

# Week 1: Prospecting

## Skill 1 - "Oh Really How Does That Work?"

What if every time you told someone about doTERRA, they answered that way? Do you think you could take it from there?

In order to accomplish this, you have to learn the basic principle for this skill, which works like this:

1. Present a Problem & Provide the Solutions

2. You know how most people \_\_\_\_\_? Well I teach them how they can \_\_\_\_\_.

3. Examples:

Well you know how most people **deal with side effects when they take prescription drugs?** Well I teach people **how they can use essential oils as a safer, often more effective alternative.**

Well you know how a lot of people **are concerned about whether or not over the counter drugs are really safe?** Well I teach **mothers how they can use natural safe alternatives that often work better.**

Well you know how most people **wish they could do something on the side to make an extra pay check?** I teach people **how they can help educate people about natural medicine and earn a extra paycheck every week working part time.**

Well you know how most people **wish they could make their skin look like they are 18 again?** I teach people **about a couple secrets they can use to reverse the wrinkles in their skin and look younger.**

Well you know how everyone wants to lose weight, **but without going to the gym or getting on a diet?** Well I teach people **about 3 natural compounds that help your body get rid of fat without stepping in the gym.**

Your challenge is to create 2 for yourself. Remember that you only need to use this when people ask you what you do for work.

Your next question might be "How do I get more people to ask me what I do for work?" :-) That's next.