

Fortune is in the Follow Up! We all hear this right? But then we sit down to contact people and we can feel frozen. Who do I call, what do I say? Are they going to think I am just trying to get them to buy something?

ACK! I know all these feelings.

So here are my tips and tricks.

1. First and foremost get right in your heart. Remember the person that shared the oils with you. Did they follow up with you? What if they had never shared or invited you to a class? What if they had not followed up? Get clear on why you are sharing doTERRA. Know the beauty of your heart and your why.

2. Your contact list is a working document. You will have people at all different stages of the cycle.. I love the EDGE names list because you can track this. Where do they land (contact, sample, present, enroll, or host)? You are working people through this cycle but everyone moves at different paces and some people even host before they enroll. So be sure to document and track your contacts and your follow up. You can also use a spreadsheet for tracking. Be clear about where they are in the cycle so you know what you are inviting them to do next.

3. Ask people how they best like to be contacted and respect it. Some people like text vs phone. Pay attention to this, seek to gather their preference and when you contact them use their mode of communication.

4. Nourish relationships first. If you are contacting someone that you have not spoken to in 10 years. Do not go out of the gate asking them to buy oils,. Start with getting to know them. Maybe even just call or email to connect. Trust that your oils will come up but do not be attached to the outcome of the call. If you feel like you keep getting now answer or response. Switch up what you are contacting them for. Instead of inviting them to your next class, invite them out for tea and share a cool event with them or just say “Hi, how are you?”

5. Types of follow-up Calls

Gave a sample - checking in 3 days later

Script - "Hi Amy! I am calling to see what you liked best about using that Lavender I gave you."

If they have not used it yet "Great! Grab it right now, I want to show you how to use it." or "Great! If I call you back tomorrow, will you try it out tonight before bed? Just a drop on the bottom of each foot and then rub it in."

If they loved it. "Great! Would it be ok if I invited you to a class this Thursday?" or "Great! Would you be open to learning more about the essential oils? We could sit down this week and I can teach you what I know."

Why do I try to get them to come to a class or a one on one presentation? Presentations are where enrollments happen.

Met at a networking event - 24 hours later

Script - "Hi John, We met at XYZ Networking last night. I really enjoyed speaking with you and I would love to get together to learn more about your business. I have time for tea this week on Wed at 10am and Friday at 1pm. Are you open to connecting?"

Came to a class, did not enroll - 24 hours later

Script - "Hi Sally! Thank you so much for coming to the class last night. I really enjoyed getting to know you better. I am just curious, what did you like best about the class?"

Key here is to ask lots of questions. Be more interested in the them then you are interesting. Seek to understand what they are looking for and help them get it. Even if it has nothing to do with your product or service.

**Entered a drawing call to announce winners 1-3 days after.
When I do drawings everyone wins! There may be a grand prize but I give everyone a bottle of wild orange or a sample.
It is a great reason to call them!**

Script - "Hi Missy! My name is Arin. My partner Gabe shared essential oils at the Cornflower event last week. Thank you for entering the drawing. I wanted you to know that we would love to gift you with a free bottle of wild orange. Would you like that?"

If they say yes, "Great! would it be ok if I invited you to a class this

Thursday evening? You pick up your prize there!"

Secret Sauce - Enrollments happen at presentations right? So I am always trying to get people to the class.

I will add more as i think of them....

6. Time Block follow-up as it is an income producing activity. What days of the week at what time do you do your follow up? Make it sacred and make it happen without fail.

7. Have a system for passive follow up as well. Meaning, how can you be a presence in people's lives even when you aren't interacting with them directly? Facebook friends, Blog, Newsletter, Instagram, social media, email list, Facebook posts (do not be spammy however), networking events, clubs, gyms, social groups, community service.

8. Have fun. enjoy being a social person with tons of friends!