

Healthy and Wise Team

EMPOWERING HOMES WITH ABUNDANCE

The 5 Gates of Sales Scripts For LRP and Reactivation

So you have enrolled a bunch of people not on LRPet? Is your retention low? Are you just wanting to give your customers extra attention and great customer service? Below are scripts you can use to introduce BOGOSs, promotions, a lifestyle overview for customers who aren't on LRP yet, not utilizing their oils, or just need more support!

I suggest you use the 5 gates that Tiffany Peterson teaches formulated below are questions to ask your customers as great ways to help lead them to using doTERRA as their first line of defense in their family's healthcare.

Gate 1 - Where are they now?

How are the oils working for their XYZ health concern? Hey I wanted to make sure you are supported in this essential oil lifestyle, what other things are you hoping to learn? (you can offer some suggestions oftentimes they don't know everything oils can do). Non toxic cleaning, sleep, hormones, stress, kids health, is there anything else you really are needing support with? Are you open to trying a 90 day wellness plan using your current products and possibly some supplementation? Do you want to take a deeper look at how you can get the most out of your oils? Do you feel like you're not getting the most out of your oils? What do you mainly use them for? What else would you like to use them for? How is your nutrition right now? Do you supplement? What other struggles do you or your family have right now that you'd want to try something natural for?

Gate 2 - Where are they going?

So, do you see yourself going more toxin free with cleaning or skincare? Where do you see yourself implementing more oils in the future? or what is your goal with using more plant based options? What does ideal health look like for you? Is there anything you want to change healthwise? What are your health goals?

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Gate 3 - *What is the Gap between where they are and where they want to be?*

How long have you been wanting to do this? What kind of changes are you hoping to make between now and the next 90 days? Have you thought about making some changes? How long has this been a goal for you?

Gate 4 - *Commitment to change:*

Are you ready for changing some of those things right now? Do you have any fears going forward with some of these changes? (this is a great way to overcome what really might be holding them back) Tell me more about why you feel you need this change now? Is there anything holding you back from making some health changes now?

Gate 5: *Why is doTERRA the Solution? This is how we open them to LRP or to take action (the close)*

Do you feel like doTERRA is a good fit for your family's wellness needs? Do you want to save the most by doing a subscription for below wholesale pricing? Are you ready to try the Loyalty Rewards Program? Do you need help setting up a 90 day plan? What makes you feel supported the most as a doTERRA customer? (this helps them remember why they chose doTERRA in the first place). Are you interested in doing an 8 class certification for a free XYZ? (offer a gift, like a diffuser, or oil or skincare upon completion).