

How to Earn Your Oils for Free!

Now that you've had your event, we want to make sure the host / enroller are getting their oils for free! The intention of this guide is to help earn the host's and referee's (sharers) their oils for free. doTERRA provides this fantastic opportunity for people who want to share the benefits of doTERRA with their friends. It's called 'Fast Start Bonus'. More information about how fast start works can be found [here](#).

Approach

It's best to discuss the opportunity, for the host to earn 20% of what their attendees / referrals purchase in their first 60 days, before the host's event. We find that by sharing and promoting that the host earns money based on the amount of people that attend and purchase oils at their event, encourages them to promote their event effectively and improves the results at your events. For more information on how to 'Coach the Host' check out page 5 of [Teach|Enroll|Place](#) from our Mentoring Program.

Steps

- 1) Ensure the host is enrolled before you enrol their guests. If you've never enrolled someone before, then check out page 14 of our [Teach|Enroll|Place](#) manual for guidance on how to enrol people. Even if the host hasn't enrolled before the event, discuss the opportunity to earn 20% of what everyone gets on the day. The doTERRA ethos is to always enrol people in the host or referee's name. Not yours. This provides an opening for the host / referee to see the earning opportunity that doTERRA provides. You will still earn 10% of the enrolment orders for the first 60 days, providing you're the enroller of the host / referee. If you're not quite clear on how Fast Start works, please read the guide in the first paragraph to get an understanding of how Fast Start is paid on three levels here.
- 2) Invite the host to write a wish list of products they'd like to get for free, aside from their enrolment kit. Some popular products we've had people want outside the 10 standard oils are; Balance, Lavender Peace, Clary Calm, In Tune, Elevation & Peace to name a few.
- 3) Once the Host is enrolled, setup their first LRP order of 100pv or more. It's important to have their LRP template set at 100pv before they enrol anyone otherwise they'll miss out on the Fast Start Bonus (20% in \$\$ of the PV value of what anyone buys in their first 60 days).



Steps (cont)

4) Once the Host is enrolled, you can start enrolling their guests. It's up to you if you enter the enrolment with the enroller also as the sponsor and do the [sponsor placement change](#) within 14 days of their enrolment. Remember.. This needs to be done through your host's or referee's account, so make sure you have permission to access their account or go through it with them. The other option is you place people in a structure under the host at the time of enrolment by entering in the sponsor during the enrolment process. This way you don't have to do the sponsor placement changes at a later date.. The sponsors would be other people that attended the event and structured in order of who is most likely to share towards the top and who's least likely to share towards the bottom. Its super important you get structuring right from the start. Please take the time to watch [this video](#) for a guide on how to structure or get in contact with an experienced upline to help you.

5) Once you've enrolled everyone under the host, It's just a matter of waiting until the Fast Start bonus is paid into the host's account. This occurs weekly on a Thursday for the previous week, Monday through to Sunday.

6) Be sure to set a reminder in your phone for when your host's first LRP order is due to ship. Get in contact with them a couple of days before and show them how they can use their A/R Balance (Accounts Receivable) to pay for their first LRP order. We guarantee everyone will be happy with their earnings and free oils :-D

Tip - Consider Timing

One thing to be mindful of when you're creating your host's wholesale account and setting up their first LRP is when you enrol them and when they setup their first LRP. The most important thing to remember is that no one can place an LRP order in the month they enrol. So if your host enrolls in the first week of the month, sets up an LRP for next month, enrol their guests and get paid the following week. They can't use their earnings for their first LRP order until the following month. If they place a standard order inside their enrolment month means they miss out on free shipping, earning rewards points and the opportunity to get the free product of the month. It's worth mentioning and keeping in mind.

Other Resources

- Earn Your Oils for Free Tri Fold
- Monthly LRP Wish List

