

Restore Commitment

Your builders may face difficulties or discouragement on their path to reaching their goals with dōTERRA. Consider why they are not succeeding and work with them to find a solution. Sometimes they've forgotten the reason they initially began their dōTERRA journey. If your builders face a 'why' crisis or lack clarity on how to move forward, offer a time to connect and revisit their commitment to reaching their goals.

THREE REASONS PEOPLE DON'T SUCCEED

Don't know what to do/how to do it

SOLUTION: TRAINING

- Use Empowered Success training and tools
- Connect to team training
- Give them a clear path with a 30-60-90 day plan

Overwhelmed/need to prioritise

SOLUTION: SIMPLIFY

- Assess priorities and set daily, weekly and monthly goals
- Identify money-making activities
- Help focus their time
- Measure results together

Lack commitment and/or desire

SOLUTION: COMMIT

- Create an environment that encourages self-selection
- Revisit why they got started



COMMITMENT REHABILITATION WHEN BUILDERS WANT TO QUIT

Use the following questions to determine if they are still interested in building. If the interest is no longer there, let them go with love but keep in touch because they may change their mind later.

- 1 Ask: *"So, tell me why you got started with dōTERRA?"*
 - Listen empathetically to their response (*"I need more money", "I want to be at home with my kids", "I want to change the world"* etc.). Talking about WHY they started often reconnects them to their original desire and can reignite the power of their vision of a better future.
- 2 Next, ask: *"Those are great reasons. So, did you solve your problem?"*
 - You are asking if they found another solution and solved their problems (usually, the answer is no)
- 3 Then say: *"Ok, do you have any other options to solve _____ (their problem)?"*
- 4 *"If you could be successful in dōTERRA, and accomplish _____ (their goal, e.g. to be a stay-at-home mother, leave the job they hate, etc.) would you still love for that to happen?"*
- 5 *"Do you see other people who are successful in dōTERRA?"*
 - The obvious answer to this question is yes, there are many people who are successful in dōTERRA.
- 6 *"If I was able to help you solve _____ and be successful in dōTERRA, would you be motivated and committed to your plan?"*

The goal of this framework is to help them through their block and be at the point where they have hope again and can say, "I can do this!"