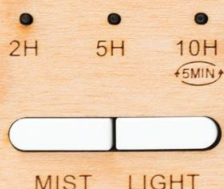




dōTERRA®



## Step by Step

Once you have upgraded from Wholesale Customer to Wellness Advocate, enrolling a New Member is a simple process as the dōTERRA site will walk through each step with you. You can enrol someone in one of two ways, in both options, the steps are the same. You can take their details and follow the instructions, or alternatively you can provide them support while they do it themselves.

Step 1: Go to your dōTERRA website, e.g. [www.mydoterra.com/yoursite](http://www.mydoterra.com/yoursite)

Step 2: Click 'Join and Save'

Step 3: Select your Language & Country of Residence

Step 4: Select Local (OTG) Order (Australian Warehouse, Australian Dollars)

Step 5: Select Wholesale Customer

Step 6: Fill out the top of the application with the personal information...address, email etc.

Step 7: At Enroller ID, make sure your name and number are referenced

Step 8: Create a password for the account.

Step 9: Read Terms and Conditions and Check Box

Step 10: Select either the Starter Pack the new member would like or add the \$35 'Welcome Introductory Packet' and then select custom oils of their choosing.

Tip: Make sure to add a bottle of 'Fractionated Coconut Oil' to the order so they can start to create blends and apply the oils safely to their body.

Step 11: Select continue and you will be directed to the next page to input the credit card details. Complete this and submit the order!

## Enrolling Tips

- Encourage potential new members to purchase a starter pack so they get the maximum discount on products and have multiple products on hand, not just one or two things.
- Share what you love about the starter pack you feel is best for them.
- Connect everything back to their priorities and support requests, and which products will support those.
- A confused mind says no - avoid showing an excess number of items. Show a select few, offer a special and keep it simple.
- Enrol everyone as a Wholesale Customer. Those who want to share or build can upgrade to a Wellness Advocate for free with the click of a button when they are ready to pursue the opportunity.