

Set Goals

BEGIN WITH THE END IN MIND

Set your goals to match your vision of your future. How much do you need to earn to afford your dreams? What rank do you need to become now and in the future? Refer to the dōTERRA Compensation Plan overview on pages 4–5 of the *Build* guide and other resources to increase your knowledge on how to make money with dōTERRA. Connect with your upline for support.



THE YEAR AHEAD

Determine your short and long-term goals for the next 12 months. Repeat this goal-setting pattern every quarter. By mapping out the year in 90-day growth sprints, you manage your goal-setting in four seasons.

Ask Yourself: Why am I a dōTERRA _____ (rank) earning €/£ _____ /month on or before _____ (date)

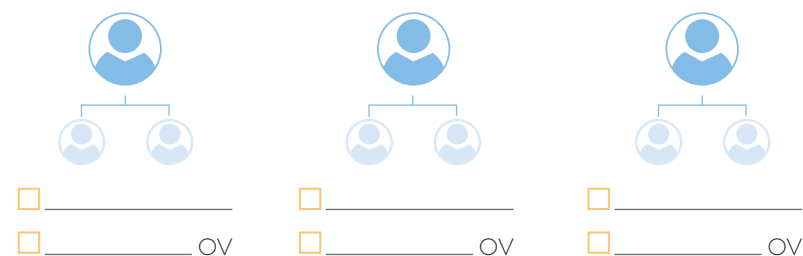
30-day _____ rank	€/£ _____ monthly income	_____ OV minimum
60-day _____ rank	€/£ _____ monthly income	_____ OV minimum
90-day _____ rank	€/£ _____ monthly income	_____ OV minimum
1 year _____ rank	€/£ _____ monthly income	_____ OV minimum

12-WEEK PLAN

Break down your goals into smaller goals and construct a 12-week plan. What do you need to do to achieve Gold? Create a consistent way to set and track detailed weekly/monthly/quarterly goals and review them often (e.g. invites, presentations, enrolments, overviews, volume, rank, etc.).

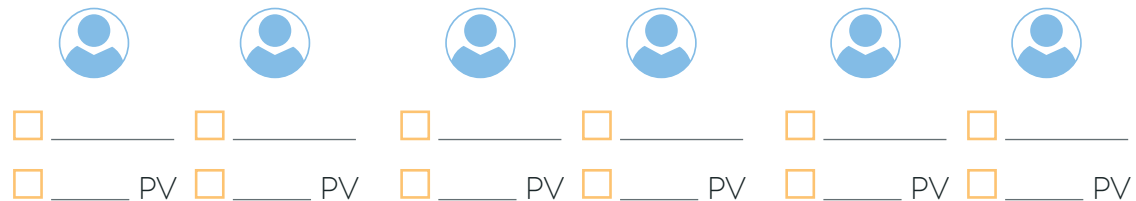
- 3 separate legs, actively engaged in building to Premier and beyond:

Committed Builder:
Leg has 5000 OV:



- A minimum of 2 builders on each leg actively engaged in building to Executive and beyond.

Committed Builder:
2000 PV Exec leg



GOAL CHECK

Answer these questions for each of your goals. Keep a record of your answers.

- Does it inspire me? Is it possible to reach?
- How will my life be different because I achieved it?
- What will I give to reach this goal?
- What could get in my way?
- When and how often will I connect with my accountability partner?
- How will I celebrate when I reach my goal?