Scripts for contacting Health clinics or holistic practioners.

Start with a question, questions are always great ways to find out their needs, how you can be of service to them and open the door to more opportunities, When you find yourself not knowing what to say, ask a question. The phone conversation doesn’t need to be too long. The idea is to get an appointment or a lunch meeting. Just as a pharmaceutical rep would try to get into a doctors office to speak to the doctors or staff about their latest pharmaceuticals, we want to show them the latest in plant based medicine. Below you will see a list of opening questions to open people, and let them know we are serviced based, and also a list of inviting questions to get to a meeting or lunch. I have also listed a list of answers to objections you might get. Be bold, you have nothing to lose, if this was your full time job and income, like a pharmaceutical rep, you would be contacting everyone in your region to get them enrolled, because that is how pharmaceutical reps make 6 figures, you have to be good with people, relationships and sales, if you are not good in those categories, increase your skill set

Questions

1. “Hi, I was calling to see if you guys are using essential oils in your clinic yet?” If yes.
2. “ Great, What brand are you using?”

“Have you heard of doTERRA?”

1. “Would your doctor be open to comparing brands first hand? I could bring by some samples for the staff and doctor. “
2. “what to you know about doTERRA” This is a great question to find out where they are now in their thinking, remember that in sales, you must find out where the potential customer is at so that you know where to go. Based on this answer, you can follow up with one of the following questions.
3. “Are you aware doTERRA has over 100 partnerships with universities and hospitals and is the most researched trusted essential oil brand for practioneors?” (only use this if they have something like young living or if you’re not sure if they know the brand that well”
4. Branding yourself here “I am an expert in sourcing, chemistry and usage of essential oils and am top Rep for doTERRA, what that means is, that I service my clinics personally and give incredible customer service, I am available to answer questions and help give you cutting edge information and science on the purity and usage of essential oils. “
5. “What do you use oils mostly for? Do you get a lot of questions about essential oils? “
6. “Would you be open to me bringing some samples by and some lunch, I’d love to show your office what I can offer as a plant based solutions rep for doTERRA, I can really give you a lot of resources and support.” (Sure that sounds great) or if no, “Can I drop of some sample packages for your doctor and the staff? “ (That would be great)
7. “Great, what are your main health goals, so I can make them super specific. When is the best time to stop by so I don’t interrupt your patient flow? “
8. Objections: “We don’t want to be involved in an MLM” Answer: “Great, doTERRA has created professional accounts for those who do not want to be part of the MLM business model, we understand your concerns. doTERRA also has a way for patients to purchase completely separate from the network marketing model. Have you heard good things about the purity and quality of doTERRA?’ Keep in mind, most will sign up still as wellness advocates, as professional accounts are more for hospitals and universities. Then they will still sell wholesale customer accounts, once you explain the business side of things, they understand their patients wont be signing up to resell, and can even sell retail to their patients if they want to. This is the ‘non network marketing way ‘ Of selling to patients, doTERRA developed the wholesale customer account.
9. Objection: “We don’t want to compete with reps outside of our clinic some of our patients sell doTERRA. “ Answer, assuming their patient isn’t already trying to enroll them or sampling them out yet, most aren’t bold enough to try, that’s why this opportunity is so big for all of you. “I understand your desire to remain autonomy from your patients, that’s why doTERRA allows to choose your rep. Since I am not a patient, and I’m a rep that specializes in helping clinics get set up, I can help you remain neutral rather than having to choose a patient to work with, that way there is no conflict in of interest. This way, you can have all the benefits of having the highest quality, most researched brand in your clinic while maintaining complete professionalism. Can I stop by with some information and samples for the staff and doctor? “ At this point, if they say yes, ask if you can come by when it’s a good time to give some short instructions and see if you can introduce yourself to the doctor and once again brand yourself as an expert that can help them create professionalism, offer great customer service, unlimited email support and answer tough questions, help find and show them research and help patients when needed.
10. Invitation: “If your clinic is open to trying doTERRA, I can stop by with some information, samples and even lunch. I do think the information I can show you about what doTERRA is doing with research and usage will be impressive to the doctor. “
11. Invitation: “What main problems do you see with your patients that they are asking for some safer alternatives for symptom management? Would be it be okay if I brought by some \_\_\_\_\_\_\_\_ essential oil for your patients to sample?” once you have dropped of product, ask if you can be available for those patients for questions and instructions. If not, ask clinic if you can follow up in 2 weeks. Also ask if you can give samples to them personally for their specific needs.