

Email Template 1 - INITIAL ENQUIRY – SUBJECT: Hi Contact: First name, your interest in doTERRA Essential Oils

This is the email you would send if you have one of our sites that allows people to reply and confirm a class day that suits them.

Hi.....you replied to our Social Media advertisement expressing an interest in our Certified Pure Therapeutic Grade Essential Oils. ***SEE INVITE BELOW to attend our FREE Online Essential Oils Class**

Whether you are simply looking to benefit from using the finest essential oils in the world or you are interested in finding out more about working with us as a Product Consultant, I'm sure we can help.

Here is a 3-minute video validating why our Essential Oils are the purest - most tested and trusted in the world:

<https://vimeo.com/262175856>

Here is a glimpse of our amazing product range: <https://media.doterra.com/us/en/brochures/the-doterra-essentials.pdf>

*** INVITE: Attend our educational online class 'Intro to Essential Oils' it's completely FREE. You'll receive huge value from it as well as finding out more about doTERRA.**

You can access this class from the comfort of your own home, it lasts approx. 55 minutes, this is what we will be covering:

1. Discover the healing power of essential oils and what oils can be used to help certain conditions
2. Preventative healthcare and essential oils
3. How to use oils safely and effectively
4. How we source our products - the testing and purification process - why our oils are the purest in the world
5. Find out how you can secure sizeable discounts and what help and support is available to you
6. Working with us - find out how rewarding it is to share our oils with others! *optional

The NEXT STEP: Please can you confirm your specific interest via our ' Enquiries Page' just click on the link below and follow the simple instructions. We will provide you with relevant information straight away about doTERRA and reserve you a place on our FREE class. www.whyouroils.com (this is mine you need to put yours in here)

Thank you for your interest and I look forward to hearing back from you, ideally within the next 24-48 hours, thank you.

Best Wishes

Peter Rea

Call - +447980664696



Also if they are on WhatsApp SEND THIS MESSAGE AT THE SAME TIME

Hi , its Peter from doTERRA essential oils 💧

Thank you for your enquiry, lovely to hear from you 🙏

I sent you an email with more information, and an invite to attend our FREE ONLINE CLASS.. you will love it!

Please check your spam/junk folder if not received/& reply with best email.

Looking forward to hearing back from you as soon as possible please.

P.s, it would be great if we could arrange a brief chat about your interest sometime if that would be ok with you?

Thanks, Peter 😊

www.whyouroils.com

use Your name

Your website

Email Template 2 - Hi Contact: First name, Thank you for your doTERRA interest

Important Info to be aware of: Please note: This email should be sent one day after the 1st email when they have opened it. By using your FREE HubSpot account efficiently (see video tutorial) you can track who has opened your emails in the contacts section, you will observe that most people will open the 1st email and or click on the link but **the majority don't follow through and submit their details to us, usually it's just because they are busy, at work, and then forget to later! so, they don't get to see the videos we want to show them!!**

So as long as we can see they have opened the first email we send them the second email which shows them the videos they would have been shown if they had submitted their details! So we are now making it very convenient for them! This email you send from inside the CONTACTS section of HubSpot, see video tutorial. This will improve prospect response

Re: Phone Calls: Because we are now being much more systemised, tracking every day from HubSpot who has opened the email and clicked on any link it will make your call more relevant and easier to make as you know they have received your emails, opened them, and more likely to have viewed the videos (you can see on HubSpot they have clicked on a link)

HubSpot Templates and Team system for following up prospect enquiries

Email Template 2 - Hi Contact: First name (use the 'Token' icon in the template to pick up their 'First name')

Thank you for interest in our doTERRA Essential Oils and opportunity if relevant.

Here are 3 short videos we would be interested to hear what Interests you the most after viewing.

1 - What are Essential Oils and why do they work so well - 4 mins: <https://vimeo.com/271525877>

2 - Why and how our Essential Oils are the purest, most tested, most potent and most effective in the world – 3 mins: <https://vimeo.com/262175856>

3 - Why it is a great time to join us as a Product Consultant, the growth in Europe is huge with masses of potential – 4 mins : <https://vimeo.com/282175937>

Here is our amazing product range: <https://media.doterra.com/us/en/brochures/the-doterra-essentials.pdf>

Our complimentary Online Class: You're Invited

We run 6 free online 'Intro to Oils' classes per week, please can you reply back to confirm which one that you would like to attend - if none of the times are convenient please let me know your availability and we shall get back to you

This is what you can expect from an online Essential Oil Class – 2 mins : <https://vimeo.com/312785232>

Mondays: 7pm - UK time zone

Tuesdays: 7pm – UK time zone

Wednesdays: 11am – UK time zone

Thursdays: 4pm – UK time zone

Friday: 7pm – UK time zone

Saturdays: 12 Noon – UK time

*Please allow for any differences in time zones

I look forward to hearing back from you as soon as possible so that we can book you into a Class. It would also be great to arrange a time to have a brief chat to discuss your specific interest further

Best wishes

Your Name

Your contact number

HubSpot Templates and Team system for following up prospect enquiries



FOR Email Template 2, SEND THIS WHATSAPP MESSAGE AT THE SAME TIME

Good Morning, I just wondered if you've had a chance to look at the information, I sent you? if so, is it of any interest?

Please do let me know. Look forward to hearing back from you. Thanks Peter 😊💧🌿

www.whyouroils.com

again use your own website

By the end of 7 days or so, for those that haven't opened emails or responded to messages, send this: I find this works great on whatsapp

Hi ...

I just wondered if you would like to attend one of our free "Intro to Essentials Oils classes" they're live and online and last 55 minutes...

If you're interested, please let me know and I can send you more details re: days/times/access etc... 🌿💧

Thanks, Peter 😊

www.whyouroils.com

HubSpot Templates and Team system for following up prospect enquiries

Email Template 3 - Confirming the Zoom Class and the time you have arranged - NB, take care with the Zoom link you put in, this one is Neil's but check who is actually running the Class at the time they have chosen , details provided each week or use your own if you are doing this

Hi Contact: First name (use the 'Token' icon in the template to pick up their 'First name')

Lovely to chat with you earlier, I am just confirming that you are booked onto our 'Introduction to doTERRA and our Essential Oils' Class, please allow up to 1 hour.

This is what you can expect to find out : <https://vimeo.com/312785232>

Your agreed Class is on: **PUT THE DATE AND TIME** – please log on 5 mins early

To access our Online Class you will need to download Zoom in advance, it is completely FREE, see details below about how to do this

SmartPhone/Tablet access: If you intend to access our Class using a smartphone or tablet you can download the Zoom Cloud Meetings App from your App store. Then 5 minutes before opening the App click 'JOIN' a meeting (no need to sign in) and enter the Meeting ID 6201467286

(THIS IS NEIL'S, CHECK AND CHANGE IF REQUIRED as we have 4 presenters all with different zoom links - we put these in the facebook group every Saturday for the week ahead. It usually remains the same unless someone is on holiday)

Laptop or PC Access: If you intend to access from a laptop or PC just click on the link below and it will direct you to the FREE download: <https://zoom.us/j/6201467286> . **(THIS IS NEIL'S, CHECK AND CHANGE IF REQUIRED**

I look forward to welcoming you onto the Class, any problems please call me/message me on: **+447YOURNUMBER**

Please let me know that you have downloaded Zoom OK prior to our session

Best wishes

Your name

Your number

HubSpot Templates and Team system for following up prospect enquiries

Email Template 4 – Zoom Oil Class completed, personalise this and put in the confirmed time you have arranged as a follow up (never leave this open, set a time in next 72 hours max where possible)

Hi Contact: First name (use the 'Token' icon in the template to pick up their 'First name')

It was lovely to meet you on our 'Intro to Essential Oils class. I hope you enjoyed it and got really value from what was shared. Here is a link back to the class slides: <https://docdro.id/nfpPuO>

Here is a link to our extensive product range at <https://media.doterra.com/us/en/brochures/the-doterra-essentials.pdf>

I would also like to share with you our wonderful 'Source to you website' it will certainly reassure you that you would be joining a global leading company: <https://sourcetoyou.com>

I recommend the Home Essentials Kit as best value for you, and I look forward to meeting you again on Zoom for answers to questions and the next steps, hopefully we will be welcoming you into our doTERRA family.

Any queries in the meantime please message or call me

Best wishes

Your name Your number
