

Overview & Script

Ride the Waves Class

Preparation:

- **Room set:** circle/semi-circle (chairs or mats), quiet background music (optional)
 - **Oils to Pass:** Wild Orange, Shinrin-Yoku®, AromaTouch®, SuperMint™, Motivate®
 - **Supports:** Diffuser, Tissues, Fractionated Coconut Oil, and a way to track time
 - **Class Handouts**
 - **Enrollment Forms or QR Codes for kits**
 - **Refreshments:** Water and simple treats
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Overview:

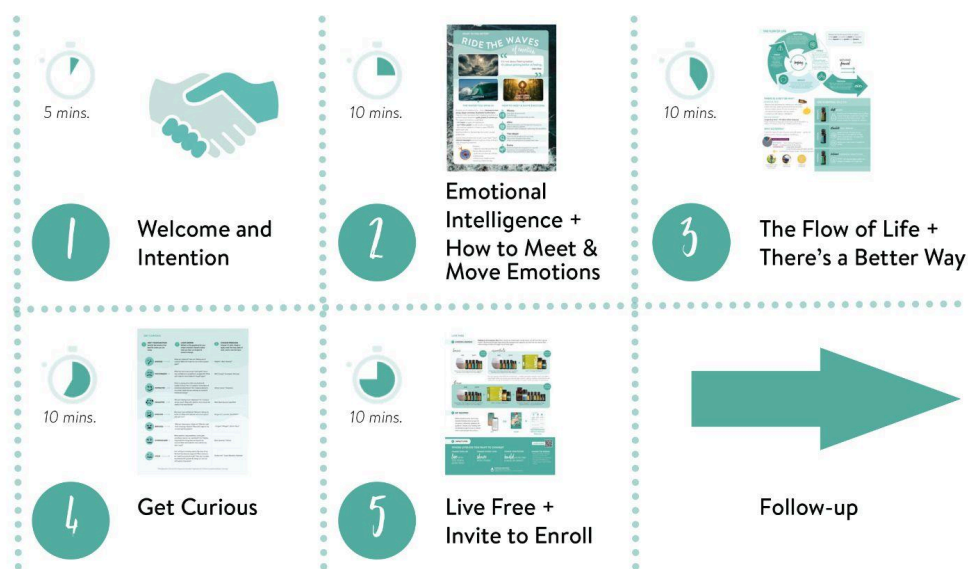
An Essential Emotions Class is the best way to help new and prospective customers experience the power of essential oils and emotional wellness. The Ride the Waves Class Handout is a beautiful and effective tool to guide this experience—introducing how emotions work in the body, how essential oils interact with the nervous system, and how to use them to restore balance and flow. Your goal isn't to teach everything—it's to help guests experience emotional connection and understanding.

Through the handout's visuals, participants learn how emotions are chemical messengers, how oils can calm the amygdala and activate safety in the body, and how simple tools like breath, awareness, and movement can interrupt old patterns and create new possibilities. As you teach, keep the focus on building belief—in the body's innate intelligence, in nature's ability to support healing, and in the purity and potency of doTERRA essential oils. Guests get excited when they discover that they can meet and move emotions rather than suppress them, and that oils are tools for real transformation.

A powerful introduction usually lasts under an hour, honoring your guests' time while inviting them to take the next step. The class is designed to inspire participants to begin their healing journey by choosing a bundle that fits their needs, downloading the app or getting the book, and continuing their learning through your wellness community and ongoing education. For best results, teach a class or several one-on-ones per week to keep a steady flow of new people learning, feeling, and enrolling—helping them move from stress and survival toward calm, clarity, and freedom.

Ideal Timeline (45–60 minutes)

Use the *Ride the Waves* class handout or ppt.



Purpose:

- 1 Gather people, create social proof, and make wellness fun.
- 2 Focus on priorities of attendees, share top solutions, and experience the power of understanding emotions and dōTERRA essential oils.
- 3 Enroll guests, find your next hosts, book future classes, and identify new builders.

Script:

They guide us. They protect us. And they connect us — to ourselves and to others.

(Look at each guest so they feel seen.)

The impact of emotions? It's undeniable.

One in five teens struggles with depression. Over a billion people around the world live with anxiety or depression.

And today, loneliness has become so widespread that it's linked to nearly 900,000 deaths each year.

We can't continue like this! Tonight, you will be empowered with tools and resources that allow you to develop your emotional intelligence and surf the waves with greater ease!

Ignoring emotions is like ignoring a rip current. When we pretend they're not there, we get pulled under.

But here's the good news — emotions aren't just "in your head."

INTRODUCTION

Welcome, everyone. I'm so glad you're here tonight. Let me ask you a question — **Are you ready to feel better?** *(Raise your hand big and get a consensus of class attendees.)* Tonight, we're going to talk about something we all experience, every single day — **riding the waves of emotion.**

How many of you have felt some ups and downs this week?

Maybe you've had a moment of joy — something that made your heart light up — and then, maybe an hour later, you felt stressed or overwhelmed.

That's life, right? It can feel a bit like the ocean — sometimes calm and peaceful, and other times stormy and unpredictable.

But here's what we're really exploring tonight:

"It's not about feeling better. It's about getting better at feeling." Gabor Mate

(Pause)

In our world today, that skill — **the ability to really feel — is so critical.**

Because the waters we swim in are full of things happening all around us.

News, social media, family, work — there's a lot.

And sometimes, we get swept up in those emotional currents.

How many of you have been on Instagram in the last week or saw a piece of news and felt something shift in your body without even knowing it? **That was an emotion.**

THE WATER YOU SWIM IN

But **emotions aren't problems to fix.**

They're **doorways.**

They lead us to more energy... deeper communication and connection... and even authentic transformation.

When we learn to listen, our emotions provide us with valuable information.

They're actually **chemical messengers moving through your body, sending signals to your cells, shaping what you think, how you feel, how you act — and even your health!**

So tonight, we're going to learn how to **ride those waves.**

Not to avoid them, not to get stuck in them, but to **flow with them — with more awareness, more self-kindness, and more tools to help you feel supported along the way.**

EMOTIONAL INTELLIGENCE

We live in a world where technology is growing faster than ever — we've even got artificial intelligence that can think and respond like a human.

But what our world needs more than ever before isn't more artificial intelligence...

It's **emotional intelligence**.

We have to be able to meet and move emotions!

Because no matter how smart our devices become, it's our ability to understand, feel, and move through our emotions that helps us truly live well — to connect deeply, to stay grounded, and to navigate change with grace.

Emotional intelligence helps us notice what we're feeling, rather than reacting or shutting down.

It helps us **ride those waves instead of getting pulled under by them.**

Instead of reacting or shutting down, we can **ride the waves — moving with what's real, and letting each feeling bring us more awareness, peace, and strength.**

THE W.A.V.E. FRAMEWORK

So... how do we do that?

We ride the **W.A.V.E.**

You'll see this on your worksheet — W.A.V.E. is a simple way to remember the rhythm of emotional flow.

Let's walk through it together.

- **W – Witness**

Slow down. Become still. Turn your attention inward.

Take a moment to notice what's going on inside of you. Even right now. What do you feel?

Maybe it's tension in your chest, a knot in your stomach, or a sense of peace.

Just pause... and witness.

When we witness, we shift from being in the wave to standing on the surfboard — steady, aware, and able to move with what's happening.

- **A – Allow**

Offer your emotion, your full attention, and presence.

Let it be here without judging it or pushing it away.

Sometimes that means saying, "It's okay that I feel this way right now."

Allowing is an act of compassion.

When we welcome our emotions — even the uncomfortable ones — we tell ourselves, *I'm safe to feel.*

- **V – View Deeper**

Once we've allowed what's here, we can get curious.

Ask yourself:

"What is this emotion trying to tell me?" "What do I need right now?"

Maybe you sense tightness when you're holding onto something... or lightness when you're ready to release.

When we view deeper, we widen our perspective. We see that **emotions aren't here to hurt us — they're here to help us.**

- **E – Evolve**

And this is where the magic happens.

When we've witnessed, allowed, and viewed deeper, we create space to evolve.

We can **nurture empathy and compassion — for ourselves and for others.**

We begin to experience more acceptance and peace.

And as we open to that, **new possibilities and deep healing can naturally unfold.**

(Pause. Smile gently.)

This is emotional intelligence in action.

It's not about avoiding emotions; it's about moving through them — **with grace, awareness, and love.**

When we learn to ride the W.A.V.E., **we stop drowning in our feelings — and start letting them carry us toward growth.**

THE FLOW OF LIFE

Let's talk about what I call the **Flow of Life.**

Sometimes, instead of moving forward, we find ourselves looping — going around and around in the same emotional patterns.

Have you ever noticed that? Maybe it's stress from work, tension with a family member, or even traffic that sends you right back into the same reaction.

(Pause.)

That's because our brains are wired for protection. When we sense a threat — whether it's real or perceived — our brain's alarm system, the **amygdala**, jumps into action.

(Tap head gently)

It sends a signal to the body that says, "We're not safe."

And in seconds, an automatic reaction occurs as the **sympathetic nervous system** kicks in — flooding the body with cortisol and adrenaline.

Your heart rate quickens, your breathing speeds up, and your muscles tighten.

This is the start of the emotional wave — and it's happening even when you don't realize it.

Your body is preparing to survive.

THE LOOP VS. THE FLOW

Now, here is where it gets interesting. At this point, we reach a **choice**. We can keep looping — staying stuck in that reaction, letting our nervous system stay on high alert — or we can **interrupt the pattern and choose to move forward**. When we calm the nervous system, everything begins to change.

Essential oils can reach the amygdala — the emotional control center of the brain — within seconds.

Their aroma can help quiet the alarm, slow the breath, and signal to the body, “You’re safe.” When that happens, the **parasympathetic nervous system** turns back on — the part of us designed for healing and balance.

The body begins to release **oxytocin and serotonin — the chemicals that create connection, clarity, and calm.**

This is the **flow — where the wave settles, and your inner waters grow still again.** From this place, you can think clearly, feel connected, and move forward with peace.

So we always have 2 paths: We can let survival mode be our default...or we can choose freedom--to pause, breathe, and reset our state.

Between stimulus and response, there is a space. And in that space lies our power to choose. In that choice lies our growth... and our freedom.

(Pause)

How many of you have noticed yourself getting caught in those loops? Maybe something small--a conversation, a memory, a moment of frustration--suddenly triggers that wave all over again.

We all do it, but now you know what’s really happening. And you have tools that help you step out of the loop into the flow--to bring peace back in.

THERE IS A BETTER WAY: ESSENTIAL OILS

(Hold up Wild Orange)

There is a better way — a natural way — to help your body and emotions find balance.

Essential oils work with your body at the cellular level.

They help your cells adapt, release built-up stress, and return to a healthy rhythm.

It’s like giving your body permission to exhale again.

When we use pure essential oils, we’re helping our nervous system calm down —

activating the parasympathetic nervous system, the part of us that says, *You’re safe. You can rest. You can heal.*

This is one of the most beautiful ways to **reconnect with nature’s intelligence — the wisdom already woven into plants.**

I want you to experience this for yourself.
 I'm going to pass around a bottle of **Wild Orange**.
 When it comes to you, place **one drop** in your hand.
 Rub your hands together... and take a slow, deep breath in.

(Model the motion and take a deep inhale.)

Can you feel that?

That bright, uplifting aroma?

Do you notice how your body naturally relaxes — and maybe even how your mouth turns up in a smile?

That's chemistry at work.

One single drop of essential oil can influence **40 million trillion molecules** in your body.

These natural compounds move through every cell within minutes — helping restore healthy biochemistry and bring your system back into balance.

This is how nature helps us *ride the wave* instead of getting stuck in it.

WHY dōTERRA?

When it comes to choosing essential oils, **quality is everything**.

You can find bottles everywhere these days — even at big-box stores — but not all oils are created equal.

dōTERRA has been trusted for nearly 20 years for its purity, science, and proven results.

Each oil is **Certified Pure Tested Grade** — the gold standard for quality.

That means these oils are:

- Balance body & emotions by helping cells adapt
- Detox naturally, releasing physical & emotional stress
- Restore healthy cellular function & resilience
- Activate the parasympathetic nervous system
- Connect with nature's intelligence
- Extracted from plants grown and harvested in their native environments
- Third-party tested for purity and potency
- Free from fillers, contaminants, or synthetic ingredients

When you're choosing oils for your family, this matters.

You deserve to know that what you're using is safe, powerful, and real.

Now, as you breathe in that Wild Orange one more time, notice what's happening in your body.

Maybe your shoulders have dropped a little.

Maybe your breath feels easier.

Maybe there's a sense of lightness — or a spark of joy.

That shift you feel right now — that's your body moving out of survival and back into *safety*. It's your nervous system remembering that peace is possible, even in the middle of life's waves. As you sit with that calm, ask yourself quietly:

- What does peace feel like in my body?
- What am I ready to release tonight?

Just breathe, and let the oil anchor that intention in.

When we connect emotion with awareness — and partner with the pure chemistry of nature — healing begins to happen naturally.

3 SIMPLE WAYS TO USE ESSENTIAL OILS

Even if you try just one method tonight, **you'll feel the difference — and that's the start of riding your waves of emotion with more ease.**

So now that we understand *why* essential oils work — balancing the body, shifting mood, and supporting self-repair — let's talk about *how* to actually use them.

I'm going to teach you **three simple ways** to use essential oils.

(Hold up 3 fingers)

(First - hold up 1 finger)

Aromatic Use

This is the easiest and fastest way to shift your mood.

(Pass around Shinrin-Yoku)

You can simply:

- Smell the bottle straight from your hands, or
- Put a few drops in a diffuser and let the aroma fill the room.

Why does this work so quickly?

Because **smell is directly connected to the brain's limbic system** — the part of the brain that controls emotions and memory.

Think about this: how many of you instantly remember walking into a bakery, a taco shop, or a coffee shop — that warm, familiar smell — and it makes you feel happy or comforted?

That's the limbic system at work. That's the emotional power of aroma. Shinrin Yoku is an amazing oil that calms and transports you directly to the forest. Don't you love that?

(Hold up 2 fingers)

Topical Use

The next method is **topical application** — applying oils directly to your body.

You can apply oils:

- On the back of your neck
- Across your forehead
- On the bottoms of your feet
- Over your heart or the insides of your wrists

Some essential oils can even **pass through the blood-brain barrier**, allowing them to work directly on the nervous system to help calm, focus, or energize.

This is an easy, personal, and powerful way to experience the oils anytime, anywhere.

I am passing around AromaTouch. (*Pass AromaTouch.*)

Take a couple of drops and rub on the back of your neck - remember to keep the oils out of your eyes - you don't need to experience that!

Can you feel your shoulders start to calm? It's like having a spa treatment at home!

(*Hold up 3 fingers*)

Internal Use

Finally, some oils can be used **internally**, which helps balance the body's chemical reactions.

You can:

- Place a drop under your tongue
- Add a drop to water
- Take in a gel capsule

This is **unique to dōTERRA**.

You'll notice that every bottle has a Supplement Facts panel, which indicates that the oil is safe for internal use.

This opens up even more ways to support your body from the inside out.

So aromatic, topical, and internal — three simple ways to use oils to shift your mood, support your body's natural healing, and bring balance to your life.

Even if you try just one method tonight, you'll feel the difference — and that's the start of riding your waves of emotion with more ease. The coolest thing about essential oils is that they can interrupt that cycle, change your day, and help you show up for your family how you want to.

Oils pause the spiral and send a new message to your brain and body.

GET CURIOUS

I want to ensure that this is a powerful night for you! **We often don't pause to check in and ask, "What am I feeling right now?"**

Oils highlight emotions so we can meet them and move forward.

When you notice, breathe, and choose a supporting oil, you bring **harmony to the nervous system**.

So here's a tool I love to use. We are going to do this together, and just sample how it works, but if you want to dive deeper, you can do one-on-one sessions, but even in a 40-minute class, we can sample a couple of emotions and see oils interrupt them. (And at the end of the class, I will give you a resource where you can look up any emotion that pops up!)

You can find an oil for every emotion, but these are common ones. Which emotion should we focus on? (*OR pick an emotion for the class and have them experience a certain oil.*)

(*Survey group*)

Okay, let's focus on stuck! I know I have felt that one this week. So, once I remember that emotions are just information and recognize that I am feeling stuck. I can ask myself better questions. Am I willing to honestly explore the areas of my life that have become stagnant? Now, my natural response is just to move on, but if I sit for a moment and think about that question - and listen to my body and the waves of information, I can feel the truth - I have had a few areas become stagnant. I can ponder this... Right now I am recognizing that I have been stuck even in (Share a simple way you have seen yourself stuck). Witnessing this simple emotion allows the healing to start. I can accelerate that by using the oils that help most with that emotion!

(Pass Motivate.)

As I breathe in and look deeper, I can choose freedom! *(You can now process as a group if time allows. Have each person pick their own emotion and pass the appropriate oil. Have at least one oil ready for each emotion to be ready for this part.)* So now I want you to try. Identify an emotion you are curious about - no judgements here! We all have these emotions throughout the week. Who wants to share?

(Keep the discussion flowing and empowering. Ask what they experienced as they use an oil...) Think about the power of this tool! You can recognize the different emotional responses in your family — anger, freezing, and shutting down — and use oils as a support. Instead of being overwhelmed by emotions, families can find tools to navigate them together. **This is riding the waves with power and presence!**

LIVE FREE

So how can you flow through life with ease? This is where everything we've talked about tonight comes together. Because information is good, but transformation only happens when you take action.

First, choose a bundle.

We have three beautiful options tonight to help you get started with your oils and emotional wellness journey.

THE OFFER

These kits are available to sign up new customers ONLY!

The Basic Kit

This one is a wonderful place to start. You'll get the core emotional oils we talked about — the ones you'll actually use every single day — plus a free diffuser so your whole home can feel that shift in mood and energy. It's \$150, and it's \$25 below wholesale, which is amazing. This is for you if you're ready to start simple and begin supporting your family right away.

The Essentials Kit

Now, this one is what I recommend for most people. It includes everything in the Basic Kit *plus* your foundational wellness — the **VMG**, **Omegas**, and **Probiotics**.

Here's why that's important:

We didn't cover foundational wellness tonight, but your gut health has a direct impact on your mood. Your gut produces 90% of your serotonin — your happy hormone!

So if your emotions have felt a little "off," it may not just be stress — it could be what's going on inside. The Essentials Kit provides the emotional support and physical foundation to actually feel better, longer. It's \$250, and you're saving \$74.50 over the wholesale price. It's what I call the feel-good-inside-and-out kit.

The Breakthrough Kit

This is the total body reset. It includes everything in the Basic and Essentials Kits, plus deep liver cleansing products like Revitazen and six more key oils to help your body release what's holding it back — physically and emotionally. This kit is \$460, with \$94 in savings, and it's truly for those who are ready to take charge of their health and live fully vibrant.

(Pause and look around the room)

Here's what I want you to think about: Which of these kits matches the level of transformation you want right now? Do you want to start simple, do you want to feel better inside and out, or are you ready to thrive?

Whatever your answer is, there's no wrong one. But I want you to make a choice that empowers you and brings peace, hope, and health to your home.

Select the kit that best suits you and your family. Leverage the incredible value in these kits, as they are only available for your first purchase. If you already have an account, I can guide you through what best serves your needs.

I will check in with each of you and help you make your selection. And remember — when you get started tonight, you're not doing this alone. You're joining a community that loves to learn, grow, and celebrate progress together. I'll personally help you know exactly what to do with every oil and supplement you get — so this feels simple, doable, and exciting. Oh! I almost forgot, those who select their kit tonight will also receive a free gift of _____. You can be equipped with our app or book, and even go deeper with a breakthrough process. The QR code will link you to all of our resources so you can have answers at your fingertips. Oils, breath, and movement together heal the body, regulate the nervous system, and retrain the brain. They help us choose safety, stay present, and create harmony in our lives and families.

YOUR CHOICE MATTERS

Choosing this for yourself will ripple through your family in ways you can only begin to imagine after today's experience.

You can keep it simple and focus on your own growth — and your family will thank you for the peace and balance it brings into your home.

Or...

You can choose to expand that impact — to share these tools with others and help transform the lives of those you care about most.

Or...

You can go even further — **building an income while making a lasting impact in the world.** If this is you, stay after for a little intro, or come talk to me.

CLOSING

Whatever you choose, know that when you choose **dōTERRA, you are changing the world.** Every purchase changes the lives and communities of growers for the better through **dōTERRA's Co-Impact Sourcing and Healing Hands initiatives.**

I am ready to partner with you as you live with less fear and more trust, as you share with others, and as you build an income and make an impact.