

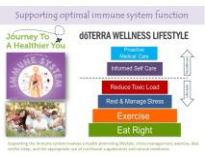




Zoom Presentation Checklist

Key Points to Cover






Feedback

 <p>Slide 1</p>		
 <p>Slide 2</p>	<ol style="list-style-type: none"> 1. Now largest supplier of essential oils in the world 2. 5 million customers 3. Now employ 35,000 people in the harvesting of the oils 4. First 10 years, faster growth than Apple 5. Charitable work hospitals, schools, roads & irrigation systems 	
 <p>Slide 3</p>	<ol style="list-style-type: none"> 1. We don't just want to sell oils 2. Prevention: Uk Health Budget is £125Billion only 3% is spent on prevention 3. Help people become healthier 4. Ask questions re lifestyle e.g. how many hours do they sleep, do they manage 5 per day? 5. 	
 <p>Slide 4</p>	<ol style="list-style-type: none"> 1. EO are the immune system of the plant, protect body same way 2. Antimicrobial Antibacterial Antifungal 3. Quickly and easily absorbed at the cellular level 4. GP prescriptions of antibiotics down 14% last few years, no longer affective, blocked by outer membrane 5. Global Movement of use of EO and natural products due to massive addiction of opiates & toxic drugs. 	
 <p>Slide 5</p>	<ol style="list-style-type: none"> 1. dT is a company of Science employs 30 scientists 2. Introduced new industry standard CPTG 3. Explain CPTG is 3 levels of independently verifiable testing 4. Don't take our word for it; follow Robert Papas main authority in the industry read quote on slide 5. Our oils are nothing like any other oils found in the market place 	

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 <p>Slide 6</p>	<ol style="list-style-type: none"> 1. A bottle of lavender in (your home town) only needs to be 8% pure to be sold as pure 2. 92% can be fillers and synthetics of no therapeutic value whatsoever 3. The consumer magazine WHICH published a report that concluded health supplements containing synthetics were of no health benefit 	
 <p>Slide 7</p>	<ol style="list-style-type: none"> 1. Explain aromatically, including showing the diffuser, why we do not use heat, oils broken up into tiny molecules dispersed in a mist using ultrasound waves 2. As we inhale powerful aroma goes up through the olfactory system into limbic centre of the brain interacting with the pituitary gland creating sense of wellbeing: Aromatherapy 3. Topically, quickly absorbed, dilution as advised 4. Internally, the most effective way of using the oils now widely accepted e.g. European union safe to ingest 	
 <p>Slide 8</p>	<ol style="list-style-type: none"> 1. EO can be used on all age groups for a variety of ailments, ask if there are any more health issues they would like to discuss 	
 <p>Slide 9</p>	<ol style="list-style-type: none"> 1. Use stories e.g. Peter taking co-codamol for headaches replaced by Peppermint, safe natural non-toxic pain relief 2. Explain highly concentrated powerful compound, one drop of our Peppermint equals 28 cups of Peppermint tea 	
 <p>Slide 10</p>	<ol style="list-style-type: none"> 1. Major preventative essential oil used for aid to deep restful sleep 2. Use a story on how this product has helped you or people in your team with sleep, explain part of preventative daily wellness routine 	

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<p>Slide 11</p>	<ol style="list-style-type: none"> 1. Another major preventative EO, used for cleansing and detoxing the body 2. Explain not lemon juice, it comes from the rind making it alkaline; combatting acidity in the bloodstream used internally to tone up the liver and expel toxins from the body 3. It takes 45 Lemons to make 1 15ml bottle of Lemon Oil. 	
<p>Slide 12</p>	<ol style="list-style-type: none"> 1. Read key points from slide, fantastic oil for rejuvenating the skin 	
<p>Slide 13</p>	<ol style="list-style-type: none"> 1. 70 times more powerful than the herb use in cooking by dipping cocktail stick into 15ml bottle then into cooking, using less than half a drop 2. Main point; most powerful natural antibiotic that exists in the world today more effective than amoxycillin watch the video on YouTube comparing Oregano and Amoxycillin 3. Use stories of Oregano removing infection 4. Hot oil, Topical use must use carrier oil 	
<p>Slide 14</p>	<ol style="list-style-type: none"> 1. King of the Oils because of wide application, the most sort after oil 2. Major preventative EO taken internally for the immune system and cellular health 3. Natural painkiller 4. Explain at least 4 or 5 points on the slide enthusiastically build up Frankincense as the no.1 oil 5. Finish on retail price of Frankincense £76 reassure that we will show them a cheaper way of getting it 	
<p>Slide 15</p>	<ol style="list-style-type: none"> 1. A specific blend created by doTerra's doctors to kill bugs germs and viruses 2. Contains Cinnamon Clove Wild Orange Rosemary Eucalyptus 3. Personal testimonial: We use OG handwash, OG toothpaste, OG mouthwash, OG cleaning concentrate around the home and OG washing detergent 4. The protective blend 	

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 <p>Slide 21</p>	<ol style="list-style-type: none"> 1. Summarise the points discussed so far in the call, make sure you have covered all their health concerns 	
 <p>Slide 22</p>	<ol style="list-style-type: none"> 1. We want to build long term relationships with our customers 2. Explain the benefits of the Facebook groups, the advanced oil classes, and ongoing support 	
 <p>Slide 23</p>	<ol style="list-style-type: none"> 1. As part of the education we encourage our customers and wellness advocates to use this app. 2. Download from the app store for £6.99 	
 <p>Slide 24</p>	<ol style="list-style-type: none"> 1. Explain the differences between the 3 categories of people that join us 2. Ask them which category they fall into <p>(Note: Users should buy the Home Essentials kit as best value Sharers and Builders MUST buy the Home Essentials kit)</p>	
 <p>Slide 25</p>	<ol style="list-style-type: none"> 1. Note (people will not buy the kit if they are in any doubt as to whether they can build the business, so this slide is important to reassure them that you will be with them every step of the way, explain the benefits of each point on the slide. 2. Say “We will not let you fail, we will work with you to help you build your business for as long as it takes” 	

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 <p>Slide 26</p>	<ol style="list-style-type: none"> 1. Keep it simple 2. Not many people buy retail because they pay full price 3. Its better to buy wholesale with 25% off 4. Best to buy a kit because you automatically get a wholesale account with even bigger discounts 	
 <p>Slide 27</p>	<ol style="list-style-type: none"> 1. Keep it simple 2. One of the reasons why we have 5 million customers is the amazing loyalty rewards programme 3. By placing regular monthly orders our customers can increase their 25% wholesale discount right up to 55% discount 	
 <p>Slide 28</p>	<ol style="list-style-type: none"> 1. The first kit is a customer kit which has ten 5ml bottles for £115, which is ok for an end user 2. Its quite good value, it's the beginning entry level for customers 	
 <p>Slide 29</p>	<ol style="list-style-type: none"> 1. The Home Essentials kit. This is the best value starter kit because it includes the diffuser that I showed you earlier which is worth £41, the 15ml Frankincense worth £76 and all the ten oils but in this kit, you get 3 x the volume of the oils plus the diffuser and the Frankincense for less than double the price. This is the most popular kit, this is the kit I started with. 2. Explain that the reason why we recommend this kit to sharers and builders is because the previous kit with only 5ml bottles is not enough to share, and they would run out and would end up costing them more than this kit. 3. STOP THE SCREEN SHARE, show them a vial and a 15ml bottle and explain how to do a sample 	
 <p>Slide 30</p>	<ol style="list-style-type: none"> 1. We have lots of holistic practitioners who buy commercial kits. We have sold 10 of these commercial kits for £568, we have sold 4 of the every oil kits (80 different oils) for £1600, and 2 diamond kits at £2200 2. But for you..... 	

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 <p>Slide 31</p>	<ol style="list-style-type: none"> 1.The cheaper one; the Home Essentials kit at £226 or £265 including accessories is fine for you because it will enable you to use and get to know the oils yourself and then to share them with other people, does that make sense? 	
 <p>Slide 32</p>	<ol style="list-style-type: none"> 1. Read the slide to explain the business model but explain that we will help them do the Zoom class to help them build customers and advocates 	
 <p>Slide 33</p>	<ol style="list-style-type: none"> 1. This is not a business which depends on you selling essential oils to your mother-in-law. 2. We will teach you the latest cutting edge behavioural marketing strategies including your own business Facebook page, how to find a target audience all over the world. 3. If you don't feel as though you want to learn we do managed campaigns for you 4. Cover the other points on the slide 5. We will show you how to find lots of people for your business all over the world 	
 <p>Slide 34</p>	<ol style="list-style-type: none"> 1. Explain: the most important thing to understand about the business is that dT has the best retention of any company in the industry by miles. Its off the scale! The industry average is 13%, in the UK dT achieves 75% retention, globally 68%. So, when you introduce customers and business builders you can be reassured that they will stay because they will fall in love with the products and they will keep buying the products which means you can build your income. 2. We will work with you to support you every step of the way but firstly to achieve the rank of Premier (show them on the screen £500 per month) within 3 – 6 months 3. The person I joined Nathan Bowles when he was at Diamond was earning £20k per month 	
 <p>Slide 35</p>	<ol style="list-style-type: none"> 1. SO, WHAT DO YOU THINK, DO YOU WANT TO GIVE IT A GO? Or Are you ready to get happily involved? <p>YOU MUST ASK THE PERSON IF THEY WANT TO JOIN ON EVERY SINGLE APPOINTMENT NO MATTER WHAT. Then go straight to the website and bring up the registration form on Zoom and complete the form for them while sharing the screen.</p>	

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