



Congratulations on your new enrollment! Here are a few important steps to follow ensuring your new Wellness Advocate (WA) is getting all the info and follow-up they deserve. Our motto at Team Celebrating Life is, "No Wellness Advocate left in the dark!" Education and information is key to growth.

1. Upon enrollment SCHEDULE a membership overview. Long distance is the same, it's all done over the phone, Skype, zoom, or Face Time. Ask your upline for help if needed! It's wise to set up this date while you're sitting with the person. If enrollment comes another way then contact them to schedule via phone, or text. Tell them that this meeting allows you to show them how to get the deepest discounts, and understand- how to edit, delete, add, and use product points for free goodies!
 - Order Membership Overviews (MO) or print off from the attachment in this page. Go over the health pyramid and have them score themselves on 1 - 10 (10 being the best). Cover the MO paying special attention to where they scored low on the health pyramid.
 - Help the new WA get the DEEPEST DISCOUNTS, explain what their membership offers, cover their health concerns, give them ability to talk and ask questions. The back of the MO right down upline support info, identify where they see themselves with dōTERRA (user, sharer, or builder), then BOOK a class with them.

NOTE: If they want to share or build show them the **Business Overview** and cover that. Make another appointment, give them 2 tasks before your next meet up (read *Becoming A Star Fish* or *Slight Edge*, make their list of 100 people). The next date will be covering the **Launch Your Business Guide**.

Ensure to NEVER assume where to put them in your organization and what they want. Simply ask, hear them, and most important is watch their actions! Set a phone reminder to move them on day 13.

2. Walk them through their back office. There's a great tutorial on

- www.doterrauniversity.com if you need some help preparing for the back office walk through. Show them how to see their points, percentage earned back, see their last orders, edit loyalty reward program order, explain PV and where that is in their shopping cart and cover qualification section if interested in sharing or building.
3. Give them educational websites to visit! Take them there show them how it works! Be sure to cover compliant talk via social media, websites, and classes.
 - www.aromaticscience.com - learn all about plant botany and how oils work!
 - www.doterrascienceblog.com - research and info to back to importance of using oils medicinally.
 - www.doterraeveryday.com - promos, classes, oil info clips, other valuable resources
 - www.doterradailydrop.com - offers daily tips on using oils!
 - www.doterrauniversity.com - teaches about membership, lrp, sharing, living, building, COMPLIANCE!
 4. Show them where to find tools to help share samples, make recipes for themselves, get tear pads, carrying cases, and so much more!
 - www.myoilbusiness.com
 - www.oillife.com
 - www.oilsharingtools.com
 5. Add new member who wants to share or build to Team Celebrating Life FB group so an admin can approve. www.facebook.com/groups/Teamcelebratinglife
 - Add new member to Celebrating Life FB page if they DO NOT want to share or build. www.facebook.com/celebratinglife.me
 - Give them access to this secret team page!
 6. Have fun, remember why you are sharing these gifts. Educate, nurture and be REAL! It's ok not to know it all, share from your heart, and bless people with generosity, a kind word, and change the world one drop, one prayer at a time! Much love to my amazing team. You are culture changers, being your own boss, becoming a leader, and showing others how to be well and find financial freedom with a product that's so special and rare! Be bold and show the world that there's hope!