

Launch Your Success

This Launch Guide is your map to achieving Elite, an important milestone in building your dōTERRA® organization. Your success is up to you. The principles taught in this guide have been tried and tested by successful dōTERRA leaders. Trust the process to experience success!



+action

- Share with 45+
- Enroll 15+ Customers
- Train 1-3 Builders

= Results

- Change Lives
- Grow Personally
- Create Residual Income*

P

PREPARE

- Fuel Your Launch (pg. 4)
- · Be a Solutions Provider (pg. 5)
- · Success is Scheduled (pg. 6)

INVITE

- · Connect, Share, and Invite (pg. 8)
- Invite to Change Lives (pg. 9)

PRESENT

- Present the Message (pg. 10)
- Book Classes from Classes (pg. 10)

1-2 Weeks Pre-Launch







Nature's Solutions Class Handout

SIMPLE STEPS TO SUCCESS





ENROLL

- Enroll Successfully (pg.11)
- · Lifestyle Overview (pg. 12)

SUPPORT New Member Follow-up (pg. 13)

- · Placement Strategy (pg. 14)
- Find Your Builders (pg. 15)

Launch Month



Live, Share, **Build Guides**



Launch Guide

Fuel Your Launch

Your belief that doTERRA® products and financial opportunity can change lives-including your own-is the single greatest source of fuel to launch your business. The higher your level of belief, the easier it is to share what you love.

SUCCESS BEGINS WITH YOU



- ☑ Set up an LRP template, and purchase and sell at least 100 PV per month to receive commissions.
- ☑ Implement the Daily Wellness Plan you created in the Live guide on page 16.
- ☑ Learn more by regularly using an oil reference guide and participating in continuing education.

SHARING CHANGES LIVES



- ☑ Share your passion for living the dōTERRA wellness lifestyle and inspire those around you to be open to learning how to do the same.
- ☑ Utilize the Share guide to help you share and invite successfully.
- ✓ Start connecting with your prospects and building your pipeline. Visit doterra.com/CA/en > Empowered Success for tools and videos.

BUILD YOUR DREAMS



☑ Connect to your upline team support:

Key Support: _____ Email: _____ Phone:

Team Call/Website/Facebook Group(s):

☑ dōTERRA is a powerful vehicle to get you from where you are to where you want to be. Expand the pathway goal you set in the Build guide below:

Set Goals and Take Action

Goal to Reach Elite (Circle One)

taraet

30 days 60 days 90 days standard



90-Day Goal



1 Year Goal

As you set business goals and engage in committed actions, you connect your efforts to your vision for a better future. This conscious connection repeatedly fuels you even when you're outside of your comfort zone.

Be a Solutions Provider

A dōTERRA® Wellness Advocate shares a new approach to living a healthy lifestyle. We teach that, with a book and a box" (oil reference guide and box of dōTERRA CPTG® essential oils), you are prepared to address the majority of your wellness priorities at home. For the other times we invite you to partner with healthcare practitioners who support your commitment to using nature's solutions.





By choosing to be the solutions provider in your own home, your experiences create enthusiasm to share with others. During every interaction with prospective members, paint a picture of self-directed wellness.

The doTERRA Empowered Success program enables you to empower others to change their lives.





Commit to and schedule your PIPES activities. This guide provides you with details on how to effectively engage in the essentials of launching your business.

TIPS

- Be authentically you and naturally share your experiences to expose others to the possibilities.
- With this positive exposure, invite your prospects to learn more at a class or one-on-one presentation.

Launch Essentials:

- 1 INVITE to product or business presentations
- **TEACH** product or business presentations
- **3 FOLLOW UP** with Lifestyle Overviews
- 4 LAUNCH & SUPPORT your new builders



Success is Scheduled

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

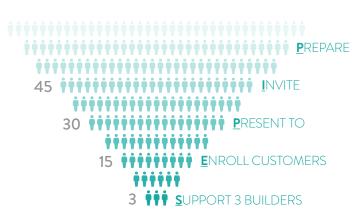
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday			
•	•	1 pm 1:1 w/Marcia	•	•	-				
	•	•	7 pm oil class	•		3 pm 1:1 Elena 4 pm 1:1 James			
•		6 pm Nature's Solutions Class		Noon: Mini Class @ Juice Bar		-			
	12 pm 1:1 w/Karl	•	•	•	"Don't judge each day by the harvest you reap, but by the seeds				
Expand \	harvest you reap,								

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

DURING YOUR LAUNCH MONTH:

- 1. Invite 45 people
- 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 Nature's 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

Refine 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 wellness, 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+					
Name	Notes	Connect	Share & Invite	Present D	Enroll	Lifestyle Overview 0	Business Overview	Hosting Overview on Launch Month
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Connect, Share, and Invite

dōTERRA® is a relationship business. Anchor your attitude in the belief that caring is the most important gift you give everyone you connect with. Whether with an existing relationship or someone new, build trust in every interaction. Seek to change lives by sharing what you love, no matter where you are or who you are with.

1 CONNECT WITH PEOPLE AUTHENTICALLY AND SINCERELY

Refer to people by name. Ask questions and listen to discover their interests and needs. Be authentic and build relationships of trust. Uniquely connect with new friends and those you already know.

Someone You Already Know:



How are you? How is your family? OR Catch me up. What's going on in your life? I saw your post about your child. How are you both doing? (Customize for existing contacts)

"

Someone New:

People love talking about themselves. Ask questions about areas of their life that you think they will be excited to talk about. Find common ground and be relatable when you meet someone new.

2 CONNECT THOSE PEOPLE TO YOUR SOLUTIONS

Share a solution by looking for ways to add value and naturally match your solutions of product or business to their needs.

Someone You Already Know:



You know how it seems like so many people are into holistic wellness these days? It seems more and more important to eat better, exercise more, get quality sleep, and get rid of synthetic products around the house. Is that pretty much how you are as well? What kinds of things are you doing with your family? What do you know about essential oils?



66

Seriously, essential oils are rocking my world I can't keep this to myself! You've got to check this out. Have you ever tried any? This is what someone did for us. We would love to give you a little something to try. Then we just check back with you in a couple days to see how it's working."



Someone New:



Get to know someone new. Ask questions about their work so you can customize your response and be relatable. Whatever they say, see it as someone you can or already have worked with. "I work with moms and teach them how to take care of their family using essential oils and other products." OR "I work with chiropractors and teach them to create an additional stream of income in their office by sharing with their clients how to live a wellness lifestyle with essential oils." IF you need to go first, "It's actually pretty amazing. I love what I do..... What do you do?"

Invite to Change Lives

You don't need to be an expert to successfully invite people to become their own solutions provider. Discover what's most important to each person by taking a genuine interest in who they are, what they are experiencing, and how you can serve them.

3

CONNECT TO A PRESENTATION

Here are some ways to invite to learn more at different events. Refer to the *Share* guide for additional guidelines.

CLASS

oils and they are making a huge difference for me and my family. We use them for everything! I know at your house you have struggled with ____ and I thought of you. I am teaching a short workshop and I'd love for you to be my personal guest. It's at my house Thursday at 7:00 or we can meet together next week. What works best for you?

ONF-ON-ONE

I just have a second? Great,
I just have a second myself; but I'm calling
my health-conscious friends and setting up a
30-minute visit to go over their goals, suggest a few
cool tips using essential oils and other naturally
sourced products, and then show the most
popular options. If you end up finding things
you want to try for you or your family, that's
great. If not, that is totally OK. Is that
something you are open to exploring?
Great! Is tomorrow at 1:00 or
Thursday evening at 7:00
better for you?

WEBINAR

If I know you said you were interested in _____ (topic). If I sent you access to a webinar about ____ (topic), would you watch it?

LIFESTYLE OVERVIEW

your new products and maximize your rewards.
Our next step is to set up a quick call to make your wishlist, show you how to order, and give you the best tips and tricks on how to get the most free product. It takes about 30-40 minutes. The goal is for you to be able to order on your own anytime you like. How does that sound to you? Great! I have Wednesday at 1:00 or Thursday evening after dinner open. Which is better for you?

BUSINESS OVERVIEW

There are three ways that I support my customers on their doTERRA journey. The first way is to help you learn how to use the products, get more education, and refer friends who are interested in attending a class.

The second way is to help get your products paid for and maybe even create some fun money by sharing dōTERRA with those you love.

And the third way is for those who say, "I know it's important to have multiple streams of income and I'm passionate about holistic wellness. I would love to be able to create a business doing this from home."

"So, which one of those three ways is the best way for me to support you?"

When they say number two or number three, say, "I set aside time each week to share what that looks like.

I have Tuesday at 7:00 and Thursday at noon.

Which one works best for you?

Help People Say Yes:

- Be clear on what you are inviting them to (e.g. class to discover solutions for wellness priorities)
- · Let them know the value of investing their time
- · Give two options that can work for them (e.g. class or one-on-one)
- Strengthen relationships, build trust through multiple interactions, and keep your word

Present the Wessage

The next step for your prospects, after being invited to learn more, is to experience the message about doTERRA's life-changing products or income-producing opportunity.

PRESENTATIONS CAN HAPPEN IN DIFFERENT WAYS, DO WHAT WORKS BEST FOR YOU.



- · Class, One-on-One, or 3-Way Call
- · Webinar, Video, or Social Media



- In your home or at a friend's
- Juice or coffee shop
- · Chiropractic or professional office

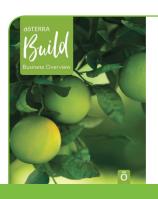
CHOOSE YOUR PRESENTATION



PRODUCT (40-50 MIN.)

Purpose:

- Gather people, listen to their needs, let them play with the oils. Make it fun.
- Focus on needs of attendees; share top solutions.



BUSINESS (20-30 MIN.)

Purpose:



Gather people, listen to their needs, expose them to the doTERRA® opportunity.

Focus on needs of attendees; know and share how the opportunity can work for them.

- 5 min: Make connections/Tell your story (1-2 min)
- 1 min: State intention
- 10 min: Why EOs/Why doTERRA (p. 1)
- 5 min: Wellness priorities (p. 3)
- 10-20 min: Teach EOs & LLV (p. 2-3)
- 9 min: Explain membership options & next steps (remainder of handout)
- · Serve refreshments & answer questions
- · Help guests enroll

- 2-5 min: Make connections/Tell your story (1-2 min)
- · 1 min: State intention
- · 2-5 min: Learn about their situation (Buckets vs. Pipeline - p. 2)
- · 2-5 min: Why doTERRA (p. 3)
- · 2 min: What it takes to do this (p. 4-5)
- · 2 min: Compensation plan (p. 6-7)
- · 4-5 min: Envision and choose a path (p. 8-9)
- 5 min: Next steps (p. 10-11)
- · Q&A: Anything else they want to know?

BOOK CLASSES FROM CLASSES

Grow your network by inviting attendees to host a class of their own. Bring a few affordable gifts (e.g. a keychain) as booking incentives.



Likely you've thought of people you know who would benefit from this same experience. If you'd like to host your own gathering, see one of us after. And if you book tonight, you take home this keychain! (show keychain)



Envoll Successfully

Enrolling customers is the climax of the presentation, when attendees choose to change their life by purchasing the products. During the class, find out why the class members are there and be prepared to offer solutions that meet their needs. Guide new enrollees on choosing the membership and collection that is best for them.



THE CLOSE

At the beginning, I promised to show you how to get these oils into your home. Let's go over your options. Tell them about membership options.



Option One



Now I am going to show you the two most popular options to get you started. This is the Home Essentials Collection, which comes with the top 10 oils, many of which we just talked about. It also includes a lovely diffuser for only \$330 CAD. The big favourite however, is the Nature's Solutions collection. It literally comes with everything you see in the bathroom cabinet (turn back the page and point). It is truly a lifestyle collection, covering all three basic areas of interest—being prepared, self-care, and daily wellness habits. It comes with our finest diffuser, a box to store your oils in, and after placing your first Loyalty Rewards order, you automatically have 100 free points to use on your next LRP order. And bonus! You fast track yourself to the 15 percent level for your Loyalty Rewards Points. You can see why this is our favourite option!



Option Two



Now I am going to show you two of our most popular collections to get you started. This is the Family Essentials collection. More of a sample or travel size option with 85 drops per bottle and its \$159 CAD. The Home Essentials collection has the same oils but with 250 drops per bottle and a diffuser for only \$330 CAD. Triple the amount of oils for about twice the money. Both options come with Frankincense, which retails for more than \$116 CAD a bottle.





NEXT STEPS

- · Mention any enrollment special and how to qualify to receive it. Be clear and concise.
- · Let them know they can add single items for specific priorities. Have a reference guide available for them to look things up.
- Remind them they can earn a free gift for enrolling today.

Choose the option that's best for you and your family.

· Invite them to turn to the enrollment forms, explain Wholesale Customer vs. Wellness Advocate, instruct on how to fill theirs out.



Enjoy the essential oil-infused refreshments. If you have any questions, _____ (host) and I can help answer them now.

ENROLLING TIPS:

- · Encourage customers to purchase a collection so they have multiple products on hand, not just one or two things.
- Share what you love about the collection you feel is best for them.
- · Connect everything back to their wellness priorities and how the enrollment options are designed to provide specific support.
- The confused mind says no. Avoid showing an excess number of items. Show a few, offer a special, and keep it simple.
- Enroll most everyone as a Wholesale Customer. Enroll those who want to share or build as a Wellness Advocate.

OVERCOMING OBJECTIONS:

- Not sure what collection to order: "What are you working on?" Look over their wellness priorities; invite them to find solutions in a reference guide. "Which enrollment option would best meet your needs?" Offer your suggestions. "If I were you, I would..."
- Not sure which membership: "What factors are you considering?" Listen and address their desires or concerns. Offer suggestions.
- Financial concerns: "Would you like to host a class to enroll friends and family so you can earn the money to get the option you really want?"
- Not sure where to start: "Would it serve you best to choose a couple oils to address a need and then, with experience, you can better choose your collection in a week?"



Lifestyle Grerview

Seek to serve the needs of your enrollees and earn the right to keep them as customers going forward. New members enroll first with a collection and second in the Loyalty Rewards Program (LRP). This second enrollment is what builds your financial pipeline.

Fortune is in the follow-up

PURPOSE OF LIFESTYLE OVERVIEW

Help EVERY new member:

- · Use the products they have
- · Set up a Daily Wellness Plan
- · Maximize their membership through LRP
- · Connect to resources
- · Invite to change lives

LIFESTYLE OVERVIEW CHECKLIST

- Schedule Lifestyle Overview shortly after their collection is expected to arrive
- Recommend learning more at doterra.com/CA/en > Empowered Success

1 Introduce dōTERRA® Lifestyle & Wellness Pyramid

- ✓ Have them rate themselves (pg. 3)
- ☑ Expose them to the doTERRA lifestyle (pg. 4-12)
- ☑ Invite them to create their wish list (pg. 13-15)

Live a Wellness Lifestyle

Lifestyle Overview

2 Wellness Consult

- ✓ Complete the Wellness Consult (pg. 16)
- ☑ Brainstorm their 90-day plan and next three loyalty orders
- ✓ Teach them about LRP and help them set up their first order online



Connect to Education & Community

- ☑ Recommend your favorite reference guide and app
- ☑ Introduce tools to learn how products support their 90-day goals
 - Empowered Life Series Canada (coming soon!)
 - · Canada Living Magazine
- ☑ Connect 2-3 times in their first month; continue to check-in periodically



4

New Member Follow-up

✓ Invite to share or build dōTERRA

You have a 14-day window to discover the best role of every new member you enroll, whether they're a Wholesale Customer or Wellness Advocate. Your early engagement with your enrollees is critical to their long term success. Use the process below to guide your follow-up activities and determine whether your new member will be a customer, sharer, or builder. To truly change lives, think of these first 14 days of their membership as your investment to ensure success for both of you—and all it takes is a little bit of your time. By modeling this support, your builders are much more inclined to do the same.



CUSTOMER

- · Uses the products for personal consumption
- · Enrolls as a Wholesale Customer
- · May or may not be on LRP

SHARFR

- Wants to share with others by hosting a class or one-on-one(s)
- Enrolls as a Wholesale Customer or Wellness Advocate (to enroll others and receive commissions)

BUILDER

- · Wants to earn sales commission
- · Enrolls as a Wellness Advocate
- Commits to meet monthly requirements for receiving commissions
- · Tally to identify potential (pg. 15)

HOSTING OVERVIEW





HOST

BUSINESS OVERVIEW









Placement Strategy

Successful placement of your enrollees is critical to your growth, rank advancement, and qualification for commission bonuses. Set clear expectations to safeguard relationships and ensure best placement. Some choose their path right away, others take time to choose to go beyond being a customer. Use their first 14 days to learn all you can and then make the best placement decisions.

PLACEMENT TIPS

All New Enrollees:

- Place each where they will best thrive and be supported. Choose long-term vision and success over short-term needs.
- · Sponsorship can be changed one time within their first 14 days.
- Consult with your upline mentor or call the dōTERRA® business line at 801-370-2140 for placement strategy support.

TEAM PLACEMENT & STRUCTURE

The pace of building team structure varies. Depending on when your builders or business partners are enrolled and engage determines the rate at which you launch each new leg. For example, some start with one builder and grow from there while others may start with three (e.g. perhaps they began with a larger network or previously established relationships).

UPGRADING OR MOVING WHOLESALE CUSTOMERS

A Wholesale Customer:

- Can be moved within 14 days of enrollment if their placement is better suited elsewhere.
- Can decide to upgrade themselves to a Wellness Advocate (WA) in their back office
- If they decide to upgrade to a WA after their first 14 days, their sponsorship placement remains the same.
- If you want to change their placement (after their first 14 days), their WA upgrade must occur 90 days after enrollment. You then have 14 days to decide where to place them.
- Place customers on a team where they may have similar interests with others they already know.



UNDERSTANDING ROLES

Enroller:

- The person who brought the enrollee to doTERRA. (Whose contact is it? Who invited them?)
- Receives Fast Start bonuses on sales to new enrollees during their first 60 days after enrollment.
- Works with sponsor (if different) to determine who does Lifestyle Overview, follow-up, and other support.
- Can change a new enrollee's sponsor once during their first 14 days of enrollment via the back office.
- · Enrollership contributes to rank.

Always keep enrollership of your enrollees until it makes sense to transfer to their sponsor or another builder for rank advancement.

Sponsor:

- Person under whom the enrollee is directly placed (also referred to as their direct upline).
- · Benefits from Power of 3 Sales Bonus and unilevel bonuses.
- · Assists with the Lifestyle Overview and other follow-up needs (depending on arrangements made).



To change sponsor in first 14 days: Back Office > Team > Sponsor Changes.

6 Month Inactivity Move:

A Wellness Advocate can request a sponsor and / or enroller change after 6 months of inactivity (inactivity is defined as no ordering activity on any account and no commissions earned for six months). The person desiring to move must request this change themselves, using the email they have on file.

For placement questions, refer to Team Tab > Placements in your back office. Requested moves and changes can be sent to placements@doterra.com.

Find Your Builders

WHERE DO I FIND THEM?

Identifying your business partners is vital to building a thriving business. Start looking for builders among your existing customers and prospects. Many start out as product users or sharing with just a few. Encourage product experiences, do appropriate follow-up, and create vision for what's possible. With time, builders emerge.

If you don't find builders right away, keep enrolling. Statistically, 1-2 of every 10 are interested in building a dōTERRA® business sooner or later. Set a goal to find and train three builders during your first 30-90 days. When your team members enroll others and choose to build, more lives change and your team grows faster!

Committed & Capable Builders

Committed = Completes 3 Steps in *Build* guide **Capable =** Enrolls someone on their own in first

14 days of committing to build

WHO DO YOU KNOW WHO IS...

- · Relationship-oriented or influential
- · Open to or lives a holistic, healthy, active lifestyle
- · Goal-oriented, self-motivated, ambitious
- · Positive, passionate, inspiring
- Entrepreneurial, experienced in sales
- · In a phase of life that supports building a business
- · Looking for improved finances or better future

Potential Business Partners







Go to your Success Tracker (pg. 7). Rate your prospects by placing tally marks for each quality listed above. Jot down names with most tally marks above.

"In order
to influence
someone, you
need to know what
already influences
them."

– Tony Robbins

WHAT TO PRESENT

People choose the dōTERRA opportunity for different reasons. Some come for the added income, others for the mission. During the Business Overview, focus on what matters to them. Let the pages of the *Build* guide invite the right conversations. Knowing their desires helps you connect their goals to dōTERRA solutions.

Step 1: Present in one-on-one or group settings

Step 2: Invite your qualified prospects to become business partners

Step 3: Get new builders started with the 3 Steps (Build pg. 10)



WHAT TO DO NEXT

Provide a Launch Overview for each of your new builders, sharing the proven path for long-term success. Invite them to begin sharing and inviting right away, even prior to their launch month.

Weekly Success Check-ins ensure:

- Steps of success are measured
- · They feel connected and supported
- · You consistently know how to best support

As you continue to enroll, consider placing some of your enrollments under committed builders who actively enroll and support their team. Ultimately, supporting them in reaching their goals helps you reach yours.





We use oils, we shall oils, and we teach others to do the same.

-Justin Harrison, Master Distributor

Learn More:



doterra.com/CA/en > Empowered Success

Next Step:



Coming Soon!

Thank you to all Wellness Advocate leaders and others who have collaborated on and contributed to the making of Empowered Success.