

Coaching Hosts

As you're planning your Launch month, you will ask 3-4 friends to HOST for you. Then as you start presenting at your Workshops, you'll ask for people to Host for you (booking classes from classes)

1) Coaching Your Hosts

2 Weeks Before Class:

Text to set up a 5 min call and go over these 4 things.

- **Who to Invite.** (Those who may be interested in natural products, those who do not have a doTERRA membership, etc.)
- **How many to Invite.** The goal is to have 5 guests attend, so you need to invite 10-12 as many don't show. If the host has many names on their list, recommend hosting another class.
- **How to invite.** Make it personal, don't create a Facebook post, but message people individually. Ask if the host would like an invitation to send out.
- **Manage Expectations.** Explain the flow of the class, what happens when guests don't show, the host rewards, etc.

Optional Invitation Script for the Host:

"Hey (name), I'm excited to be hosting a class about how to have effective, natural solutions for health, immunity, and nutrition with dōTERRA. It's on _____ (day of the week), ____ ____ (date) at _:00 (time; add am or pm).

They have made such a difference for me and my family. I really have been amazed. I'd love for you to come! (You don't have to buy anything. If there is something that will bless your family that you'd like to get, that's great too 😊).

We will also enjoy some super yummy essential oil-infused snacks. There will be fun giveaways, and of course, it will be great to connect too! Are you open that night?"

After you send the above invite message, send this one to anyone who says yes:

"Awesome!! I'm so excited for you to come and learn. I think you'll love it!"

1 Week Before Class:

Call or Text and ask how things are going and how many guests are they expecting. If they can't give you a number yet, ask these questions...

- **Have you started to invite?**
- **How did you invite?**
- **How many have you invited?**

Troubleshoot & help the host. Remember to be positive & encouraging, there's still plenty of time to get 5 people to attend.

1 Day Before Class:

Text the host and ask final numbers. Ask him/her to send reminders to all the guests. Share the fun and/or perks. Give the host a script she could use, such as:

Optional Script for the Host:

"I'm so excited to see you on Thursday at 7:00 pm! You're going to love learning from _____. You'll leave with some great ways to take care of your family naturally. Feel free to bring a friend and you'll get a free gift."

2-3 Hours Before Class:

Text the host and let him/her know what time you will be there. Ask them to send reminders to all guests 1 hour before class. (It may sound excessive but it's not!) Don't ask guests if they're coming, just let them know you can't wait to see them in an hour and share something for them to look forward to.

Optional Script for the Host:

"I am excited to see you in an hour. My house is smelling amazing! Feel free to park in the driveway or along the street."

2) Booking Classes from Classes

Start your class with the end in mind. Meaning, you know at the end you not only want guests to enroll, but also to book classes. So as you're sharing the essential oils, use the keychain and let everyone know how cool it is and that you'll share how they can get one too at the end.

At the end of the presentation you'll:

- Invite the Host to the front. Thank him/her for being an amazing host and allowing you to come into their home. As a thank you for hosting you've earned some free gifts. Share each of the gifts with the group.
- Let everyone know that they can earn the same host gifts if they have friends who they want to share doTERRA with and host their own workshop.
- And by booking a class with you today, they'll earn a booking gift. (Show the gift bag and start pulling each item out, building excitement.)
- Show your booking calendar, with open class dates circled. Tell everyone that you'll be passing around your calendar. Go ahead and put their name in a circled date to be able to get the Booking gift tonight.

**During the enrollment consult with each guest, give them their booking gift or ask if they'd be interested in hosting.*

Work with your Leader to come up with Booking Gifts & Host Gifts.

Booking Gift Ideas:

- Sticker Sheet
- Bar Soap
- Hand Sanitizing Spray
- Toothpaste
- 5mL Wild Orange (from Class in a Box)
- Sample Keychain
- Rollerball Blend

Host Gift Ideas:

- Sample Keychain (5 vials filled for hosting, 1 vial filled for each guest, up to 5 guests)
- Diffuser
- 6 pack of Rollerball Blends
- The Essential Life Book
- an Essential Oil or Product from their Wish List
- 20% Back in doTERRA Dollars, when using their Referral Link