

INVITE IN PERSON OR BY PHONE

Hi _____, this is _____. You know I love essential oils and use them for my health.

My essential oil business, doTERRA, is running a research study on stress and anxiety relief, and I am so excited to be chosen to participate in it!

The last time we met/talked/spoke – I think I asked you this, but in case I didn't, "are you familiar with essential oils? Have you heard of doTERRA essential oils?" (listen for their answer – disqualify if already enrolled)

Now, **I can only have 7 people** new to doTERRA oils in this study on the impact of essential oils to reduce stress and anxiety, and I thought of you! I know it's going to fill up REALLY fast. *(Pause and be QUIET to let them respond)*

Here's what it involves: First of all, there is **no charge** to participate.

You will need to attend the **Orientation Class** I am holding on _____ at _____ (or online Zoom training) where we will **schedule your sessions**.

You would then take a very **short survey before and after** each of 2, 45-minute sessions you receive from me using specific doTERRA essential oils.

INVITE VIA EMAIL OR SOCIAL MEDIA POST

RESEARCH STUDY VOLUNTEERS NEEDED If you struggle with high stress or anxiety, I invite you to participate in a clinical research study this month I will be conducting. The study will include your receiving a clinical approach to the application of essential oils. Participants accepted into this program must be prepared to receive a 30-45 minute treatments while lying on their stomach on the massage table at least twice in the week of the study. The treatment includes a gentle massage with the application of essential oils applied to the back, neck, head and feet. Participants will be asked to fill out health history questions before and after each session and will be provided with the summary of study results the following month.

There is no charge to participate, only a commitment to appear for our Orientation Meeting on _____ - at _____, for the scheduled session time and provide the requested feedback afterward.

Study participants will be booked for two appointments – one on each of two days:

TIMES: 10:00 am, 11:00 am, 12:00 noon, 2:00 pm, 3:00 pm, 4:00 pm

DATES: Monday, July 19/Tuesday, July 20/Wednesday, July 21 and Saturday, July 24

If you are interested in being one of the ___ people to participate in the study, please contact me at _____.

Script to use after 2nd session: THIS THE CRITICAL STEP – Plan Ahead!

Thank you so much for participating in this study. I made you this special sample of the _____ oil we used in our sessions. This seems like the perfect doTERRA essential oil choice for you to use for the _____ and _____ you mentioned. Remember that you use it like this: _____. Would it be OK for me to follow up with you again in a few days to see how that is working for you?

I also wanted to let you know that we have a **special offer** for any of our study participants who choose to get a doTERRA essential oil KIT. We have MANY oils to choose from – so I'd love **to offer you a 1-hour Wellness Consultation** where I can help you understand more about the doTERRA oils for your health and choose the kit that makes the most sense for you. **(Schedule it then!)**

We will be getting the **survey results back in August**. I'll call you to let you know when that is ready. In the meantime, I **am teaching some classes** about the use of essential oils on _____ at _____. **Would you like to come and learn more?**