

# Success is Scheduled

Launch Month: 15 enrollments x 200 PV avg. enrollment = 3,000 OV Elite.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 pm 1:1 w/Marcia				
			7 pm oil class			3 pm 1:1 Elena 4 pm 1:1 James
		6 pm Natural Solutions Class		Noon: Mini Class @ Juice Bar		
	12 pm 1:1 w/Karl					

"Don't judge each day by the harvest you reap, but by the seeds that you plant."  
-Robert Louis Stevenson

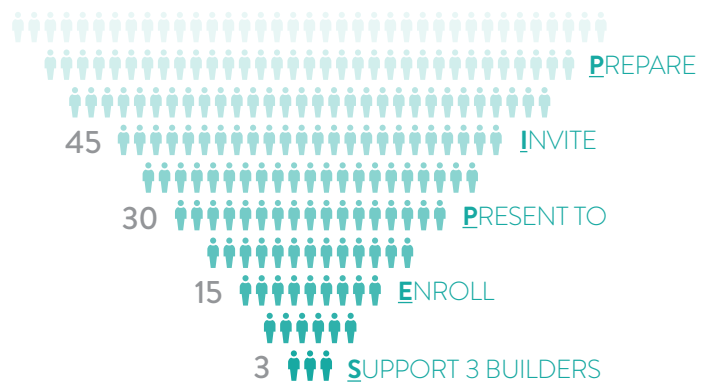
## Expand Your Reach

As more people experience your message, more people will enroll, and more lives you will change. Start sharing with your own warm market of trusted and established relationships. As they fall in love with dōTERRA, they naturally become an ongoing source of contacts.

### DURING YOUR LAUNCH MONTH:

1. Invite 45 people to attend a class
2. Schedule 3 classes or 15 one-on-ones (or combination)
3. Set time to invest in your business
4. Ask yourself and schedule:
  - Who needs a Natural Solutions intro to oils?
  - Who needs a follow-up to enroll?
  - Who needs a Lifestyle Overview?
  - Who needs a Business Overview?
  - Who is ready to host a class?

### REFINE YOUR PROSPECTS



# Success Tracker

Use your Names List (from *Build* and *Share* guides) and track your PIPES activities with your top 25 prospects. Search your phone contacts and social media friends for ideas of who values health, purpose, and freedom. As new people come to mind and into your life, add them to your list to keep up the flow.

Start sharing and inviting, and as prospects enroll, onboard them successfully as a customer or builder. Identify prospective builders who stand out as those with higher capacity for success (see page 15).

		Goal: 45+ 30+ 15+ 15+ 3+ 1+						
		P	I	P	E	S		
Name	Notes	Connect	Share & Invite	Present	Enroll	Lifestyle Overview	Business Overview	Hosting overview with Launch
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