



# Empowered Success Map

## Why Use



Quickly shares natural solutions to top health concerns

Leverages credibility

Helps expand someone's vision of what's possible with essential oils



Leads to strong sales and customer enrollments

Focuses on meeting the needs of those you're sharing with

Teaches simply & effectively



Shares the value of LRP and a wellness lifestyle

Introduces more products

Enables quick and lasting product success

Increases retention



Prepares a host for their class

Serves as a soft "Launch" to find and filter capable, committed builders

Teaches how to sample and invite



Shares the vision for business opportunity

Screens new builders

Shows the first steps to build



Trains a new builder

Trains on PIPES

Maps out how to reach Elite and help others do the same



Teaches skills and strategies to advance your rank

Trains team to reach next rank

Helps you understand how to train your builders to enable you to reach your next rank

## When To Use

When you share samples or oil experiences

When you invite someone to attend a class

During classes

During one-on-ones

Anytime you need to teach essential oil basics to anyone

When giving Lifestyle Overviews

During continuing Education Classes

As a gift as soon as someone enrolls

To set up a host for success

When someone wants to host a class

When introducing the business opportunity

When showing the dotTERRA difference

When detailing why to partner with dotTERRA

When launching your own business

When launching a new builder

During monthly team trainings

When you want to advance your rank

As a gift for hitting a rank

During monthly trainings

During team trainings

Access all Empowered Success Tools & Training at: <https://www.doterra.com/US/en/empowered-success>