

HOW I FOUND A DOTERRA STORE NEAR ME!

BY STEVEN JACKSON

dōTERRA[®]
Wellness Advocate

Prepared by Steven Jackson

doTERRA ID: 930175



I COULD NOT FIND A DOTERRA STORE NEAR ME, BUT I COULD FIND A DOTERRA ONLINE STORE IN MY LAPTOP

It is surprising in these modern technological times that some customers still insist on purchasing products face to face. Now, I totally get it, that personal service is sometimes vital to get a good service. However, the Doterra business model of having independent distributors / Wellness Advocate creates a small but important issue and this is not the fault of Doterra or even the Wellness Advocate. It is simply the nature of the business.

The reality is independent distributors are independent from Doterra so they work when and how they like, which is for many Wellness Advocates the reason why they join Doterra in the first place. They can choose their hours or not as the case may be, which generally means that there are many Wellness Advocates that do very little and are not really interested in opening up their lives to others interested in joining. This means that if you are serious about running Doterra as a business finding someone local may not work for you. Yes they will let you join, but will not support or help you in anyway leaving you to fend for yourself.

In this case, the best option is to find an experienced Wellness Advocate regardless where they reside so you get the best help and support in building your business. In addition, if they are a good network marketer they are likely to be sponsoring enough members to place with your team and help build your team even faster.



SO, WHY IS THE DOTERRA DISTRIBUTOR NEAR ME NOT ABLE TO HELP AND SUPPORT ME?

NOT ALL WELLNESS ADVOCATES ARE EQUAL

Good question, simply they do not have the time, energy, training or experience to help you and this is not to say this is all of them, but they are trying to run a second business around a family and life commitments. They joined Doterra for different reasons than many of us do. If we look at the number ratio in Doterra, 85% of all members join because they love the products and not because they want to be a entrepreneur. Now, interestingly, some do become overtime interested in running Doterra as a business but most not.

This leaves about 15% , but personally I think it is nearer 10% that truly run Doterra as a business. So, for those who see Doterra as a opportunity to work from home or anywhere else they want, consider reaching out to a leader and not a local part-time distributor and from my experience, never a friend. I have found that a business relationship is different than a personal friends and so if you value your friendships avoid bring it into your business unless you are really sure it will work.



DOTERRA IS OPEN ALL HOURS

**"A DOTERRA STORE IS IN YOUR HOME 24 /
7 ONLINE"**

The introduction of technology and the internet has changed everything in the world of eCommerce and the home based business with nearly every business having it as a vital part of their origination. Purchasing Doterra oils can be done as simply as enrolling online as a Wellness Advocate or Wholesale Customer and buying the product straight away without even speaking to anyone.

Over the last 20 years we as consumers have been slowly accustomed to buying everything from clothes, car parts and now with Doterra essential oils and wellness products online. If this is a good or bad development time will tell, but as someone new to the home based and network marketing industry understanding the power of blending traditional and online methods and someone to help and support you through this transition is vital to your success as a Wellness Advocate.

GET EMPOWERED

HOW DOES A NEW WELLNESS ADVOCATE GET MENTORED BY A TOP LEADER IN DOTERRA?



Most of the top Doterra Wellness Advocates have teams all over the world. I personally have teams in the US, Canada, UK / Europe, and Australia and have found that communication while mentoring is the easiest part of the process. The video conferencing options are vast and freely available such as Skype, Facebook video chat and WhatsApp. In addition, the use of Facebook or LinkedIn groups, Zoom weekly webinar meetings, weekly podcasts and newsletter has made it so easy to update members on the latest oil or the best marketing method. This means that in most cases that the weekly webinar only takes about 60 minutes and that is it.

The alternative is driving for maybe 30-60 minutes there and back to a so called local meeting which lasts for far longer than it should and costs you money to boot.



WHY DO MOST CUSTOMERS BUY DOTERRA OILS ONLINE AND WHY SHOULD WE ALSO WORK THERE?

I quickly realized when I started to work online many years ago and maybe more so since I have been with Doterra, that the “virtual world is simply an extension of the physical world”. I know that many may disagree with me or if not disagreeing, are unhappy with the thought of this reality, however we interact virtually every minute of everyday via our social media profiles, messaging apps and smartphones. So there is no step at all to reaching out to the next stage of branding yourself and your business online.

Many customers see this new reality as the norm, the young find it difficult to understand how it wasn't always the normal way to purchase what they want the older generation and jumping on board fast than ever with the rise of eBay, Amazon and even supermarkets starting to deliver to our homes. So, the goal should be simple, educate yourselves to buy Doterra products and sharing them as safely as possible.



IT WOULD BE GREAT BUY DOTERRA OILS NEAR ME, BUT I ALSO WANT SOMEONE WHO IS GOING TO HELP ME BUILD A BUSINESS, CAN I JOIN YOU?

Yes, of course, let me tell you something about myself. My name is Steven Jackson and I have been with Doterra for some years with an addition 20 years in the home based and network marketing industry.

I successfully run Doterra via the internet as well as face to face when possible, but I have found that over the years, the online method does improve the sales and enrollment rates by as much as 70% or more over the traditional network marketing enrollment method.



THANK YOU!

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doTERRA®
Wellness Advocate



STEVEN
JACKSON
ID: 930175

Contact Me on steven-jackson.com