

Leverage Upline and Corporate Support

Keep your focus on income-producing activities and align your community of builders with key support systems that are already in place! Be strategic and leverage existing upline and corporate support. You and your builders will get further by maximising what's already available whenever possible. If you are not familiar with what your upline and dōTERRA have to offer, find out so that you can be an informed guide for your growing team! An important leader habit is to consistently promote events and share resources.

LEVERAGE CORPORATE SUPPORT

- 1 Leverage Special Promotions.** Promotions are intended to surprise and delight. Act quickly, and help your team and customer community take advantage of limited-time promotions. Use resources available with dōTERRA Social, and watch for ideas shared on social media. Be prepared to promote!
- 2 Seek to Understand and Be Understood.** Utilise appropriate upline, corporate customer service and account management channels. Ask questions to understand and respectfully express your need to be understood. They can help you!
- 3 Create Targeted Incentives.** dōTERRA intentionally does not have big promotions each month. It wears down customer enthusiasm, creates exaggerated expectations and devalues the product. This allows you to collaborate with your upline and builders and provide your own targeted offers, promotions or incentives.

LEVERAGE UPLINE SUPPORT

UPLINE TEAM SUPPORT

WEEKLY CALL Day: _____ Time: _____

FACEBOOK GROUPS

- Product User Group
- Builder Group

TEAM TRAINING AND EVENTS Date(s): _____
Who to invite: _____

- Launch Camps
- Monthly Training
- Rank Training
- Retreats

CORPORATE EVENTS, SUPPORT & SYSTEM TRAINING

COMPANY EVENTS

- European Convention
- Seasonal Tour Events
- Leadership Retreat
- Regional Product Training
- AromaTouch Training
- Legacy Trip

Choose one of these events. Date: _____

What is your plan to use and support this event?

WEBSITES

- doterra.eu
- Europe DMK
- SourceToYou.com

Circle two of these resources to access and explore this week.

Who else needs to know about these resources?
