

Train Builders to Be Presenters

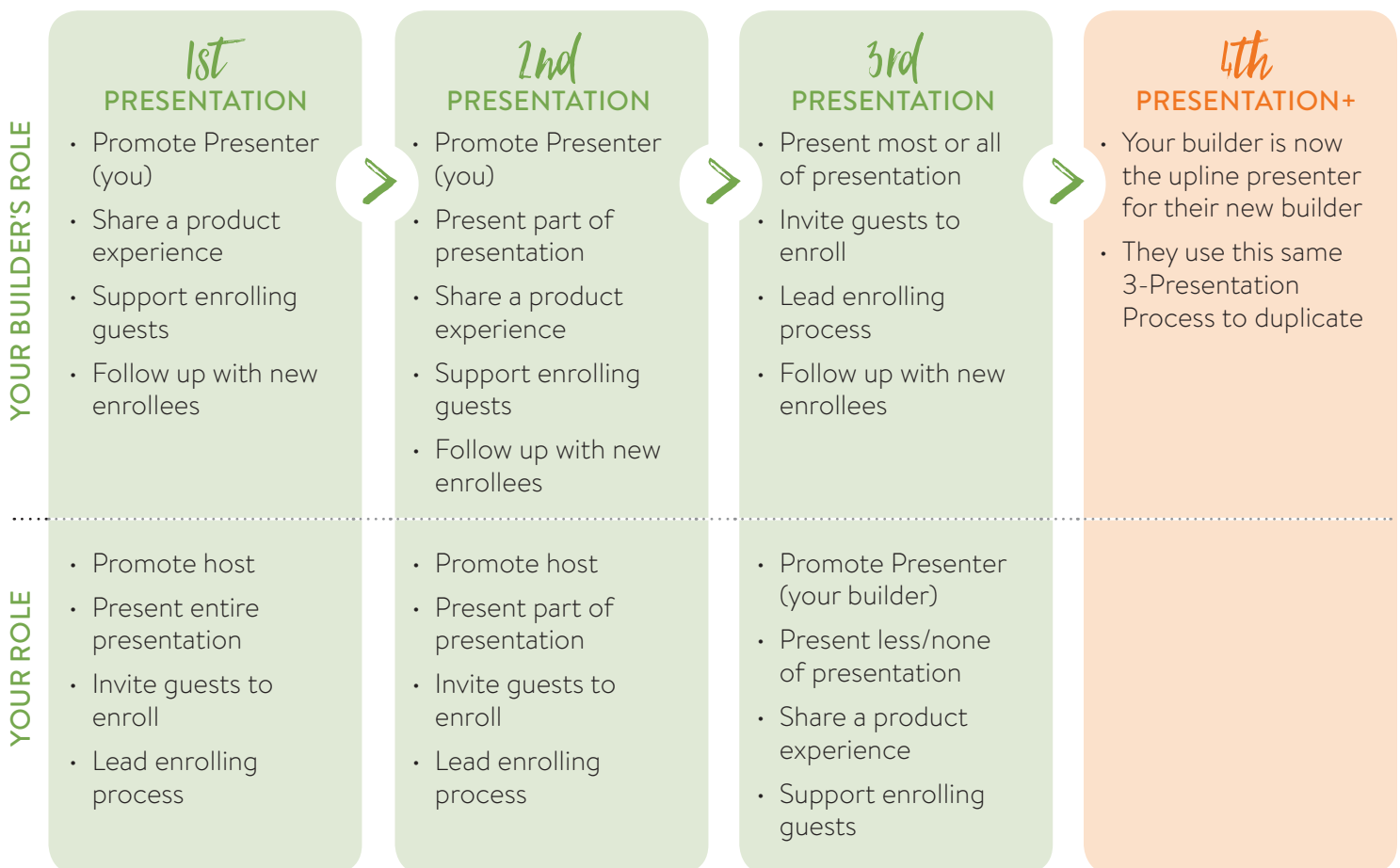
One of the most effective ways to grow your dōTERRA community is through presentations. The *Share* guide provides a step-by-step process to successfully begin hosting classes and one-on-ones. To find those who are committed, invite potential builders to host a class. With positive experiences, your builders will emerge.

SCHEDULE PRESENTATIONS

The first step is to begin scheduling presentations. Schedule events with your host and encourage them to use the dōTERRA® Class in a Box to create an optimal environment. From there, have them make a list of those they want to invite (e.g. family, friends, neighbors, associates), and then begin creating experiences and making visitations. Hosting can happen in person or online.

DUPLICATE IN 3 PRESENTATIONS

Duplication is key for others to see themselves doing what you're doing. Keep it simple so they say to themselves, "I can do that!" Train your new builders to hold powerful presentations by modeling how it's done. Allow them to progressively take on more responsibility in each successive class until they feel ready to present on their own.



SUCCESSFUL BUILDING

As your builders begin sharing and inviting, they will benefit greatly from your guidance. Your partnership is where the magic happens! Take the time to show your builders these important steps, and with practice, your builders will feel confident teaching classes. As the expert solutions provider, you bring credibility to the products and opportunity. In time they will show their own builders how to duplicate this successful process, leaving your schedule more open to focus your time and energy on expanding the growth of your business and launching other new builders!