

Wellness Consult Checklist

Invite the Enroller to a Free Wellness Consult:

The first priority after enrolling someone with a wholesale account is to organise a Wellness Consult. This gives you an opportunity to not only address their top three health concerns and show them how to get the most out of the oils they already have, but will also show them how to use and get the most out of their wholesale account through the Loyalty Rewards Program (Lifestyle Replacement Program). This is truly the only way to get your doTERRA oils and products as you can earn up to 55% off and have your shipping redeemed in free product!

The wellness consult is also a great opportunity to ask the new enroller if they're open to hosting a workshop and / or sharing the oils. This will help you decide where you're going to place them in your organisation. You can do this subtly by using the following scripts for the various situations / people:

- *Someone who's had an experience with the oils, "Would you be open to sharing the benefits you've experienced with family & friends?"*
- *Someone who would be interested in earning commissions or paying for their oils, "Would you be open to host a class and earn the commissions from it?"*
- *Someone who values friendship and community "If you refer people to our workshops & events, any of your attendees will be aligned with you"*
- *Someone who's feeling anxious about sharing the oils "Sharing is simple! You don't need to be an expert. Just share your personal experiences and empower others with tools & resources"*

To help people see the benefits of having a Wellness Consult you can say:

- "To ensure you're getting the most out of your oils and using them safely"
- "I'll also show you how to access your wholesale account and how to get your oils at the best prices"
- "We'll take a look at your top three health priorities and setup a daily routine for you"
- "Bring along the oils you have so I can show you how to get the most out of them"
- You could offer an incentive for people who book in for a Wellness Consult at the time of enrolment

Things you need to take along to a Wellness Consult:

- A printed copy of the [Live Guide](#) from Share Success
- Your Modern Essentials Book & App
- Your Essential Life Book
- Your oils and any other products you're passionate about (LLV, DDR Prime etc)
- Any other reference material that you feel would be relevant to the person you're meeting. i.e. Pregnancy, Pets etc.

Things you should remember to cover in a Wellness Consult:

Section 1

- Ensure the newly enrolled person has sound reference material;
 - The Modern Essentials App or Book
 - The Essential Life Book

Section 2

- Invite them to address their top three Health Concerns
- Write down the oils they have that will help them get the benefits from the oils
- Use the back of the Wellness Consult sheet and your reference guides to provide additional support products
- Write up a basic plan using the recommended products to help support their health priorities
- Always recommend Balance, Lemon & LLV. Everyone can benefit from these oils and supplements daily
- Always recommend a calming oil at night such as Lavender Peace

Section 3

- If there are any other health lifestyle choices that you can recommend based on experience, then put them in here. Remember, you aren't treat, diagnose, prevent, or curing anything. Keep it simple. e.g. Drink more water, Get more rest

Section 4

- This is where you write up their wish list of products from the additional products listed in section 1. They could also have products on their wish list they'd like to add.
- Show them how to setup and manage their LRP order through their wholesale account. Actually log in and do it.