

dōTERRA® Business Calls

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Going to miss the LIVE call?

NO worries, call 712.432.0941, then Access Code 756347# and when it asks for the reference number simply hit the # key again to hear the last recorded message.

To hear a call listed below, put in the number followed by the # key.

These calls are for oil users AND oil sharers

1. September 26, 2011 How to have a successful home party & how to get people to attend - Susan Monte
2. October 3, 2011 Loyalty Reward orders – Tips for working a home-based business
3. October 10, 2011 The power of three
4. October 17, 2011 Setting up a schedule while at convention
5. October 24, 2011 8 new products released at convention, including Fennel
6. October 31, 2011 Alise Shutterby joined doTERRA with a business interest – “My Oil Business”. Starter Tool Kit
7. November 7, 2011 Reinventing Health Care – Alise Shutterby
Business break-out session – Empowering a warm market. Where to find the “Getting Started” webinar.
8. November 14, 2011 “Seven Steps to Duplication”
Convention Breakout session by Justin Harrison
9. November 21, 2011 Webinar highlights – “Network Marketing”
10. November 28, 2011 New tear pads on dogs, cats & horses from “My Oil Business”
“Strategic approach to getting started in doTERRA”
Break-out session from convention by Eric Larson

11. December 5, 2011 Going from Product User to Product Promoter.
12. December 12, 2011 Contacting independent spa's and massage therapists to grow your business.
Highlights about How to Obtain Silver Status.
13. December 19, 2011 Focus on getting direct hits – Working Smart.
New Year – New You!
14. January 9, 2012 doTERRA success map
New year – new you campaign. New promo's
15. January 16, 2012 Follow up on balancing your business for your best year yet
16. January 30, 2012 Discover a more natural way to care for your baby.
Taking a more pro-active approach to your child's health
17. February 6, 2012 Cleaning with doTERRA
18. February 13, 2012 "Chiropractic Office Prospecting"
Highlights from Will Shepard's "Creating Success" document.
19. February 14, 2012 "How easy it is to keep people on the Loyalty Rewards Program" - Dr. Sue Lawton
20. February 20, 2012 Tools to Create a Successful Home Event.
Highlights of doTERRA Oils host packet
Susie Bagwell speaks on Fighting Fear
21. February 27, 2012 Effective Closing Techniques.
Highlights from the book "The Art of Closing the Sale" by Brian Tracy
22. March 12, 2012 Taking control of your mood and your life with doTERRA Essential Oil blends
23. March 26, 2012 Sales of the most popular kits (Family Physician, Slim & Sassy, Premium Oil Kits)
24. April 2, 2012 Summary of favorite calls on how to grow your doTERRA business and finding your niche
25. April 9, 2012 Business Development call with Susie Bagwell
Leadership Retreat (Silver).

Changes to our Virtual Office, New Products & Tips

26. April 16, 2012
Secrets of Financial Success in doTERRA
Secrets of Top Wage Earners in doTERRA
27. May 7, 2012
New Empower Kit
Where are your habits leading you? (Susie Bagwell)
East Coast Training in Washington DC
28. May 21, 2012
“Why doTERRA – Why Not?”
East Coast Training in Washington DC
Emily & Dave Sterling (Day 1)
29. June 4, 2012
“How doTERRA Compares?”
East coast training in Washington DC
Emily & Dave Sterling (Day 2)
30. June 11, 2012
“Doterra is different – it’s pure”
East coast training in Washington DC
Emily & Dave Sterling (Day 3)
“Biological Activity of Essential Oils” – Dr. Hill
Money to be made with oils.
31. June 18, 2012
Diamond University
Vision Board with Peggy Smith
80% prospecting & signing up, 19% Training,
1% Problem solving
32. July 2, 2012
Recognition of a few individuals
doTERRA specials
Goal setting
33. July 9, 2012
Getting Back to Basics – Susie Bagwell
34. July 16, 2012
doTERRA’s Diamond Club
35. July 23, 2012
Complete Personal Development
Promo’s
36. July 30, 2012
2012 Engage Convention
37. August 6, 2012
New tear pads on Chiropractor’s and Muscular
Skeletal Professionals.
“The 72 Hour Checklist”
Highlights of John Wayne’s business webinar

38. August 20, 2012 Summer Sensational Winners
39. August 27, 2012 "It's Not Work, It's Network" Susie Bagwell's Wellness Expo on the importance of networking
40. September 10, 2012 doTERRA's Annual Convention
Nine New Products
Susie Bagwell talks on how Back to School give us an opportunity to grow our business
41. September 17, 2012 New Products Released at Convention
42. September 24, 2012 Key Attributes to becoming a Dynamic Leader
What it takes to become Diamond
43. October 8, 2012 A Financial Opportunity & How to Inspire Others
Be a Master Story Teller – Not a Master Seller.
-Justin Harrison's breakout session
44. October 15, 2012 Maximizing Retention with Betty Torris
Share, Follow up & Support
Breakout session from Convention
45. October 22, 2012 Healthy Lifestyles for Mothers, Pregnancy, Toddlers and everything in Between.
- Cheryl Mclaughlin
46. October 29, 2012 "Healthy Body, Healthy Mind"
"Cliff Notes" from Dr. Hill's Presentation held in Salt Lake City on 9/12/2012
47. November 5, 2012 "Healthy Body, Healthy Mind" Presentation
Part 2
48. November 12, 2012 "Effective Recruiting & Lead Generation"
-by Ron Darragh
(Originally Hosted by Brady Thurgood & Patrick Sedivy)
49. November 26, 2012 Strategic Positioning to Help you Go Diamond & Achieve Your \$1500 Power of 3 Bonus!
50. December 3, 2012 Learn why Frankincense is one of the most Valued Essential Oils in the World. Educate yourself to Educate Others.
51. December 10, 2012 Learn How BODY LANGUAGE Affects YOUR Sales!!

52. December 17, 2013 Susie talks about the "Power of Three" and getting back to the basics.
53. January 7, 2013
1. Your 2013 Goals & Establishing a Game-plan to Achieve those Goals
 2. Tips for getting YOU Motivated
 3. 5 Steps to Give YOU a Successful Enrollment
 4. YOUR Personal Potential with doTERRA
54. January 14, 2013 Newly revised & Improved Family Physician Kit Presentation?
Do you want to learn the BEST way to GROW your CONTACT LIST?
55. January 21, 2013 Part 2, Business Development call. 5 more ways to grow a warm lead market.
56. February 4, 2013 How to create Goals.
Do you want to GROW your attendance at your events? Do you want to learn how to TAP into events that are already being organized?
57. February 11, 2013 EASY ways to share your Oils with Pregnant Mommies and other Parents.
Now that you have established your 2013 Goals, do your actions coincide with those goals? Need a BOOST in this area?
58. February 18, 2013 Phenomenal Tips on how to approach Spa's & Massage Therapists!
These avenues are WARM markets that have a real want and need for doTERRA
59. February 25, 2013 Tips on How to INCREASE your ENROLLMENTS?
Susie Bagwell will share her reliable business tips for successful CLOSING techniques.
60. March 4, 2013 Motivate, Educate and Inspire to make Duplicatable.

Sales & Success Expert, Tiffany Peterson explains how SELF ESTEEM = SUCCESS!

Are you branded? If you don't know what that is, you better call & listen because this is crucial to your business.

61. March 11, 2013 NEW PRODUCT RELEASES - - Susie will share some amazing tips and new product releases announced last week at the Leadership Retreat!!
- We will share the great POWER of FOCUS and how it relates to your personal success!
- The secret of NOT selling.... You don't want to be a "Sales Person" - - We don't Either! So how can we serve more, to sell more EFFORTLESSLY!
62. March 18, 2013 Slim & Sassy Update. Health tips.
- Sharing what Dena and Susie are doing.
- Power of Three.
63. March 25, 2013 We are going to talk SPECIFICS from the Leadership Retreat ... Specifics on growing our doTERRA businesses! Motivating us, Educating us, & Proving to be REPLICABLE!
64. April 1, 2013 We will be talking more incredible SPECIFICS from the Leadership Retreat. Specifics on growing our doTERRA business! Motivating us, Educating us, & Much, Much, More!
65. April 8, 2013 Learn Ideas on How to Plan your Month the right way, and Positive Motivation to keep the Momentum going!
66. April 22, 2013 EXCELLENT TIPS for working a booth at EXPO's, Fairs, Et al ... from what to say, what products to have out, etc!
67. April 29, 2013 CAPTIVATE YOUR AUDIENCE! Learn tips for having successful classes, from START to FINISH.....! :) Learn Key & Crucial Phrases that Can Make Your Class a Success!!! :)
68. May 6, 2013 What an amazing month April was, largest sales ever and tons of promotions and advancements. New month, new goals. What's yours? Listen in for tricks of the trade and maybe even some regional training info!
69. May 20, 2013 Second half of Addictions Presentation, presented by Laura Jacobs at the East Coast Regional Training.

70. June 3, 2013 "just keep swimming, just keep swimming...."
That's exactly what we need to do with our doTERRA business! But that is easier SAID than DONE, right! So Susie Bagwell is going to PUMP US UP and help us to "just keep swimming!!"
71. June 10, 2013 Is your upline hard to get in touch with? Perplexed on how to take your business to the next level?
"Stop Reinventing the Wheel & Learn how to tap into Resources that are Free & at Your Disposal"
We will discuss some of our favorite websites:
www.doterrauniversity.com
www.builddoterra.com
www.sharedoterra.com
www.everythingessential.me
www.reinventinghealthcareinfo.com
We will also review the importance of the 72 Hour Checklist that was presented by doTERRA's Sales Manager last July 2012. Implementing this checklist is the KEY to unlocking success within your organization.
72. June 17, 2013 Guest speaker, Tyler Kaulbars joins us.
Tyler is a fellow IPC who has over ten years of sales & marketing experience with other companies. His love & passion for motivational coaching AND doTERRA were part of the reasons why he recently joined his wife Alexa on the doTERRA team full time. He would like to share with us some of the reasons why he made that decision and provide us with some tips to help grow our individual businesses!
73. June 24, 2013 Enrolling People After the Event - - Why? How?
74. July 1, 2013 Are YOU Prepared for an Emergency?
We will discuss great ways to use the attached tearpad and also where to find this treasure on the new virtual office shopping cart! WE LOVE IT! And naturally we will close the call with tips to "Just Keep Swimming"..... one enrollment at a time!
75. July 8, 2013 Need a boost? Need a pick me up? Need a personal cheerleader to help motivate you, encourage you, and INSPIRE you? Then call in tomorrow...Susie will fly solo on this call, giving you her BEST of the BEST tips to help you keep moving forward!!

76. July 15, 2013 Why do you love doTERRA? Too many reasons to mention? Then let's keep SHARING!
77. July 29, 2013 Need a business boost? Need some new ideas or a new approach? Confused about details of our compensation plan? Need a personal cheerleader to help motivate you, encourage you, and INSPIRE you?
78. August 5, 2013 Motivational advice from Peter Bagwell. Almost time for back to school, are you ready? What should you put in your school supplies? Ideas to target Back to school for students and teachers. Also, motivational advice from Peter Bagwell.
79. August 12, 2013 Are you new to doTERRA, and not sure where to start? Have you been with the company for a LONG time, and need a boost?
80. August 19, 2013 Learn how doTERRA's Lifelong Vitality Pack can help SIGNIFICANTLY grow your business! There are MANY reasons why this remains to be doTERRA's best selling product!
Showcased product: PAST TENSE.
81. August 26, 2013 Review Lil's "Creating Success" formula & learn some new "motivational tips" from our #1 cheerleader, Susie Bagwell.
Showcased product: IN TUNE.
82. September 9, 2013 Showcased product: IMMORTELLE ROLL-ON. Been on a summer sabbatical? REVAMP, RENEW, RE-ENERGIZE your doTERRA business? Been working it hard, but need more direction, we'll show you the way!
83. September 16, 2013 Learn how to RALLY your business partners (Your team leaders).
Showcased product: ON GUARD.
84. September 23, 2013 Just enrolled someone and not sure where to place them? Learn the secrets to successful placements.
Showcased product: AROMATOUGH blend.
85. September 30, 2013 Showcased product: CITRUS BLISS (Essential Oil Blend, Bar Soap, & Hand Lotion). Have you heard somebody say they enrolled a business as a PROFESSIONAL ACCOUNT? Learn

what this means along with the BEST STRATEGY for enrolling businesses.

86. October 7, 2013 Product Showcase: Convention Product Highlights
WOAH We have CONVENTION FEVER! And yes, there IS an oil for that, but join us tomorrow to get your craving cured.
87. October 14, 2013 We will showcase three of our new products, now with our own testimonials, and tips that will educate, motivate and help you duplicate.
88. October 21, 2013 Success is not a destination, it's a habit! So what is the formula for success? Thanks to the team at sharesuccess.com
Product Showcase: LIFELONG VITALITY PACK.
89. November 4, 2013 Susie Bagwell & Special Guest, Gordon Herbert, join us to share incredible Business Tips from the Network Marketing MASTERMIND EVENT held this past weekend in Orlando, Florida.
90. November 11, 2013 Product Showcase: doTERRA Haircare Products
Business Agenda: Learn why & how to effectively talk to others about doTERRA's business opportunity.
91. November 18, 2013 Product Showcase: OnGuard Toothpaste
Business Agenda: Success System Secrets, reviewing highlights to Empower YOU to create your own success (*compliments of sharesuccess.com*).
Managing Life & Your Business as You Grow, compliments of Sarah Robbins from the Mastermind Event.
92. December 2, 2013 Product Showcase: FRANKINCENSE
And we will also be sharing some VALUABLE business development tips to encourage GROWTH personally and professionally.
93. December 9, 2013 Product Showcase: Elevation Oil Blend.
Help motivate and educate on various ideas and tips for growing your business.
94. December 16, 2013 Product Showcase: Melaleuca Essential Oil
The New Year is right around the corner. Ready for a fresh start? Keep the goals working!
95. January 6, 2014 Product Showcase: Slim & Sassy Products

“Defining your YOU for 2014....Forget about the past, focus on how to Create Success NOW!”

96. January 13, 2014 Product Showcase: Creating Your Own Blends & doTERRA's BLOG!
We will discuss various tips on "closing the sale" (and even if you don't like the word "sales", think of it as how to share oils effectively!).
97. January 20, 2014 Product Showcase: Lemongrass
Tomorrow we will learn about the value of INCENTIVES! Join us as Susie returns from Tulum.
98. January 27, 2014 Product Showcase: Serenity
Agenda: The Power of PLACEMENTS... where to place people? How to move inactive people? How to transfer a membership; ATTENTION UTAH (and anybody else feeling this way)...How to develop interest in a (what feels like) saturated market; What are some of the latest monthly income levels?
99. February 3, 2014 Product Showcase: Diffusers! Why?
Agenda: Another tip on moving individuals within your team; Hosting an in-home "party/class/-workshop". Why are these excellent events? How to create incentives for people to host such an event; How to sell a "Premium Essential Oil Kit".
100. February 10, 2014 Our 100th CALL! An INCREDIBLE agenda for us with a special Blue Diamond Guest Speaker, Lil Shepard.
101. February 17, 2014 Product Showcase: Clary Sage
Have you seen these FABULOUS new business tools from doTERRA? Choosing Change: SLIM & SASSY, and Our OPPORTUNITY Brochure. Learn how incredible these two new business tools are for growing your business!
102. February 24, 2014 Product Showcase: Cedarwood
Sharing Showcase: How to get your oils paid for!
103. March 3, 2014 Product Showcase: *Deep Blue & PURIFY*
Sharing Showcase: RICH tidbits from Higbee's Presentation in Michigan.
104. March 10, 2014 Susie & Peter Bagwell Kick off your doTERRA week.
Product Showcase: Clear Skin Products
Sharing Showcase: Celebrate, Motivate & Duplicate.

105. March 17, 2014 Product Showcase: NEW PRODUCTS
Sharing Showcase: Priceless Sharing Tips from doTERRA Leaders.
106. March 24, 2014 Product Showcase: Intro Kit (Lavender, Lemon, Peppermint) www.doterraeveryday.com/101-uses/
Sharing Showcase: How to Present a Medicine Cabinet Makeover Class.
107. March 31, 2014 Product Showcase: Immortelle
Sharing Showcase: Going Silver! How to do it the right way.
108. April 7, 2014 Product Showcase: Ylang Ylang
Sharing Showcase: Tips for hosting a Successful Event.
109. April 21, 2014 Product Showcase: PB Assist (Taken antibiotic lately? You NEED this info!)
Sharing Showcase: Leadership Tips from doTERRA Diamonds.
110. May 5, 2014 Product Showcase: Zendocrine
Sharing Showcase: Springtime Blossoms Promotion, 2015 Incentive Trip, Farmer's Markets & more.



