

Drop Into Life™ Colours and Essential Oils Class Planner

This Planner is just a suggestion for presenting this Class. Feel free to follow your own creativity.

<p>Intro Part 1</p>	<p>State why you're giving the class</p> <p>For example, "I'm excited to present this Class because it empowers people and changes lives. I love to see that happen."</p> <p>Add any other personal positive experience you've had with the colours and oils.</p>
<p>Intro Part 2</p>	<p>State your goals for the class</p> <p>For example, "My main goal is to show you how you can improve any area of your life by changing your mindset using colours and essential oils. I'll also show you how to get the best essential oils into your home at wholesale price. In the Class we'll be working with a colour care Kit and I'll show you how you can easily get these Kits for yourself and your family."</p>
<p>Intro Part 3</p>	<p>Explain handouts</p> <p>Have 4 handouts:</p> <ol style="list-style-type: none"> 1. Lucky draw prize form 2. Class Handout 3. Product list 4. dōTERRA Enrolment form <p>Explain the handouts, For example,</p> <p>"On top of your handouts is a lucky draw entry form. Please fill out this form now. We'll collect them soon and we'll be giving away a fabulous prize later on." [Then collect them later and put them in a bowl.]</p> <p>"Next is a Class Handout. We'll spend most of our time going through each part of it. It's yours to keep and make notes on as we go along. The Class will go for about 45 mins. After that we can have some time to talk about your individual needs and answer some questions."</p> <p>"Underneath that is a Product List. As we go through the Class Handout you can mark the oils or blends that interest you, and later we can also help you find the ones that best suit your needs. When you're looking at the pricing, look at the column with bold figures because it has the wholesale price. The wholesale price is 25% off the retail price."</p> <p>"To get the wholesale price just complete the bottom form, which we'll help you do at the end of the Class, so you can go home with your own wholesale account."</p>
<p>Intro Part 4</p>	<p>Explain Drop Into Life</p> <p>Here's a brief intro to the Drop Into Life company:</p> <p>This Class and Colour and Essential Oils Care Kit were created by a company called Drop Into Life Pty Ltd. The 5 Australian founders have many years of experience as trainers of colour, here and overseas, and 3 of them are also aromatherapists. The founders are also dōTERRA Wellness Advocates. The company is focused on wellbeing and how you can</p>

	empower yourself and loved ones. You can learn more about the company from its website.
Class Handout Page 1 Part 1	<p>Restate Class purpose</p> <p>For example, “Now, let’s go through the Class Handout together. Near the top there’s a reminder of what this Class is about and what you can expect, to..“FEEL EMPOWERED AND DROP INTO THE LIFE YOU WANT TO LIVE”. We all want that, don’t we?”</p>
Class Handout Page 1 Part 2	<p>Area of life to change</p> <p>Invite the participants to pause for a moment in their busy lives and think carefully about an area of their life they'd like to improve or have clarity about. They can also think about how their life would be different if that area of their life were improved.</p> <p>The most common areas are listed in the circle. But the participants can add their own. They can mark the area on the circle that applies to them. There’s room on the right of that circle to make their own notes. If there are a few areas they'd like to improve, just focus on 1 at this time.</p> <p>Remind the participants that this is something they can keep absolutely private or they can share it with other members of the Class.</p> <p>Also remind the participants that now is an important moment in their life. They have an opportunity to focus on what’s possible for them in their future rather than on memories of their past or on what may not be working for them in their life.</p> <p>By starting in this way, everyone is immediately interested and engaged. The Class has meaning for them personally and it's not just general information about colours and oils.</p> <p>If appropriate, invite the participants to call out the area of life they'd like to improve.</p>
Class Handout Page 1 Part 3	<p>Success formula</p> <p>Read aloud the success formula. Remind the participants that people find it really useful to know that making life changes is a step by step process, which everyone can follow at their own pace. To achieve a vision for yourself it’s so important to have a step by step process.</p> <p>The formula is a very simple but empowering method for transformation. It shows a way to have a happier and more fulfilling life. The 2 steps are listed: (1) having self-awareness then (2) creating and following a self-empowerment habit. We use 3 tools - colours, oils and affirmations. During the Class you will be explaining each of the tools.</p>
Class Handout Page 1 Part 4	<p>Self-awareness through colour</p> <p>Explain that the first step in the success formula is to have self-awareness – of qualities you desire to have (or drop into), and issues you can release (or drop out of). Self-awareness is empowering. When you know more about yourself – your thoughts, feelings and behaviours – it’s easier to be more accepting of yourself and situations, to act rather than react, to shift from living on autopilot based on your past to consciously making appropriate changes to the way you live your life.</p> <p>In this Class we use colour as a tool to gain that self-awareness.</p> <p>Neither you, as a presenter, nor the participants need to have any background knowledge of colour. The Kit provides that information. The tree design in the Handout is from the Kit.</p>

	<p>Next in the Handout is some brief background information about colour, the role that colour plays and some information about why colour is so important. There's lots more information about colour in the Guidebook that's in the Kit.</p> <p>Read aloud the Science and Emotions sections. Perhaps mention in the Emotions section that colour plays a vital role in marketing and branding. It changes moods. It's no accident that fast food and beverage suppliers like McDonalds, KFC, Red Rooster, Hungry Jack's, Coca-Cola, Red Bull, etc all use the yellow, red and orange colours deliberately. They know that those colours are energising and help people feel warm, excited and comforted.</p> <p>Then read aloud the Language section. Colour language is in our vocabulary. Perhaps ask the participants for colour phrases they're aware of, for example, feeling blue, out of the blue, seeing red, caught red-handed, yellow bellied, green with envy, green thumb, black sheep, white knight, feeling in the pink, etc. These expressions show there is a common link between a colour and a mood or attitude.</p> <p>Lastly, read aloud the Wisdom section. This is not esoteric or mystical "woo woo". It's based on many studies in psychology around the world that show the connection between our colour choices and our internal states, personality and the way we behave. Ask the participants whether they have a favourite colour? Or whether the colour of a room affects them. Well, there's a reason for that. Their brain is responding to a signal or message from that colour.</p> <p>The key point here is that each colour has a specific message for the person who picks it. And each colour has a dual aspect, with both positive and negative qualities. Once you have greater self-awareness through the colours, you can better manage those positive and negative qualities.</p>
<p>Class Handout Page 1 Part 5</p>	<p>Choose a colour</p> <p>At this point ask the participants: "Who's excited to know more about their own colour, and what it means for them?"</p> <p>Then invite the participants to choose a <u>single</u> colour from the colour selection tree. They can pick their colour from that tree on the Kit's colour display board, or from the outside of the Kit box, or from the cover page of the Kit's Guidebook or from the top Card in the Kit. Some presenters may like to have a large banner that everyone can easily see that has the colour selection tree on it. That image is trademarked. We're happy for people to use the image on a banner so long as they include the words "Drop into Life" with the TM symbol.</p> <p>Remind the participants to ignore their favourite colour, and just keep in mind the area of their life they'd like to improve or transform. Then from the colour selection tree, and with that area of life in mind, they can pick a coloured oil droplet that they're attracted to in that moment.</p> <p>They'll notice that various colours are similar but subtly different. Each separate colour, though similar to another one, nevertheless has a different nuance of interpretation.</p> <p>What colour have they chosen? On the back of the Card with the colour selection tree, and also on Page 2 of the Guidebook is a numbered tree showing the number of each coloured oil drop. That number corresponds to the name and number of the oil drop colour in the Cards and in the Guidebook. The participants can make a note of their chosen colour.</p>
<p>Class Handout Page 1 Part 6</p>	<p>Meaning of Colour</p> <p>Invite the participants to read to themselves the meaning of their colour from the Cards. If a few people have chosen the same colour, they can get together to read their Card.</p>

	<p>The Guidebook has more detailed information on each colour. There usually won't be enough time in the Class to go through the Guidebook descriptions for each person. You may want to do that after a week or so when you get together for a Wellness Consult with a person who decides to enroll in dōTERRA.</p> <p>Remember that each colour has the dual aspects of positive and negative qualities and so, to get a greater understanding of yourself, it's important to read both.</p> <p>This is a part of the Class where time management is important.</p>
<p>Class Handout Page 1 Part 7</p>	<p>Pathway to fulfillment</p> <p>The bottom of page 1 has a flowchart restating the pathway to success.</p>
<p>Class Handout Page 2 Part 1</p>	<p>What are essential oils?</p> <p>Pass around an essential oil or one of the Emotional Blend oils. The participants should keep it away from their eyes.</p> <p>This section explains why essential oils are so incredible, and how they've been used for 1000s of years to support wellbeing.</p> <p>Read aloud the points stated in this section from page 2.</p>
<p>Class Handout Page 2 Part 2</p>	<p>Which essential oils to use.</p> <p>Beside this section is a checklist of what you'd look for when choosing the best quality oils to buy.</p> <p>Explain that it's really important for people to know that not all essential oils are equal. Many oils in the marketplace have been adulterated and don't have their full efficacy.</p> <p>Explain that you use and recommend DōTERRA oils because they're the best and safest oils on the planet. dōTERRA independently tests each batch of its oils for purity and quality.</p> <p>The Handout does not specifically mention dōTERRA oils. This is out of respect for dōTERRA. The Class is very new and the Drop Into Life founders have not yet asked the dōTERRA management to endorse it. That's in the pipeline.</p> <p>Explain how the dōTERRA oils have each of the qualities listed in the Handout. DōTERRA oils are thoroughly tested and totally trusted.</p>
<p>Class Handout Page 2 Part 3</p>	<p>Select your oils</p> <p>Explain that there is a very elegant link between colours and essential oils. The Drop Into Life team has done a lot of pioneering research on this. The Cards and Guidebook highlight the main oils and blends that relate to a particular colour.</p> <p>This solves the common problem of deciding what oils will be effective for you to use for a particular situation. Your colour choice guides and personalises your oil choice. It narrows your decision-making to a few select individual oils and blends that will be just right for you.</p> <p>Once you know your colour and have read the descriptions of the oils and blends, there are 2 ways to select your particular oils.</p> <p>The first way is to choose a suggested oil whose description seems appropriate for you. Then smell it (if it's available). If you like it, that's the one to use. You can use more than 1,</p>

	<p>and you can also use a blend or combine a single oil with a blend, and vary them throughout the day.</p> <p>The other way to choose is to decide whether you want to add energy to yourself or release energy. For example, if you picked Green Harmony you'd read the description of the different oils and maybe use Siberian Fir to add the energy of optimism, or use Cypress to release the energy of worries. The descriptions given for the oils will give you an idea of what's right for you.</p> <p>We suggest you have the dōTERRA <i>Emotional Aromatherapy Kit</i> at the Class. Each colour in the Drop Into Life Colours and Essential Oils Kit refers to one or more of the Emotional Aromatherapy Kit blends.</p>
<p>Class Handout Page 2 Part 4</p>	<p>Ways to use the oils</p> <p>There are 3 typical ways to use the oils as explained in the Handout. Read them aloud. You can demonstrate them if you have time. It's always helpful to have a diffuser operating.</p>
<p>Class Handout Page 3 Part 1</p>	<p>Empowering affirmation</p> <p>Affirmations are part of the Success Formula and Self-empowerment habit.</p> <p>When you apply an Oil, it's a great time to say an Affirmation. Affirmations keep you focused on what you want. They help to give you a new mindset, which is essential if you want new results. When you change your mindset, you change your energy, and you change your life.</p> <p>In the Guidebook and Cards there are a choice of Affirmations for each colour. Most people like to use 1 or more of them. The participants can customise them or create their own. In the Handout there are some suggestions for how to start them off.</p> <p>A lot of us have a very loud inner critic. Regularly using Affirmations is a great way to keep it quiet and stay positive. It's helpful to say the Affirmation aloud.</p>
<p>Class Handout Page 3 Part 2</p>	<p>Wholefood Wellness Supplements</p> <p>Explain that for you to be healthy, you have to have healthy cells. Your cells need good nutrition. Even if your diet and lifestyle are wonderful, and you have a positive mindset, all of us are still exposed to stress, environmental pollutants and toxic chemicals in what we eat, drink, wear, travel in and use to clean our home. They can't be avoided, but they affect our cells. Because of them, our bodies need more nutrients than we can get from diet alone.</p> <p>We encourage everyone to regularly take supplements. Not any supplements, but the finest quality, that use essential oils and are made from wholefoods, not synthetic. Something people probably don't realise is that natural supplements contain the energies of colour. That's another reason why we urge people to use them. They're feeding themselves with nature's colours. Read aloud the points in this section.</p> <p>People should make their health a priority. The dōTERRA Lifelong Vitality Pack is its number #1 selling product. For good reason. It satisfies all the criteria for a supplement listed in the points in this section. People feel great using it and it comes with a 30-day money back guarantee. Ideally have the LLV pack and brochure available for display.</p>
<p>Class Handout Page 4 Part 1</p>	<p>Getting the oils and supplements into your home</p> <p>A checklist is set out for what to look for when choosing your oil supplier and how to get the best oils at the cheapest price with a lot of other add-on benefits. It's like shopping for</p>

	<p>anything, you want to make sure you're getting a really good deal. dōTERRA satisfies all those criteria.</p> <p>Explain that this is the fun part where the participants get to go home with their wholesale account. That means they get 25% off everything dōTERRA has to offer. There are 2 simple ways to do this. DōTERRA makes it really easy. \$35 will open your own wholesale account and you can choose the oils that you love. Or, the most intelligent and cost-effective way to open your own wholesale account, and the way that many people do it, is to choose an enrollment Kit that resonates with you (and dōTERRA waives the \$35 fee).</p>
<p>Class Handout Page 4 Part 2</p>	<p>Which oils kit to recommend?</p> <p>An ideal way for a participant to progress is to enroll with either the dōTERRA Emotional Aromatherapy Kit or the Emotional Aromatherapy Touch Kit. They are particularly useful because one of those Kit's blends appears in each colour.</p> <p>The Touch Kit is an economical and convenient option. It requires a nominal annual \$35 enrollment fee, but is not suitable for diffusing.</p> <p>The Emotional Aromatherapy Kit is ideal for diffusing, sharing and blending with single oils, and qualifies as an enrollment kit (saving the \$35 annual fee).</p> <p>If there's time, mention the dōTERRA rewards program. Participants can get free products and shipping points based on regular monthly orders, which they can cancel at any time.</p>
<p>Class Handout Page 4 Part 3</p>	<p>Getting the Drop Into Life™ Colour and Essential Oils Kit</p> <p>If you don't have spare Drop Into Life™ Colour and Essential Oil Kits on hand, the participants can get those Kits by ordering them online from the Drop Into Life website mentioned in the Handout. The cost is only A\$99 + shipping. There's great discounts for bulk orders. The website accepts credit and debit cards, and also PayPal.</p> <p>If the participants want to use the colours on a regular basis, or use them with family, friends, colleagues or for specific situations, then they might want to get a Drop Into Life™ Colour and Essential Oil Kit. They're great as gifts for birthdays and celebration events.</p> <p>The Kit is an enormous support for a dōTERRA business. It promotes and encourages the use of oils. The more participants use this Kit, the more they will want to use the oils as a vital part of their transformation/success process. Even if they already have oils, with the Drop Into Life™ Colour and Essential Oil Kit they are more likely to use their single oils and blends regularly and frequently, re-order oils regularly, use a wider variety of the oils than they might have considered before, and benefit by ordering through the LRP program.</p>
<p>Class Handout Page 4 Part 4</p>	<p>1-minute self-empowerment habit</p> <p>This last section of the Class is really critical. It's a reminder about the need for a daily transformation habit.</p> <p>If you <i>occasionally</i> pick a colour, or use an oil, or say an affirmation, or pop a supplement, you're doing yourself a disservice. It's hard to be empowered and transform your life if you don't take care of yourself on a <i>regular</i>, and <i>daily</i> basis.</p> <p>Encourage the participants to create a daily habit. It's so easy and it's fun. For example, you can pick a colour each day to see what energies you need for the day. And every time you brush your teeth you can also apply your oils and say your Affirmation. Does that sound easy? If you do that, you'll be amazed at how quickly your life can change. The secret is to make time to do it every single day. Start the day with an empowering habit.</p>

Closing	<p>Lucky draw prize.</p> <p>Do the draw. Offer a free gift(s). Perhaps mention that you will gift a free Wild Orange oil to everyone who enrolls at the end of the Class.</p> <p>Then thank host, close the class and assist those who want to enroll, know more or buy a Drop Into Life™ Colour and Essential Oil Kit.</p>
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