

BOX OPENING SCRIPT

Three parts:

#1: Go over each oil:

- Find out their goals
- Go through each oil, have them smell them as you talk about them. Share 2-3 ways to use the oil.
- Focus on the oils that will help them achieve their goals and come up with a protocol for them to use. (Protocol = A certain way to use an oil on a daily basis that could help them achieve their wellness goal. Encourage them to play and change up how they use the oil but be consistent.)

#2: Make sure you are using the diffuser well

- Are they using the right water?
- Keeping water out of the hole in the home diffuser.

#3: Give them a back office tour

- Teach them how to sign in.
- Show them where to find Member Resources. Show them where to find the promos.
- Talk them through how to make their next order - and tell them about Essential Rewards (ER).

Also share:

- Start a journal
- Play with the oils just go slowly
- It can take time to make shifts