

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.

We are excited to offer this new Class on colour and essential oils to welcome people to the wonderful world of dōTERRA. This Class was created as a generic class without specific reference to dōTERRA. But as an experienced Wellness Advocate, you will recognise where to mention the appropriate dōTERRA oils and the Life Long Vitality pack.

The Class uses colour, a universal language, because of its amazing capacity to reach out to people and offer an easeful way to start up a meaningful conversation. The Colour Selection Tree is eye catching and the colour selection process is delightfully simple.

What flows from that is insights into what the selected colour reveals about the personality of the selector, their special qualities and what essential oils would most benefit them to reach their potential. In this way colour is a door opener, an insight revealer and a delightful link to the purchase and frequent use of essential oils.

You will find the Class outline largely self-explanatory. It follows similar education, participation and pathways to enrolment as are in the Natural Solutions and Emotions classes. Please present it the same way you'd normally present one of those Classes.

An ideal way for a participant to progress is to enroll with either the Emotional Aromatherapy Kit or the Emotional Aromatherapy Touch Kit. They are particularly useful because one of those Kit's blends appears in each colour.

We would just like to offer some additional information on the colour sections of the Class if you aren't so familiar with this wonderful colourful tool.

<p>Intro</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 empower yourself and loved ones. You can learn more about the company from its website.</p>
<p>Class Handout Page 1 Part 1</p>	<p>Area of life to change</p> <p>Participants are invited 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>This is something participants can keep absolutely private or they can share it with other members of the Class.</p>

	<p>It is an important moment in the life of your participants. 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>
<p>Class Handout Page 1 Part 2</p>	<p>Success formula</p> <p>The success formula reminds participants that making life changes is a step by step process, which everyone can follow at their own pace. To achieve a vision for oneself 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.</p>
<p>Class Handout Page 1 Part 3</p>	<p>Self-awareness through colour</p> <p>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>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>Colour language is in our vocabulary. Your participants will likely know some colour phrases 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>The Wisdom section is 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. You can ask the participants whether they have a favourite colour? Or whether the colour of a room affects them. The reason for that is 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</p>

	<p>have greater self-awareness through the colours, you can better manage those positive and negative qualities.</p>
<p>Class Handout Page 1 Part 4</p>	<p>Choose a colour</p> <p>At this point the participants may be excited to know more about their own colour, and what it means for them</p> <p>Participants are invited 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 ™ symbol.</p> <p>It is helpful to 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 5</p>	<p>Meaning of Colour</p> <p>At this point participants are invited 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 2 Part 1</p>	<p>Which essential oils to use.</p> <p>Participants may wonder why 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>Class Handout Page 2 Part 3</p>	<p>Select your oils</p> <p>There is a very elegant link between colours and essential oils. The Drop Into Life team has given a lot of thought and research to 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, 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>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>This section relates to the Life Long Vitality pack.</p>
<p>Class Handout Page 4 Part 1</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>

1-minute self-empowerment habit

This last section of the Class is really critical. It's a reminder about the need for a daily transformation habit.

If you *occasionally* 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 *regular*, and *daily* basis.

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.