SHARE THE PRODUCT

1. Share the Product
Hand out samples to 30 people within the first month (an average of 1 per day.) “I’m getting the word out about Essential Oils and how powerful they are.”

2. Pre-Qualify/Hand out Samples
“I would love to give you this free sample. Can I check back with you in a couple of days to see how you liked it.”

3. Follow up within 2-3 days
“Have you had an opportunity to use the oils yet?” If yes: Talk about their experience and close with “I’m so glad you tried them! There are many other ways that the oils can benefit you and your family. Let’s get together and I’ll show you the least expensive way to purchase the oils.”

4. Enroll 10 Product Users
Help them purchase whatever they need.

DUPLICATE YOURSELF

Identify 3 Business Builders who:
- Had a positive experience with the oils
- Are very excited about sharing the products
- Want residual income
- Would like to build a home-based business

Teach 3 Business Builders to do what you just did:
- Share samples with 30 people within their first month
- Follow up within 2-3 days
- Enroll 10 product users
- Identify 3 Business Builders
- Each Builder sets up loyalty rewards order (150 PV or more)

Teach your business builders how to train their business builders:
- Share samples with 30 people within their first month
- Follow up within 2-3 days
- Enroll 10 product users
- Identify 3 Business Builders
- Each Builder sets up loyalty rewards order (150 PV or more)

WORKING WITH NEW ENROLLEES

Ask enrollee who he/she knows with health issues

Write that person’s name on the back of an A-Z Guide

Look up their health issue in the A-Z Guide

Take 1-2 of the recommended oils from your sample case

For your Business Builders:
Have them deliver the oil samples and A-Z Guide to that person with health issues

Help your business builder follow-up with that person within 2-3 days

Repeat this process at least 3 times with each enrollee

For your Product Users:
Get the contact information for the person with health issues

You deliver the oil samples and the A-Z Guide to that referral

You follow up with that referral within 2-3 days
Quick Start Checklist

- Purchase enough oils to create samples to share (Oil sharing kit recommended)
- Set up your loyalty rewards order 150 PV or more (orders processed by the 15th of each month receive a free oil)
- Go to www.MyOilBusiness.com and choose a tool kit, which includes:
  - Modern Essentials book (to learn about essential oils & how to use them)
  - A-Z Guide, sample vials, vial stickers, presentation pads, sample cases, etc. (to give out samples and for presentations)
- Attend a getting started training, view one online or watch the Getting Started DVD from your enrollment packet - you can contact sponsor for details.
  - Sponsor Name
  - Sponsor Phone/Email

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<th>Phone Number</th>
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To reorder visit: www.myoilbusiness.com