

# Elite Planner

I am an Elite on or before .....

During Your Launch Month: (30-day pace to Elite)

Partner this planner with your *Success Tracker* for all your presentation planning.

- Schedule 4+ classes or 15+ one-on-ones or a combination of the two.
- Invite 45+ total people to a class or one-on-one.
- Enroll 15+ people.

## Schedule Classes

Invite 15+ people in person or via phone call/text to achieve an ideal class size of 6–10 qualified invitees. Classes are hosted by you or someone who agreed to host. Refer to your *Success Tracker* for ideas.

**Class 1**

Date/Time:

Location:

Host:

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**Class 2**

Date/Time:

Location:

Host:

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**Class 3**

Date/Time:

Location:

Host:

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**Class 4**

Date/Time:

Location:

Host:

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## Goal: Elite 3000+ OV

Total Volume Needed

Current Volume -

Scheduled Volume -

**Volume Needed** =

### Incentives

When they enroll with a collection + place their first LRP order, give them an incentive (like 5 mL Wild Orange, a dōTERRA special, or reference guide).

## Schedule One-On-Ones

Set up one-on-ones in person, online, or via a 3-Way Call with prospects who need more individualized attention to review wellness priorities, have scheduling restraints, or are influencers who would do better in a more customized setting.

Name:

Date/Time:

Location:

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Name:

Date/Time:

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