

3 Types of People – Use to transition to introducing “the business”

I find there are 3 types of people who come to this class:

- The first type of person is someone who LOVES the essential oils and what they can do for them and their family. And when they learn that essential oils are safer, more effective and cheaper than over-the-counter remedies or prescriptions, they get so excited and they want to help their families change their health and healthcare choices. And when they begin to live naturally, they naturally want to share. And that's the 2nd type of person.
- The 2nd type of person has been sitting here and saying to themselves, oh my goodness, I wish my mother was here, or my sister totally needs this, or my friend at work could really use this! These are the people that when they learn about the power of essential oils, they naturally want to share them. And doTERRA actually has a program that rewards people who want to share the products. And in fact, if you share consistently you can actually make enough money to pay for your own monthly order of essential oils and other natural products. We call that FREE HEALTH CARE. And there are many thousands of people in doTERRA who enjoy free health care.
- The 3rd type of person has been sitting here tonight saying to themselves, I want to do what she's doing – I want to educate people about the power of essential oils and change lives. And when you do that, you can supplement your income, or like me, entirely replace your current income and be financially free.

So if you are the 2nd type of person who would love to share, or the 3rd type of person who would love to supplement or entirely replace your income by teaching people about the benefits of essential oils, please come see me after class and I'll tell you how to get started!

Transition from End of Class to Buying – this is when you introduce reference books to buy yourself time to help people enroll

*If you have 7 people in your class and only 2 of you working with individuals, you only have maximum to help all of them buy/enroll before your Basic Business Class begins. Now bring out Modern Essentials or The Essential Life or other book to **buy time**....because no one is going to stick around with nothing to do. Walk the class through the book to show them how to look up those 3 health concerns they wrote down earlier.*

“Thank you for coming to the class tonight, I’ve really enjoyed having you! Here is the part of the class that’s the most fun, because you can play around with the oils and specific health issues. I’ve brought some fun books for you to look through. Remember those 3 ailments you wrote down earlier? The ones that you said, gosh if I could work on those, if I didn’t have to worry about them or they were significantly better, it would really change life for me or my family. I want you to work on looking those up. These books are alphabetical and basically you can turn to the ailment and it will show you about 5 oils you would be using and I want you to write those oils down and then it will show you whether you use them aromatically, or topically or internally, and you can read in detail and see references to studies; and you can flip through the book and find recipes, fun topics on babies, and skin care, pets, Do It Yourself pampering products and so many fun things! I thought you would want to spend some time looking through them and have some time to play around with ideas and oils. You can stay here and look through them for as long as you like. And what I’m going to be doing is walking around and helping each one of you individually to find the kit that best suits your needs.”

That’s it. That’s your transition piece! Don’t even ask if they’re interested. Don’t even ask if they’re going to buy a kit. You assume they obviously are going to want a kit!