

Success Schedule

Success is not a destination; it's a habit. These simple success habits are the shared proven practices of top leaders in dōTERRA. As you integrate them into your life, you experience the power of daily action compounded over time.

DAILY

- Be a product of the product
- Personal development/product knowledge/business training
- Respond to communications within 24 hours
- Ask yourself and schedule:
 - Who can I share oils with?
 - Who needs an invite to a Natural Solutions presentation?
 - Who needs follow-up to enrol?
 - Who needs a Lifestyle Overview?
 - Who can I invite to build? (Business Overview, Build guide)
 - Who is ready to host? (Hosting Overview, Share guide)
 - Who is ready to grow to Elite? (Hosting and Launch Overviews, Share guide and Launch guide)

“Motivation is what gets you started. Habit is what keeps you going.”
– Jim Rohn

WEEKLY

- Dedicate 15–20 hours/week to achieve your Gold rank goal
- Do scheduled PIPES activities
- Hold 2+ product/business presentations (one-on-ones, classes)
- Get mentored
- Mentor builders
- Engage in a team call

MONTHLY

- Place a 125+ PV Loyalty Rewards order by the 15th of the month
- Identify gaps and set goals with Rank Planner
- Enrol 4+ new customers and 1+ builder
- Promote and attend monthly training
- Recognise success

ANNUALLY

Promote and attend:

- dōTERRA's Annual European Convention
- Leadership Retreat
- Regional Product Training
- Legacy Trip

TIP

Spend 80 percent of your time on your top 3 money-making activities.

↓ Fill out **Plan Action** to identify your top three.

WEEKLY PRESENTATIONS & EVENTS PLANNER FOR RAPID GROWTH:

1. _____ (one week day)
2. _____ (one weekend)
3. _____ (one online)
4. _____ (one of your choice)

WHAT IS THE TOP INDICATOR OF SUCCESS?

_____ **Number of Presentations Happening on Your Team**

Consider holding two types of presentations with your team weekly:

- 1. The Natural Solution Class** (Intro to Enrol)*
 - Open to prospective and existing members
 - Share how to use the oils
 - Enrol prospects with their own wholesale account
 - Generate more hosts, more classes, recruit more builders
- 2. Lifestyle Overview** (Getting Started 101) – can be themed
 - Designed as a follow-up to enrolment / guests welcomed
 - Can be in your home or at a host's home
 - Invite them to bring their own oils and learn how to use them
 - Introduce lifestyle tips/ideas and new oils/products
 - Highlight benefits of LRP
 - Set up 90-day plan to support wellness priorities
 - Generate more hosts, more classes, recruit more builders

* Consider offering free incentives for attending, enrolling as a new customer or in LRP, for bringing guests, etc.



“Success is the sum of small efforts, repeated day in and day out.”

– Robert Collier