Online Networking System

This is a really simple system to help reach out to others using online business networking meetings (using Zoom etc) to help you build your doTERRA business.

- Find some online business networking meetings. Some great places are Facebook, Twitter, LinkedIn and Eventbrite. Simply type in 'Online business networking' or similar in the search bar.
- Book yourself in to some of these events, some will be free, some will be low cost (£5 per meeting etc). There are plenty to choose from at different times of the day.
- Most networking events allow you a 30-60 second pitch, which is an opportunity for you to give a brief description about your business and the type of people you wish to connect with.
- It's a good idea to put something together and practice saying it before you go on the call. Here is one example below (also write or type it out and have it near your screen)…
- *"Hello, my name is _____ I work alongside a company called doTERRA who are the world leader in the sourcing, manufacturing and testing of essential oils. We are looking for people who may wish to try a natural alternative to traditional pharmaceutical drugs. We offer FREE samples of our products and FREE education too. So if you have any issues with joint or muscular pain, head tension, feelings of anxiety – or even if you would like a better night's sleep, it would be great to connect with you"*
- In some of these meetings you will have the opportunity to have a 1-2-1 within the call either in a 'breakout room' or for a 10 minute phone conversation, however as good as these can be, you want to be able to have a longer conversation with people.
- Very often, after the meeting you will receive an email with a list of attendees. Just in case you don't, take a note of those attending the event and what their business involves. After the event, endeavour to search and connect with them via social media. By searching their name on Facebook, LinkedIn etc and their occupation/business you should be able to find most people.
- It is really important to 'connect' with everybody who you meet online via social media. This could be by sending them a friend request on Facebook, by following them on Twitter or LinkedIn etc.
- So now you need to reach out to some of them. Contact them on social media and say something like *"Great to see you today on _____ (whatever the meeting was called), it would be great to connect over a virtual 'cuppa', are your free next week on Monday at 11am or Wednesday at 3pm?"* It's always good to give two options, just offer times to suit yourself.
- So set up either a Zoom or Messenger video call with them, but remember - **it's not all about you!** Ask lots of questions about them and their business and ask how you can help them… and you will find, on most occasions they will reciprocate which gives you the opportunity to talk about doTERRA and offer free samples and/or invite to an online class.
- The fortune is in the follow up! Keep good records of all your contacts and communications. We recommend you use a CRM (Hubspot do a great free one). Make sure you follow up with all those who receive a free sample to see if it worked for them and also follow up with all those who you feed into an online class to see if they have any further questions or wish to purchase any products or join doTERRA.
- Finally, Rome wasn't built in a day! Be regular and consistent with your meetings you choose to attend, so that people get to know, like and trust you.