

Monthly Training Planner

Date _____ Time _____

Place _____

BEFORE CLASS

- Hand out free draw tickets and prepare prize/s (optional): _____
- Distribute handout(s): _____

WELCOME (5-10 MIN.)

- Set intention: _____
- Introduce agenda: _____
- Promote presenter(s) throughout: _____

PRODUCT TRAINING (30-60 MIN.)

- Topic: _____ Presenter(s)
- Testimonial: _____ Testimonial
- Testimonial: _____ Testimonial

BREAK (10-15 MIN.)

- Refreshments (optional): _____ Coordinator
- Make-n-Take (optional): _____ Coordinator

BUSINESS TRAINING (30-60 MIN.)

- Why dōTERRA, Why Now: _____ Presenter(s)
- Mindset, Skillset, or Toolset training: _____ Facilitator(s)
- Role Player Application activity: _____ Facilitator

RECOGNITION (10-20 MIN.)

Invite attendees to stand and highlight top achievers by having them share their experience or give a testimonial. Below are ideas for recognition categories:

- | | | | |
|---------------------------------|---------------|------------------------|---|
| • Rank Advancements last month: | • Who earned: | | |
| • Executive | • Silver | • Diamond | • Power of 3 - Level 1 |
| • Elite | • Gold | • Blue Diamond | • Power of 3 - Level 2 |
| • Premier | • Platinum | • Presidential Diamond | • Power of 3 - Level 3 |
| • Top Enroller last month | | | • Special accomplishments (<i>incentives, volume, retention rate, etc.</i>) |
| • Enrolled someone this month | | | |
| • Success Testimonial(s): _____ | | | |
- Testimonial

CALL TO ACTION (5-15 MIN.)

- Give a call to action or a challenge: _____ Organiser
- Promote upcoming training: _____ Coordinator
Monthly: _____ Regional: _____
European Convention: _____ Other: _____
- Select draw winner(s): _____
- Offer key resources/tools for purchase: _____ Resource/Tool