## Breakdown of presenters

1) Intro Person: Slides 1-3

2) Toxins: Slides 4-7

3) LLV and stats: Slides 8-11

4) Glucose and MetaPWR: Slides 12-17

5) Oils: Slides 18-216) Close: Slides 22-24

#### Slide #1: Welcome:

## Introduce yourself and welcome guests.

Here's what you need to know for this workshop:

- 1. It's helpful to have a pen and paper ready to take notes and write down questions. You may notice us reading our notes from time to time. This is because we have a lot of important statistics to share, and we want to ensure the information is presented accurately.
- 2. This will be about an hour long. You'll want to stay on until the end because there will be having a giveaway.
- 3. We will be using the chat feature throughout this workshop. Let's warm it up by clicking on the chat button and telling us where you are from.
- 4. Our intention for tonight is to share with you topics that heavily impact health, support you in understanding the foundations of health, identifying the differences between modern and natural approaches, and sharing ways to address the main causes of disease in the body. We want you to take away practical knowledge and tools to improve your well-being.
- 5. After the class, if you are new to doterra, the wellness advocate that invited you here will connect with you within the next 24-48 hours to review the information you learned and help you set up a plan to incorporate these products moving forward.
- 6. If you already have an account, you can add items to either your one-time order or loyalty rewards order. If you would still like to set up a time to review things with your Wellness Advocate, we got you!

What you will learn in this workshop:

- 1. Why supplementation is so important to the foundation of wellness.
- 2. Why doter and the benefits of their products.

3. The basics of essential oils and how to use them to address common health concerns.

Tell your own personal story

Share your gratitude of how doTERRA has blessed your life and touch on these topics

- Eric Worre suggests to outline with: your struggle before doTERRA, how doTERRA filled that need, the vision you are excited for in the future.
- Other ideas:
  - o I never imagined myself doing something like this
  - Making a difference and impacting people's lives in a significant way
  - Time flexibility- I get to work when it's convenient for me and my family
  - Friends

You're going to learn so much about doTERRA and the impact that they are making all around the world through their high quality products. We want to invite you, as you are learning about these products, if you think about a friend or a family member that needs this, write down their name. We will be hosting these workshops each week, and you are welcome to invite them next week.

## Slide #2: Areas of concern

We always want our workshops to be personal and supportive for your needs. So let's start with a personal assessment for you and/or your family.

# What areas of your health would you like help with?

Comment in the chat the numbers representing the areas you or someone in your household struggles with.

- #1 digestive issues
- #2 Headaches, pain and inflammation
- #3 Immunity issues
- #4 Stress and Anxiety
- #5 Energy and Stamina
- #6 Sleep Issues
- #7 Blood Sugar Regulation
- #8 Hormonal Support

Thanks so much for sharing! It gives us a better understanding of where everyone is at tonight. These are such common concerns for many of us and what we are sharing tonight speaks to each of these.

# Slide #3: Modern Approach vs Natural Approach

We're going to look at two different approaches to health as we begin this workshop: Modern and Natural. I want to begin by sharing that I respect both options and I believe that it is great to have the availability for both, so that you can choose what you need at the moment.

The modern approach tends to lean more symptom based. In the modern approach, we often turn to pills and prescriptions as a primary solution to address physical problems and symptoms. These can have dangerous side effects and even risk of addiction. Because this approach often focuses on symptoms, root causes can often get overlooked.

**In addition, we're looking at \$6.5 trillion** spent each year on **global health care**. We have to ask ourselves, are we healthier?

I want to share a study with you. The FDA estimates that 200,000 Americans are hospitalized every year because of overdoses and side effects of NSAIDs (Pronounced- N-Saids) (Nonsteroidal Anti-inflammatory drugs such as Advil, ibuprofen, and aspirin). They are also the cause of THOUSANDS of deaths per year. Even Tylenol (acetaminophen) is known to cause liver damage if used to excess. <a href="https://www.google.com/amp/s/abcnews.go.com/amp/Health/PainManagement/story%3fid=2739177&page=1">https://www.google.com/amp/s/abcnews.go.com/amp/Health/PainManagement/story%3fid=2739177&page=1</a>

What we are excited to share with you is the natural approach. Often, this approach focuses on the root causes and uses sources that come from nature, because our body RECOGNIZES nature.

I will now be turning it over to Jenn Jones

# Slide #4: What Creates Disease in the Body?

Now let's shift gears and look at disease.

There are 3 main factors that cause disease in the body, we are going to talk about each of these more:

- 1. Nutrient Deficiency
- 2. Inflammation
- 3. Toxic Overload

Slide #5: Nutrition

The first point is nutrient deficiency which comes from our nutrition. Nutrition is at the core of our body's operating system. I like to think of our body as having multiple buckets. One of these buckets is our nutrition bucket. When our nutrition bucket in our body is filled, the operating system can do it's job. We function optimally with energy, clarity of thinking, good mood, great sleep, and little to no inflammation.

When our nutrition bucket in our body is not full, this means that we do not have a great baseline health. Unfortunately, this is very common as the food that we are consuming doesn't have the same level of nutrients our ancestors had access to. The results of nutrient deficiency varies by body, but I'll list a few for you:

- Inflammation
- Headaches
- Lack of sleep
- Foggy thinking
- Lack of energy
- Digestive issues
- Hormonal imbalances

Poor nutrition is the #1 cause of poor health.

According to the Environmental Working Group: (Share chart)

- 95% of US adults are deficient in Vitamin D
- 94% are deficient in Vitamin E
- 61% are deficient in Magnesium

#### Slide #6: Inflammation

Our second topic is inflammation. What is inflammation? Inflammation is a vital defense mechanism that occurs when our body needs to respond to something harmful. Inflammation is a good thing; unfortunately, we often see chronic inflammation.

# **Chronic inflammation is linked to things like:**

- Autoimmune diseases like rheumatoid arthritis
- Cardiovascular diseases like high blood pressure and heart disease
- Gastrointestinal disorders like inflammatory bowel disease
- Headaches
- Metabolic diseases like Type 2 diabetes
- Lung diseases like asthma
- Mental illnesses like depression
- Joint Pain

## So, **What causes inflammation?** The biggest contributors are:

- Sugar. It's in nearly everything we consume now!
- Stress and lack of sleep.

Toxins in our environment

# Slide #7: Toxic Load

Toxic load is the third area we are looking at as a source for disease and refers to the chemicals in our body that build up from our environment, processed foods, pesticide use, and personal care products. Remember earlier how we discussed buckets? This is another area in the body where we can fill up a bucket; however, this is a bucket we don't want to fill. This bucket can be filled with toxins from our environment, cleaning products, beauty care products, stress, foods, medications, and many other sources. Our body is constantly trying to empty the bucket.

The Product Safety Commission tested and found 150 cleaning chemicals that are linked to ADD, asthma, Cancer, reproductive problems, respiratory problems and more.

We can't always control what we come into contact with outside the home, but we can make smarter choices in our homes. So what do we do with all of this?

One quick and easy thing we can do is incorporate supplements into our body. Supplements are a great way to fill up the nutrient bucket, and help empty the toxin bucket. One thing I have noticed in my own personal journey is sometimes it can feel like a lot, trying to figure out which supplements are best to start with, so let's talk about this a little bit.

I will now be turning it over to Claudia to dive deeper into supplements.

#### Slide #8: Research from Harvard Medical School:

Let's take a quick look at the supplement industry. Let's go to the chat feature first. Who here uses a supplement? Think vitamin D, C, B...maybe you take a multivitamin or an omega. If you take any kind of supplement, put "yes" in the chat box.

Now let's take a quick peek at the supplement industry:

- A study by the FDA from 2007 to 2016 detected contaminants in 776 dietary supplements, produced by 146 companies. (<a href="https://www.health.harvard.edu/staying-healthy/whats-in-that-supplement-sometimes-more-than-you-bargain-for">https://www.health.harvard.edu/staying-healthy/whats-in-that-supplement-sometimes-more-than-you-bargain-for</a>)
- A study of 3 leading memory supplements found that 2 of them didn't contain the active ingredient listed on the label.
- DNA testing has revealed that some herbal supplements sold by major retailers did not contain the labeled ingredients but instead contained fillers such as houseplants or wheat, which were not listed on the label.

Yikes! This is scary when we are trying to add in habits to help our body! This lack of transparency and accountability highlights the importance of purchasing supplements from reputable sources that provide verifiable third-party testing and clinical research

There are concerns about the regulation and safety of dietary supplements. A key issue is that the FDA does not regulate dietary supplements as strictly as pharmaceuticals. For example, if a dietary supplement is found to be adulterated or mislabeled, companies can have up to nine months to remove these products from the shelves. This long period can pose significant risks to consumers who may continue using potentially harmful or ineffective products during this time.

This is one of the reasons we are so passionate about doTERRA because they are pure, they are high quality, and they are transparent. So we don't have to worry what else might be added in.

Now, keep in mind that the average standard American diet is deficient in most vitamins and nutrients, and that is why it is necessary to supplement to make sure our bodies get what they need to function properly at a baseline level. We will be sharing some of our favorite doTERRA products now that will provide great supplementation to help you achieve optimal health and wellness.

# Slide #9: Lifelong Vitality Supplements

# The PRESENTER should share a personal testimony and why they are excited to talk about them.

In a global company known for their essential oils, did you know that DoTerra's top sellers are supplements? The Lifelong Vitality is doTERRA's #1 selling product. It addresses all three areas we just mentioned: nutrient deficiency, inflammation and toxic overload. Think of this line as the necessary foundation to build your health on. This line helps support the cleansing and filtering out of toxins. \*There are three supplements in this line: A food nutrient, cellular repair and your omegas.\*

#### This line is your micro-nutrients:

It's important to note that dōTERRA's LLV line boasts a bioavailability of 95%, whereas the average supplement typically has a bioavailability of only 20-30%.

#### MicroPlexVMZ:

- Made with loosely packed, whole food ingredients so our body can recognize it.
   Typically, vitamins over the counter are tightly packed and made synthetically so our body struggles to absorb them. This is what fills our nutrient bucket!
- It also includes vitamin complexes. Complex means, it includes the whole variety of the vitamin. Typically, standard supplements just include one type and we miss a lot of the potential benefits. Our body needs the entire complex of those vitamins.

## XEOMega:

• This is land and sea derived omegas. Omegas are important in our body because they provide pro and anti-inflammatory responses. Ideally, we want to see a 1:1 ratio with pro and anti-inflammatory omegas. However, in the standard American diet, the ratio is currently 16:1. That means for every 16 pro-inflammatory omegas we are only consuming 1 anti-inflammatory omega to counteract that. This is one of the main reasons it's so important to supplement with omegas.

## AlphaCRS:

 This is the cellular support blend. This one empties the toxic load bucket so that the cells of our body can duplicate in a healthy way.

This product line has gotten more people off their over the counter and prescription drugs more than any other product doTERRA sells.

Share 1 LLV testimonial

#### Slide #10: Clinical Trials

There was a clinical trial done for 2 months where subjects took the doTERRA Lifelong Vitality Supplements and continued with their normal diet and exercise. The results are based on blood work that was taken before and after and as you can see there was significant improvement in many areas.

I consider LLV as part of my **food budget**. It runs about \$28 per bottle. I suggest getting it through the loyalty rewards program because then you can get points back and get products for free!

#### Slide: 11: PB Restore and Terrazyme

Okay, we talked about ways to support the nutrient bucket and inflammation in our body, but one of the other health concerns mentioned in the beginning was digestion. So we want to take a second to chat about this. The gut plays a vital role in our overall health and well-being. Have you heard that it is often called your second brain? doTERRA has 2 products designed to work in these areas and they work in harmony with Lifelong Vitality to improve the health of your gut, which helps your whole body: PB Restore and Terrazyme, let's talk a little more about them and why they are so supportive.

We have a thriving ecosystem in our digestive system called our microbiome. This ecosystem is impacted by the foods that we eat, antibiotics and other medications we take, stress, and more! Our microbiome is constantly being altered, if you think about just the food we eat alone, so much of what we eat has been sprayed, includes preservatives, or has had something added to it to make the shelf life longer. This all

impacts our microbiome. When our microbiome isn't in it's healthiest state, it can lead to issues like inflammation, weakened immune system, metabolic health disruptions, mental health changes, and difficulty absorbing nutrients.

This is why we want PB Restore is doTERRA's probiotic. Actually, it includes pre, pro and postbiotics that supports the microbiome of our entire body. This probiotic is unique in that it is double encapsulated. Other probiotics dissolve in the harsh stomach acid and don't make it to your intestines- doTERRA's dissolves partly in the stomach, and partly in the intestines, where we need different flora. Another unique thing about PB Restore is that it includes bacteriophages (pronounced bacteri-o-fay-jiz) which eat up the not so great stuff and help our body get rid of it.

Some need additional digestive support, and that is where TerraZyme comes in. TerraZyme is doTERRA's digestive enzyme. Digestive enzymes are what help our body break down foods, support digestive health, and absorb nutrients. As we age, our body stops producing as many digestive enzymes, so it's nice to supplement with them. Terrazyme Includes a variety of 10 active whole-food enzymes that help break down all different types of foods that many struggle to digest, like lactose, soy and gluten. This has helped many with the "front-end" digestion issues, like reflux, as well as back-end (pun intended) digestion issues like bloating, gas, and bowel issues.

#### SHARE TESTIMONIALS

# Slide #12: Diabetes and Sugar in the Body

Okay, we have talked about nutrient deficiency and toxins quite a bit, but we want to shift a little bit now and address the sugar aspect. Remember how we said sugar is a huge contributor to inflammation??? Well... there's a lot more we have to say about this topic. But first, Time for a little interaction! We're heading into the second section of our workshop and I want to make sure you're with me! So find the chat feature now!

ASK: How long does it take the average person to consume the same amount of sugar that our ancestors from 200 years ago would consume in a year.

Answer: 2 weeks

#### Slide #13: Cardiometabolic Health

Cardiometabolic health is the health of the cardiovascular system and the metabolic system. ONLY 6.8% of the population have optimal cardiometabolic health. This is measured by the numbers we track at our physicals- weight, BMI, Blood Pressure, Cholesterol, etc. That means that 93% of Americans DO NOT have optimal cardiometabolic health. This is an area we need to focus on, because it impacts the length of our life and how healthy we are in those years. The average person spends the last 14 years of life in a state of declining health and difficulty completing everyday tasks. There are simple things we can do to shift this.

## Slide #14: MetaPWR - Metabolic System - Macro Nutrients

doTERRA's has a system called MetaPWR specifically designed for supporting cardiometabolic health. Remember how we said Lifelong Vitality gives you the micronutrients, this line gives you your MACROnutrients, and it pairs beautifully with Lifelong Vitality.

The MetaPWR line does three things:

- 1. Helps repair the cells in our body, which in a sense stops and even reverses the effects of aging. (MetaPWR Advantage)
- 2. Helps our body regulate blood sugar and insulin spikes which are super destructive to the body-, in fact every time we spike and crash our blood sugar, we age your body (MetaPWR Assist and Oil)
- 3. Helps shrink our fat cells- yep, clinical trials show the MetaPWR System shrinks our adipose fat cells! (MetaPWR Oil)

## Slide #15: MetaPWR Advantage

I want to highlight my favorite MetaPWR product, the MetaPWR Advantage. This is doTERRA's collagen product which includes 9 different types of marine collagen. Most other collagen products have just 1 or 2 types, but doTERRA has 9 to support more than just your hair, skin, and nails. The collagen is powdered and freeze dried, so it is 12 times more bioavailable than other collagens on the market- that means our body actually can use what we are ingesting. doTERRA adds in several other beneficial ingredients as well- one I want to highlight is the NMN.

NMN is cutting edge- you can research this if you like. NMN is THE molecule that enables our body to produce NAD, which is what enables our cells to repair themselves. This is one reason why we see dramatic before and after photos and testimonials (we will show you some in a moment). The MetaPWR System actually enables the body to REPAIR aging cells which cause wrinkles, pain, brain fog, gray hair, age spots etc. The MetaPWR Advantage comes in small packets. They are most potent when you add them to water and drink right away. Simple, yet powerful. Let's take a look at what we are talking about with some before and after photos and open it up for some testimonials.

#### Slide #16: Before and Afters

The young lady on the top has been using MetaPWR for 4 months. She's had amazing results, specifically with improvements to her face, eyes and hair.

The gentleman on the bottom left experienced improved skin elasticity and even

darker hair growth. Those are great visible changes, but his Cardiometabolic numbers show a dramatic improvement. He got his blood work taken after three weeks on the MetaPWR and this is what it showed:

- 25-point decrease in LDL
- 57-point decrease in Triglycerides

On the right side you see a 58 year old lady who had red spots on her arms. Anytime she bumped herself they would appear. Doctors biopsied & said it's just what happens when you get older (age spots). After using MetaPWR for just 3 months, the spots are totally gone. She has seen other changes too, weight loss (60lbs), thicker hair, nails growing, and lower A1C.

These are some of doTERRA's supplement products with proven results that can easily be incorporated into your supplement routine. They can also replace products that may not be delivering the desired outcomes.

Let's pause here to open up for any questions on these products that we just reviewed before we move on to the next section of our presentation.

What we have talked about so far are simple habits that make a huge difference on our overall health through a natural approach.

The main thing with a new habit, is to make it simple. Here's how that could look: grab a supplement sorter from Amazon and have your supplements ready to go. Pop the Lifelong Vitality and PB restore first thing, and wash it down with the MetaPWR advantage. In the evening, grab the supplement sorter, and take your evening LLV.

Next, we are going to go over additional tools, for the times we need something beyond supplements.

Connie Righ

# Slide #18: What are essential oils and how do they work?

Essential oils are volatile aromatic compounds that come from plants. These can be extracted from the roots, the leaves, the flower, the fruit, it depends on the plant. When we bring these oils into our body they support the cells of our body. Think of essential oils as the janitor to our cells. They help to clean them up.

Our body is made up of cells. **Each cell is surrounded by a cell membrane** which is intended to protect it. When you get a bacterial infection, it is typically on the outside of the cell, and a viral infection typically is on the inside of a cell. Let's pretend my fist is a cell and this cap is the bacteria (put cap on fist). When we go to the doctor, they

prescribe an antibiotic to get rid of the bacteria. If you've taken an antibiotic, what do you typically deal with after? (pause) Usually GI issues, yeast infection, etc. This is because the antibiotic has 4-5 chemical constituents.which is known to wipe out the bacteria, but often wipe out the good bacteria as well. Let's look at a virus (move the cap to inside the fist). A virus has made it through that cell membrane and lives on the inside of the cell. This is why antibiotics aren't effective because they can't penetrate the cell membrane.

When we look at using essential oils as a natural approach, essential oils have 8-900 chemical constituents. This means, they are smart enough to detect what is meant to be in the body and what isn't AND ALSO, penetrate through the cell membrane.

What does this all mean? We can use essential oils as natural swaps to support our body on a cellular level for things like viruses, bacteria, inflammation, unhealthy cells, and so much more.

#### Slide #19: Safe, Affordable, Effective

One of my favorite things about using essential oils for my health and my family's is that they come with side benefits, not side effects. We might be using peppermint for a headache and it also helps out with opening our airways. It is so cool!

Now, we do just want to speak quickly to safety.

Using the chat feature, I want you to take a guess. In a recent test of Costco peppermint oil showed that it was not 100% peppermint oil. Can you guess how much peppermint is in the Costco Peppermint oil bottle? (ANSWER: 10%).

Unfortunately, independent lab tests show that 80-90% of oils on the market have contaminants and synthetic markers.

This is why doTERRA follows the CPTG standard, Certified Pure, Tested Grade. This means that when doTERRA partners with the harvesters they only accept the highest quality. Unfortunately, other companies don't follow that high standard.

Let me show you what I mean.

#### **Girl with Burns on Chest**

These 2 sisters were used to putting doTERRA Lavender on their chest before bed each night. When they spent the night at their grandma's house, she used a lavender she had on hand from a different company thinking it would be the same. The girls ended up with chemical burns with scars almost a year later. I'm not saying this will be your reaction with other essential oils. However, it is important that you understand the risks.

doTERRA oils are safe to use at any age from newborn babies to great grandparents. Brand matters for SAFETY!

When you use a DoTERRA oil, you get 100% of the oil making it much cheaper compared to other company's oils where it is diluted.

- Each 15ml bottle has 250 drops of essential oil in it
- 1 dose = 1 -2 drops
- Use less drops more frequently
- Did you know essential oils are 50-70 times more potent than herbs. This
  means a little goes a LONG way!

## Slide 20: 3 Ways to Use Essential Oils

- 1) Aromatic: I love to diffuse in my home to instantly shift the mood. For example, Onguard, the protection blend is great to add to the diffuser after you come in for the day. So often the germs and bacteria that we encounter in the world come into our home on our clothing, hair, and shoes. By adding these powerful oils to the diffuser we are cleaning up the air we breathe. The side benefit is they also smell amazing! Did you know, our sense of smell speaks to the portion of the brain that regulates mood? I love the cozy smell that comes from OnGuard by just a few drops in the diffuser.
- 2) Topical: By using oils on our skin we are able to receive benefits by targeting specific and localized needs. You can take 1-2 drops of oil and apply neat (just the oil) or with fractionated coconut oil to the area. A favorite oil to use topically in our house is Deep Blue. This blend offers specific oils to help with muscle and joint pain. It is great to apply before or after a workout. I also love to add oils to our baths like Frankincense or lavender for a calming effect and skin benefits.
- 3) Internal: Not all oils can be ingested, but if its doTERRA and it says it is safe for internal use then it can be enjoyed in water, veggie caps, or in recipes. I love to add lemon oil to my water. It tastes great, encourages me to drink more, and it is cleansing to our body. Lemon oil comes from the rind of the fruit, so you also do not need to worry about the acidity on our teeth like from the flesh of the lemon.

#### Slide 21: The Top Ten Essential Oils

These are the Top 10 oils from doTERRA that have 100's of ways to use each! We have something called Oil Camp, which is a self-paced, online learning platform to help immerse you into using essential oils on a daily basis. We want you to know the best and safest ways to use your oils and we often find quick snapshots of using the oils is helpful. To get access, reach out to the person that invited you tonight. (Share about 1-2 of the oils and how you use them)

We have talked about how Essential Oils are safe, affordable, and effective for supporting many health concerns. Everyone can benefit from doTERRA Essential oils by keeping them on hand to apply topically when needed, or to ingest when necessary. But did you know that you can also benefit from simply diffusing essential oils while you sleep?

One of the biggest fears of our aging population is dementia and memory loss. Check out this double-blind, placebo-controlled study that was recently published by UC Irvine. Participants in the study diffused a variety of essential oils for just 2 hours a night every night for 6 months. (Time for you to write in the Chat- Guess what percent improvement these adults experienced in memory and cognition. Wait for Chat Responses.)

226% increase in cognitive capacity!!!!! Just from diffusing Essential Oils on their nightstand! The scientists noticed a direct link between the olfactory sense (smell) and the brain's memory circuits. Bottom line- Everyone should be diffusing doTERRA oils on their nightstand. Talk about a safe, affordable, effective, and easy way to fight off dementia!

You can check out the UC Irvine study here: <u>Sweet smell of success: Simple fragrance</u> method produces major memory boost – UCI News

Research also shows that essential oils, when diffused, can kill most air-born microorganisms.

Let's have a little fun. Let's go back to the chat feature for a little trivia!

ASK:

Take a wild guess. How many cups of peppermint tea would be equal to one drop of doTERRA peppermint oil?

ANSWER: 28

ASK:

How many lemons does it take to make a bottle of doTERRA's Lemon Oil?

ANSWER: 60

Just a reminder, this was a quick look at essential oils if you are brand new to oils, jump in on Oil Camp and you can keep learning.

I will now turn this back over to Katrina to wrap up our presentation for you.

#### Slide #22: WRAP UP SLIDE

To wrap up our workshop, let's summarize the key points we've covered today:

You have learned about the foundations of health, contrasting modern approaches with natural ones. We discussed the three main causes of disease in the body: nutrient deficiency, inflammation, and toxins. You were also presented with eye-opening statistics about adulterated products on the market and why it's crucial to choose

high-quality supplements from a company that you can trust.

We then highlighted why doTERRA is different, focusing on the benefits of their products. You received an overview of doTERRA's supplement line, metabolic line, and Probiome line and we briefly explored the uses of essential oils.

As we conclude, remember that the insights and products shared today are meant to help you make informed decisions about your health. If you're new to dōTERRA, your wellness advocate will connect with you within the next 24-48 hours to review what you've learned and help you incorporate these products into your routine.

It's never one size fits all, so it's important for you and your wellness advocate to chat about what will be the best fit for you.

## Slide #23: Kit Options

In the meantime, here are a couple of our favorite options that doterra offers at a discount when they are bundled but your advocate can also customize an option that fits you best. When you talk with your wellness advocate, they can help you determine the best starting point based on your personal needs.

If you already have an account, you can add items to your next order or set up a time to discuss further with your wellness advocate.

# Slide #24: Host a Workshop/Class Online/Learn More

We know that you received a lot of information tonight, and you might be thinking of others who should hear this as well. We host this Zoom workshop every week that you can join at any time and invite people to attend online, no matter where they are located.

Alternatively, if you'd like to host your own workshop tailored specifically to your friends and family, you can do so either in person or via Zoom. When you schedule your wellness workshop, you will receive a unique keychain, which is exclusive to workshop hosts!

If you're interested in either joining our weekly Zoom workshop with your friends or hosting your own workshop, talk to your wellness advocate about scheduling your personalized session.

Additionally, if you're curious and want to learn more about how doTERRA can be a beneficial business opportunity for you, we have an upcoming call that you won't want to miss. Join us on Wednesday, September 4th at 7 pm for a casual conversation to learn more.

We are going to stop the recording at this time but hang tight as we will be our drawing next.

Now it is time for our giveaway drawing!

## Slide #25: Google Form and Giveaway

POST LINK TO GOOGLE FORM IN THE CHAT: https://docs.google.com/forms/d/e/1FAlpQLSeUbTAJFT9yr4eJ7PjzNFA66PFGJbpEUrDfbTw0X 1allClwg/viewform?usp=sf link

We are posting the link to a very quick wellness survey. Take a minute or two to fill that out for us and as you complete it I will enter your names into our drawing at the end of the class

PICK A WINNER FOR A PRIZE

Thank you all for joining us. The wellness advocate who invited you will reach out in the next day or two to help you find solutions for your health.

In the meantime, jot down any additional questions or thoughts that come to mind so you can share them with your wellness advocate when you connect.

Any last questions before we end tonight? Ok, have a great night!