

# Nature's Medicine Cabinet

A class outline/teaching tool for Wellness Advocates

1. Welcome everyone:

“Thank you so much for being here. My name is \_\_\_\_\_, I will be guiding us today through a presentation on Nature's Medicine Cabinet or what is sometimes called “Re-inventing healthcare.”

2. State the purpose of the class when you open:

“I just want you to all know what the purpose of this class is. The purpose is for me to teach you how to use essential oils so that you can go home and take care of your families naturally. My goal is that anyone here could feel like they could go home and take care of themselves for most of things they go to the doctor for.”

3. Touch on the topic of modern medicine vs nature's medicine:

“So we're here today to discuss nature's medicine. And I have found that there is kind of this scale. On one end are people that are really into natural medicine and they think that modern drugs and doctors are terrible and they avoid them at all costs. And then on the other end of the scale there are people that are really into modern medicine and they think anything natural is voodoo. Then there are the people in the middle and they see a place for both. I like to begin with this question, “Where would you say you lie on that scale?”

*(Write your own story! Keep it brief):*

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“I want everyone to understand that even though we are talking about natural forms of health care today, I am very grateful for the modern

medical world that we have and in Doterra we are actually partnering with health care providers, doctors, hospitals and research scientists. It's really exciting, it's a cutting edge field. I am also beyond grateful that our modern sciences has made natural medicines so much more **effective and predictable** so I can bring them home to empower me and my family. And that's what we are going to cover today in this class."

4. Begin the Tear Pad portion of class, follow the tear pad. Read whatever you need to read. Be brief. Use the Modern Essentials book at least a few times so they get a visual of HOW its used.

6. Winding down with your reason for doing Doterra

"As we wind down to the end of our material. It feels really important for me to share that all of what we just discussed seems so simple and yet it can be so life changing. I cannot even describe how empowering it is to feel confident to take care of most any need that arises without having to turn to prescription drugs first. If I really needed help, you bet, I would go to the doctor. The biggest difference for me is that I am not afraid when I get sick anymore, I feel empowered. It's not that I think that nature and these essential oils can CURE every ailment. Its that once I developed a relationship with these plants, I realized that simply their ability to offer comfort has become an even greater tool than I could have imagined. If I cannot heal a disease with modern or natural drugs, I KNOW I can offer comfort with lavender or soothe a weary heart with rose.

"The current system is already 90,000 general practitioners short to handle current demand. In the next few years we are talking about 22 million new people hitting medicare in the United States. When there are not doctors to support them where are they going to go? This is the perfect storm, there is going to be a demand for people to become more independent in their health care..."

There is a so much empowerment in realizing that in nature, there are solutions, encoded in eons of evolution and we are a part of

this Earth. It is our birthright to know the plants that can assist our bodies to heal. There is another way of caring for one another and for our families.”

7. Two ways to purchase:

“If you would like to get to purchase you have a few options: wholesale or retail and some people even like to get their products for free and I’ll tell you how to do that.”

“It costs 35\$ to get a wholesale membership or its FREE if you get a kit. The other thing that I love about the membership is you get a 25% off discount and so that membership pays for itself real fast.”

“If you want to get the most out of your membership you can then order regularly through the loyalty rewards program..

... If you keep your order around 125\$, the company will send you a free product every month.. This is how you get the most out of the membership, all the free product benefits and all the options to earn.”

“When you get a membership you are going to get a member id number and you then go to mydoterra.com and login and shop for whatever you need...

...There are two ways to order, standard order or loyalty rewards order.

...The thing you want to remember is “standard order bad”  
“loyalty rewards order good!”

That is because you get FREE products when you order in the loyalty rewards program.

8. Personal loyalty rewards story and example of expensive oil and its benefits:

“I’m going to give you one example of how cool this is...”

The first year I ever cashed in on my loyalty rewards points I had 700\$ in points. I have multiple bottles of cleaning products, our most precious and expensive oils that I have NEVER paid for. I'm going to share how I do that...

... When you have a loyalty rewards order, your order comes every month on whatever date you select. The order can be as big or small as you need you can change it and even cancel it anytime. There is no mandatory thing you need to do...

...If you have it set up, every time you order through that program at least 50pv you are getting 10-30% back every month. Imagine a store you go to every month, like Whole Foods for example. This is like whole foods giving you 10-30% back on a gift card just for being a loyal customer. I would love it if whole foods did this or any other store, but they don't. That's why Doterra is awesome and why it makes a lot more sense to purchase cleaning products, your family physician oils and supplements from Doterra."

9. The Modern Essentials Book (Try to have a copy for every guest at your class, its worth the investment of buying them in bulk).

"I have reference the Modern Essentials book throughout this class. It is amazing. You will want to purchase this book so you can reference ways to use the oils. If anyone here would like to get the book for free, I am offering the book for you for free if you 1. order with a kit and 2. set up a LRP for next month of 125pv"

10. Introduce the bonuses and earning options:

"For those of you who are interested in using the products it is beneficial to know that dōTERRA takes all of their marketing budget and they pay it to people like you and I when we share it with others...

.. dōTERRA gives you a website with your membership and anyone you know can purchase there and dōTERRA will thank

you by paying you a portion of that sale. So if your sister loves the peppermint and wants to purchase some too or if you refer any product to anyone, you can refer them straight to your own personal website.

If you were to refer three people to the company who also enjoyed the loyalty rewards program, dōTERRA would send you a check for around \$59 a month...

If those people each referred three then the company would send you a check for about \$300 a month. And at this point for those of you who want to get their products for free that's how you do it. It's just a total of 12 referrals..

Then if those people each referred three then your checks would jump up to about 1700\$ a month, this is when it really starts to make a difference.. mortgage payments, retirement and things like that can be taken care of.. The earning potential can be as much as you like. If your interested in that please let me know.”

11. Closing thanks and end! Now go ask everyone what they thought of the class and what kit interested them the most.