**Medicine Cabinet Makeover Script**

**Introduction** (About 2-3 min.)

<table>
<thead>
<tr>
<th>EDIFICATION: Host:</th>
<th>I am excited to welcome you &amp; introduce you to presenter (Host shares a few brief edification points about the presenter)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presenter: I want to thank host for creating this space for us, she/he (Presenter shares a few brief edification points about the presenter)</td>
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<tr>
<td>...and I also want to thank each of you for choosing to be here.</td>
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<thead>
<tr>
<th>STATEMENT:</th>
<th>(Write your statement here or use the following script)</th>
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</thead>
<tbody>
<tr>
<td>Today, my intention is to educate and empower you. So, not just educate, but go home with the tools that you need to change your life. We are going to learn about why you want to use essential oils, how to use them, and help you take them home with you. For those who are interested, I'll even tell you a little about how you can learn to do what I do.</td>
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| ENGAGE: | (Optional - Share a brief experience about a time when you found relief using the oils instead of reaching for something in the modern medicine cabinet. |
| I've found essential oils to be safer, cheaper, and more effective... |
| How many of you need safer, cheaper, more effective healthcare? |
| We are so fortunate to live in a time of such great medical advances, but there are limitations to modern medicine that we have all experienced. |
| So, what do you choose...let's take a look at the options. |

<table>
<thead>
<tr>
<th>CONNECT:</th>
<th>Modern Medicine (refer to bullet points under Modern Medicine respectively)</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Drugs are designed to manage symptoms and often they just mask them.</td>
<td></td>
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<tr>
<td>• Prescription drugs are made from isolated synthetic agents designed to mimic natural substances.</td>
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<tr>
<td>• All drugs have side effects and the misuse of prescription drugs has devastating consequences. (Optional: Ask...What is your favorite side effect?)</td>
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<tr>
<td>• Annually, $4.5 trillion dollars is spent globally on healthcare.</td>
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</tr>
<tr>
<td>• Are we healthier because of it?</td>
<td></td>
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In contrast, let me share the health benefits that can be found in nature.

<table>
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<th>Nature's Medicine (refer to bullet points under Nature's Medicine respectively)</th>
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<td>• Nature’s medicine helps support the body by minimizing symptoms and addressing root causes.</td>
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<tr>
<td>• One of the most effective forms of natural medicine are essential oils. Essential oils are natural aromatic compounds found in plants. They are essential to the life of the plant and to the life of people on our planet. Plants are used in many different ways for helping and healing others but the most concentrated way to use them is in the form of essential oils.</td>
</tr>
<tr>
<td>• Essential oils are used safely and without harmful side effects.</td>
</tr>
<tr>
<td>• Another benefit is that they cost pennies per dose. They also can be administered in the comfort of your own home, reducing trips to the doctor, exposure to other illnesses, and co-pays.</td>
</tr>
</tbody>
</table>

(Refer to the magnified picture of peppermint) If you look at a magnified picture of a peppermint leaf, you will see the little sacs that contain the essential oil. Peppermint tea is a wonderful, soothing drink and is often used for its healing properties and yet it takes 28 cups of tea to equal the power found in just one drop of peppermint oil.

Recommended Explanation: We do not claim to diagnose, prevent, treat, or cure disease. If you are under a doctor's supervision, please consult with them before making any changes. Our role is to teach you ways that you can help your body heal itself. Essential Oils are an amazing tool to do just that.
**CHALLENGE:**

Let’s take a look at how essential oils work.

*(Optional here - Hand out free Wild Orange and invite them to experience it)*

- Essential oils are 50-70 times more powerful than herbs.
- They kill bacteria and inhibit the growth of viruses.
- They enter the bloodstream within 30 seconds.
- Essential oils are a natural antibiotic. They change the environment so that bacteria can no longer thrive.

*(Refer to the cell diagram)* They also have the capacity to penetrate the cell membrane, because they are lipophilic. This allows essential oils to work against viruses.

So, if you go to the doctor and he says, “You have a virus. Go home, rest, and drink lots of fluids. There isn’t anything else we can do.” You CAN do something else. Use your essential oils to help fight viruses! One of the biggest bonuses of essential oils is that they are friendly to all the natural safety barriers in the body.

**doTERRA is Safe and 100% Pure**

The most commonly used is a steam distillation process. The other is a cold pressed extraction process used primarily for citrus oils.

Many companies produce or use essential oils but not all essential oil products are equal. In fact, some could be very toxic and harmful to our bodies due to impurities and solvents.

There are different grades and it is important to be aware of the distinctions.

- The lowest grade of essential oils are synthetic and are produced in labs that have copied the components of the oil. These oils are very low quality and are used in lotions and perfumes.
- Next are food grade essential oils. These are used to flavor foods like lemon in salad dressings or cinnamon chewing gum.
- The next grade, intended for a health benefit, is therapeutic grade. This has held the standard in the essential oil industry for the last 30 years. These are the oils that are found in health food stores and used in the health industry. These oils have served well but now things are even better.

*(Optional - Pass around Peppermint and invite them to experience a 100% pure essential oil)*

DoTERRA has established a new standard in essential oils called Certified Pure Therapeutic Grade (or CPTG). DoTERRA set this standard by demanding the highest quality in all aspects of growing, processing, and distributing essential oils. DoTERRA is committed to obtaining oils from the original source. So they buy oils from growers that they select, train and monitor from all over the world. For example, Lavender comes from France and Frankincense comes directly from Oman. After the oils are obtained, they are processed in the manner best suited to that plant. Then they undergo third party testing in two independent labs to certify each batch of oil is pure. There are no synthetics, impurities or chemicals. If a batch does not meet this high standard, it does not make its way into bottles.

**How to Use Essential Oils**

Once the bottles are in your home there are three ways to apply them.

These life-changing oils can be diffused into the air, sniffed straight from the bottle, or applied to the skin.

1. The first and fastest way is aromatically.

   *(Optional - Breathe in Breathe oil and then pass it around and invite attendees to simply breathe it and feel the difference.)*

Just take a whiff! The oils start working immediately. They kill germs in the air, open airways and affect mood.
2- The second type of application is topical. The oils can be applied to head, feet, ears, chest, back of the neck and troubled areas. Application on the bottom of the feet enters the blood stream and affects the entire body within 30 seconds.

(Optional - Apply Aromatouch oil to your neck and shoulders and then pass it around and invite attendees to do the same.)
*Use common sense
*Be careful with sensitive skin
*Avoid eyes and ears
*Use a carrier oil if necessary

3- CPTG oils can be taken internally! These oils can go right to work from the inside to relieve issues in the digestive system, mouth, throat and liver. Take under the tongue, in a gel capsule, in water, or in food.

(Optional - Apply a drop of On Guard to the top of your thumb and then lick it. Then pass it around and invite attendees to do the same if they like.)

From here on you’ll see these 3 ways to use the oils as A, T, I.

INSPIRE:

What are your top 3 health concerns, or goals?

Take just a moment and think about what your top three health concerns are for you or your family. Go ahead and jot those down right now. (pause, allow time to think and write)

Would any of you be willing to share one of your health concerns or goals? LISTEN...responses are often very personal and should be treated with respect and genuine empathy.

How long has this been an issue for you? How would your life be different without it?

How many of you would like to find solutions to these concerns and explore reinventing your healthcare with natural solutions?

So, with natural solutions we accomplish safer healthcare...how about more effective healthcare?

Makeover Guide - open to the inside

Now for the REALLY fun part. Let’s talk about how we can makeover your medicine cabinet with natural solutions.

What are you currently using in your medicine cabinet? Think of things you are using that you would like to replace.

(Invite them to share their concern and modern medicine solution and then guide them through the process of finding the doTERRA alternative as follows...)

Example: After they share you say... “Great, (restate) so you’ve suffered from heartburn and you have used an antacid for it in the past... which is number 12.

Let’s look at number 12 - Upset Stomach Aid... So,

Instead of... the traditional Antacids for... (restate ailment)

Try...DigestZen, its recommended use is Topically and Internally...

It also may be used for... Digestive Issues, Food poisoning... (pretty cool, eh?)

Repeat this process for as many ailments as you have time and volunteers.

Note: Do not talk about every single product
As we consider viable ways to reinvent our health care, let’s be aware there are three aspects of this lifestyle we need. First, we’ve just talked about making over our medicine cabinet’s, primarily so we are prepared for life’s little emergencies.

Take a look at some of the top reasons for visits to the emergency room. Often times these are simple things we can solve at home if we are prepared. ex. The time to decide to have DigestZen isn’t when you are throwing up in the middle of the night....

As we’ve already established this is true healing with simple natural solutions with safe, effective, positive results!

1. Use targeted support
2. Give specific attention to ailments, illness, and injury.
3. Use common sense when using essential oils.
(Refer to the image of the Modern Essentials book and A-Z guides...)

3. With every great tool comes a complete user guide. The Modern Essentials Book is a reference for application techniques, in depth information on each of these powerful tools, and an entire directory of solutions for specific ailments or issues.
Throughout the book you will also find references to supportive research. Each list of natural solutions is color coded in order of priority, Red is primary, yellow is secondary...etc.
4. Use oils frequently (I.e. every 15 mins) with an acute situation
5. Use oils a couple times per day to address chronic problems, and manage them before the manifest.
6. Remember your health concerns or goals from the front. When we finish, you’ll have an opportunity to use the Modern Essentials Book to find any other solutions.

THE MOMENT:
How many of you know someone who’s life has been radically altered by a disease that could have been prevented? (Share a relatable story as appropriate)

Natural solutions aren’t just for life’s little emergencies.

80% of health issues can be prevented by practicing daily health habits:
These daily health habits start with a foundation of nutrients. Many people are experiencing more energy and focus, less pain, sickness, and depression from doTERRA’s Lifelong Vitality supplements.

LIFELONG VITALITY (LLV) The Lifelong Vitality pack contains...
The Microplex VMz: A whole food multi-vitamin and mineral complex.
xEO Mega: The ultimate omega 3 fatty acid for heart and brain with 9 essential oils, including clove which scores over 1 mil on the ORAC scale making it the world’s #1 antioxidant.
And Alpha CRS+: Which is a powerful anti-oxidant, anti-inflammatory, and cellular energy producer.

The LIFELONG VITALITY is doTERRA’s #1 selling product and they even offer a 30 day money back guarantee. They are so confident that you will love these that they allow you to return the empty bottles if you don’t.

In combination with the LIFELONG VITALITY are the following daily recommendations...
(Refer to the list of daily recommendations)
A world-renowned essential oil expert, Dr. David Hill, recommends this daily routine as a powerful way to support your body in preventing disease.

Choose Your Rewards

GRATITUDE:
Now that you’ve chosen to...
As I mentioned at the beginning of the class, I want to make it possible for you to have these tools in your home. I want to thank you for choosing to be here and honor you for wanting to learn a better way.
As a “Thank You” for being here, I am offering... (any special offer you want)
In addition to this...

It’s like getting a wholesale membership like Frequent Flyer memberships or Costco
*Read the bullet points on the pad

Choose to Share

This has been a wonderful blessing in my life...and I never would have known about it if someone hadn’t thought to share it with me.
Now I can’t help but share with others.
People like you, are searching too. You can make a difference in their lives by helping them to reinvent their health care. There is a wonderful opportunity to join us in our efforts in sharing the products we love. What a great thing to improve lives as well reaping financial rewards. So join us in the cause...

Choose to Learn

There is more information than we can possibly share in this one class. So, this is part one of the Reinventing Healthcare Series. You can qualify to receive these additional classes for FREE by simply choosing to buy a kit.

Choose a Kit

INVITE:
So, I have one last question for you...Where are you now?
Where do you want to be?
Are there health concerns holding you back from a better life?
How would your life be different if your these concerns were resolved?
I invite you to look through each of these options and decide which options are best for you and bring these tools into your life.
Now that we’ve discovered powerful, safe, affordable health care, it is time for you to consider what’s best for you and your family, by choosing the kit that best meets your needs.

Refer to the tear pad and go through each of the 4 kits emphasizing the value, savings, and rewards of each kit.

Choose the kit that’s right for you and your family’s wellness, and start enjoying the benefits of living a lifestyle of preparation, restoration, and prevention!
**Medicine Cabinet Makeover**

(Introduce the other IPC’s in the room and invite them to connect with them)

Here are the books. We’re here to help you answer any questions.

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**THE END**

When someone approaches about hosting and wants to use the Empower Kit tool...

You say...“great...I would love to teach a class for you! So, this can work two different ways. I can provide the Empower Kit supplies for your class and you’ll earn the hosting incentives and I’ll provide the continued support for anyone who chooses to enroll. Or, you can purchase the empower kit, attend the business training for free and you’ll learn how to share, teach and begin earning a residual income.

Are you interested in benefiting financially from doTERRA’s awesome IPC program?

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**To prepare for the class:**

- Medicine Cabinet Booklets
- Your oils to experience
- About 10 Modern Essentials Books
- Wholesale Order Forms
- Choose Your Kit & Rewards Pad