

Prepare You to Recruit Successfully



A successful business with dōTERRA requires partnering with like-minded individuals who want what you and dōTERRA have to offer. Use these tips to successfully find and recruit capable and committed business partners.

- 1 Paint a picture.** Create a vision for your team and builder prospects. You are the captain of a ship and are asking others to get on board. They need to know where you are going before they'll join you.
- 2 Extend a gift.** When you invite others to join you in your business, you are extending a gift. As you grow your team to Presidential Diamond rank, you will partner with at least 6 people to together reach towards the possibilities of financial freedom.
- 3 Stay Focused.** Your success or failure is up to you. No one person makes or breaks your business — you do.
- 4 You are going to get there with or without them.** When inviting someone to join you in your business, help them understand you intend to be, or already are, successful and are looking for those who want to join you. If people feel like your success depends on them, they tend to say, "no". Instead, share the excitement of your future success and they will often choose to join you on your journey.
- 5 Master the Business Overview.** Know the *Build* guide as well as you know the *Natural Solutions* presentation. Become great at sharing the business opportunity and the Compensation Plan. Present often to gain confidence and experience in enrolling builders. Learn to love recruiting.
- 6 Get them to corporate/team events.** People make decisions at events. (See page 19 in the *Lead* guide, Create Momentum with Events.)
- 7 Introduce them to your upline.** Utilise 3-Way Calls with your upline to add credibility to the dōTERRA opportunity and encourage them to share their experience with your prospects.
- 8 People go into business with people they like.** You are looking for business and success partners. Be the type of person someone wants to build a business with. Talk about how you love your business and how it's changed your life. Get to know people and become their friend. When you get interested in their life, they get interested in your life and your business.
- 9 Believe in them.** New builders will depend on your belief until they build their own. In the beginning, you believe in them more than they believe in themselves. Breathe that belief into them. Your mentorship can be a key contributor to their success.