

Monthly Training Guide

TIMESCALES
LIVE: 2-3 HOURS
ONLINE: 1.5 HOURS

Provide continuing education/product training and business training for your customers and builders live or online. Develop leadership and presenting skills as you involve your builders in planning and participating in your team training. Delegate as much of the training as possible in order to develop presenting and leadership skills in your builders. Collaborate with crossline leaders when possible.

WELCOME (5-10 MIN.)

- Welcome attendees, introduce agenda, and promote each presenter (*as you transition through agenda*).
- **Optional:** Give prize tickets at the door to those arriving on time.

PRODUCT TRAINING (30-60 MIN.)

- Tailor the topics to meet the specific needs in your area and/or current product promotions. *Ideas for possible monthly themes:*

Jan. Cleansing or Maintaining a Healthy Weight

Feb. Emotions, Love, Intimacy or Relationships

Mar. Building Your Business

Apr. Spring Cleaning for our Bodies and/or Homes

May Convention or New Product Recap

June Gardening, Skin Care, or Men's Health

July Summer Fun, Cooking, or Exercise

Aug. Back to School/Emergency Preparation

Sep. Lifelong Vitality/Immunity

Oct. Pregnancy, Childbirth, or Hormone Health

Nov. Give Gratitude with an AromaTouch Technique™ or Seasonal Gifts

Dec. Stay Well through the Festive Season, The Gift of Frankincense, or Mood Management

Product Testimonial(s): Invite one or more testimonials relevant to theme or product focus.

BREAK (10-15 MIN.)

- Videos/Q&A
- Refreshments (*optional*)
- Make-n-Take (*optional*)—bath salts, hand sanitiser, yoga mat cleaner, or any other recipes you like

BUSINESS TRAINING (30-60 MIN.)

- **Why dōTERRA, Why Now:** Build Guide and/or company updates (5-10 min)
- Success Simplified overview
- Application Activity—**Role Play:** Example in front or “Now, turn to your neighbour and practice/share what was just learned.”
- Compensation Plan focus (5-10 min)
- P.I.P.E.S (Prepare, Invite, Present, Enrol, Support) focus

RECOGNITION (10-20 MIN.)

Have team members stand up to be recognised for their advancement and accomplishments:

- Rank Advancement this month
- Power of 3 Advancement
- Enrolled someone this month
- Top Enroller last month
- Special Accomplishments (*incentives, volume, etc.*)
- Success Testimonial(s)

CALL TO ACTION (5-15 MIN.)

- Issue a call to action or a challenge
- **Optional:** Draw for door prize giveaway (*i.e. products or support tools*)
- Promote upcoming training and events
- **Optional:** Some choose to offer key resources for purchase to assist builders

To Bring:

- Raffle tickets and giveaways (*optional*)
- Name tags and markers
- Pens and handouts

Options to Buy:

- Oil Reference Guides
- Empowered Success Tools
- Living Magazine