



dōTERRA® | INDIA  
*Leadership*  
RETREAT | 2024

# Top 9 Things I Learned On The Journey To Becoming A Founder

Bailey King  
Presidential Diamond  
N. America Wellness  
Founder



**When you think about becoming a doTERRA India Founder what do you feel?**

# Excited...

What are the first 3 steps you already know you need to take to move closer to founders THIS MONTH?

# Doubtful...

What are the first 3 steps you already know you need to take to move closer to founders THIS MONTH?

Share with your neighbor.  
Share with the group.

# What is a doTERRA India Founder?

“Life changing”

“Leave a legacy of compassion, support, knowledge, love that will help families thrive both in their wellness and create the life they love!”

“The BEST plan to leave a legacy for my family”

- Reach the rank of Gold 3 months consecutively.
- Each qualifying member of the India Founder's Club receives an equal portion, (i.e., 1/40th of 1 percent) **of the total commissionable volume each year for the market.**

# What would be the size of your Founders' checks if India grew to this size:

Market Volume (PV)	Founder Check (USD)	Founder Check (INR)	Comment
450,000,000	101,524	8,325,000	Current Herbalife Volume
110,000,000	24,817	2,035,000	Our 2030 Goal
55,000,000	12,409	1,017,500	Half of 2030 Goal
2,500,000	1,128	92,500	2024 Goal with 2x Bonus!



# Top 9 Things I Learned On The Journey To Becoming A Founder

Grab A Pen & Paper

# Life isn't fair, push on anyway.

Write down a time you CHOSE to push through a difficult situation. (Use this as data for yourself the next time something “unfair” happens.)





Your family can be an  
excuse or a  
motivator, you  
choose.

Write down a reason your family can be a  
**motivation** for you to push for founders.



# Always have a plan B

There's 3 days left in the month and you need 500 pv in sales & you have nothing scheduled- what are 2 plan B's?

# LEADERSHIP



## New Presidential Diamonds - 4

Matt and Bailey King

“  
IT ALWAYS  
SEEMS  
*impossible*  
UNTIL IT'S  
DONE.  
Nelson Mandela  
”

Oil Kings

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Congratulations

## Matt and Bailey King

CEDAR FALLS, IOWA, USA



dōTERRA DIAMOND CLUB

“Be stronger than your excuses. It is always out there and help someone.”



Some people  
Diamond  
seems. Why  
Why should

Presidents  
are met, w  
comes on  
store. The  
more pres  
lead, str  
freedom

Our belie  
everyone  
and opti

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contin

I'm still  
I love w  
lot of p  
ever fe  
rest of  
just m  
comp  
what  
a two  
kids

How do you and your spouse work together in

# Celebrate Your Wins

Write down 1 goal for this month (be specific) AND write down what you will do to celebrate achieving that goal.  
Set a reminder to do this on the 1st of each month.



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Entrepreneurship is  
hard- you will fail.  
Be disciplined.

Write down 1 thing you will do each day to  
show discipline in your business.



**Failure** is simply  
a price we pay to  
achieve success.



**SUCCESSFUL PEOPLE  
ARE HIGHLY **DISCIPLINED.****

*They guide and encourage themselves  
to do the work they ought to do,  
not just the things they want to do.*

# Find Joy in the Journey

Pause. **Choose** joy. Decide what part of each day you can be thankful for. Write down 1 thing you are thankful for today.



# Set Your Vision & Repeat It Often

Create your vision. Who you want to serve. Who you want to work with. What is their niche. What is their energy.

# Recruiting becomes easier when you know WHO you are looking for.

- Good teacher & desire to teach their vision
- Women
- Connector of people
- They follow through
- Entrepreneur in the wellness space
- Willing to work hard to gain time freedom long term
- Women who are looking for a job with purpose
- Wants to be a leader of women



# Talk About the Business, Constantly

You can only become a founder once you gain confidence in recruiting business partners, we have the most incredible opportunity but you can't keep it a secret.

Write down 3 people you need to reach out to this week to share more.



 *Matthew and Bailey King*   
**PRESIDENTIAL DIAMOND**



# Keep Your Healthy Habits, Always

Write down 2 health priorities you will commit to in order to be your best self.



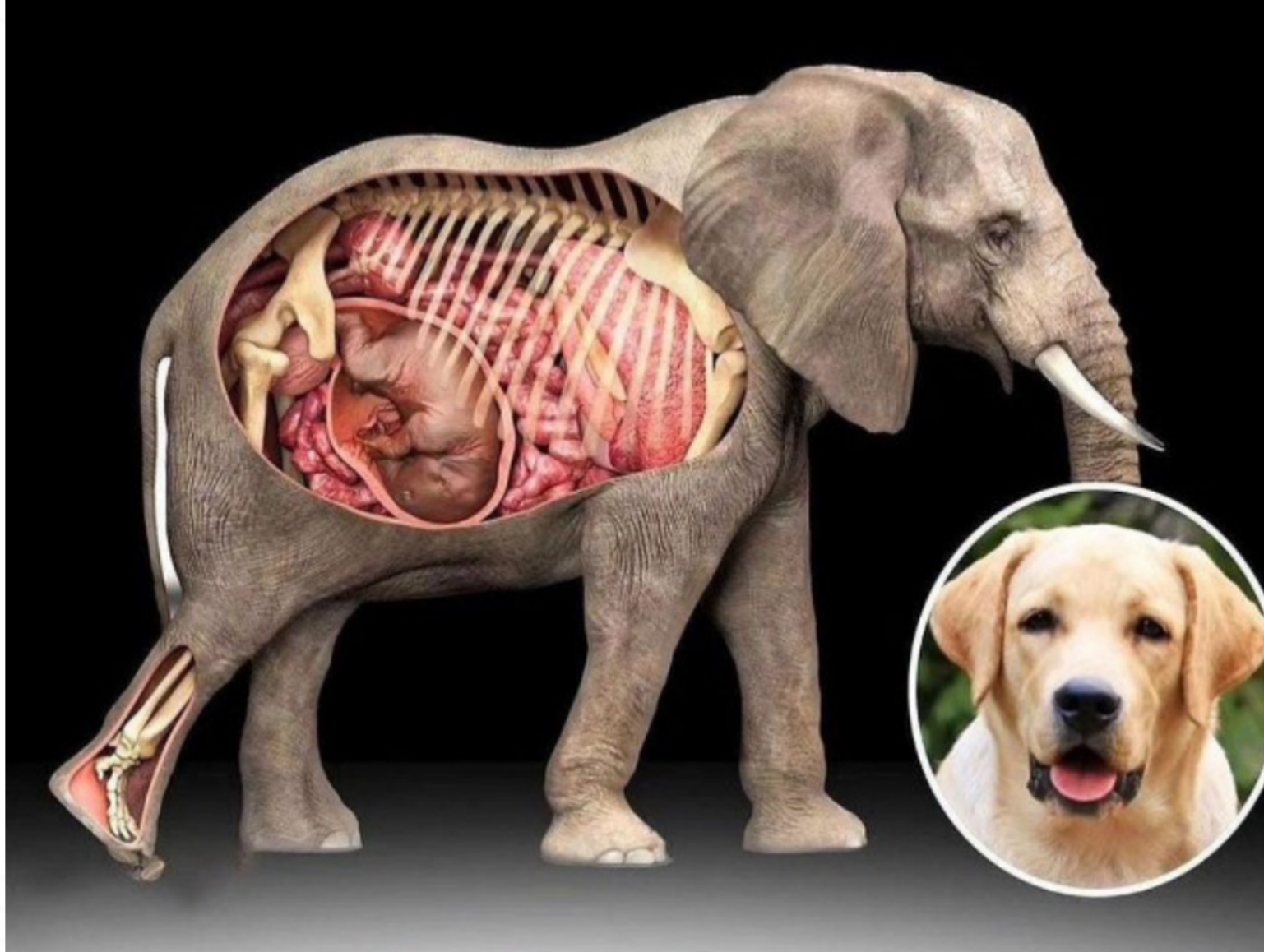


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# Top 9 Things I Learned On The Journey To Becoming A Founder

1. Life isn't fair, push on anyway
2. Your family can be an excuse or a motivator, you choose
3. Always have a plan B
4. Celebrate yourself
5. Entrepreneurship is hard- you will fail
6. Find joy in the journey
7. Set your vision & repeat it often
8. Talk about the business, constantly
9. Keep your healthy habits, always.



An elephant and a dog became pregnant at the same time.



## **MORAL OF THE STORY :**

**"Don't lose faith when you see others receive answers to their prayers.**

**If you haven't received your own blessings, don't despair.**

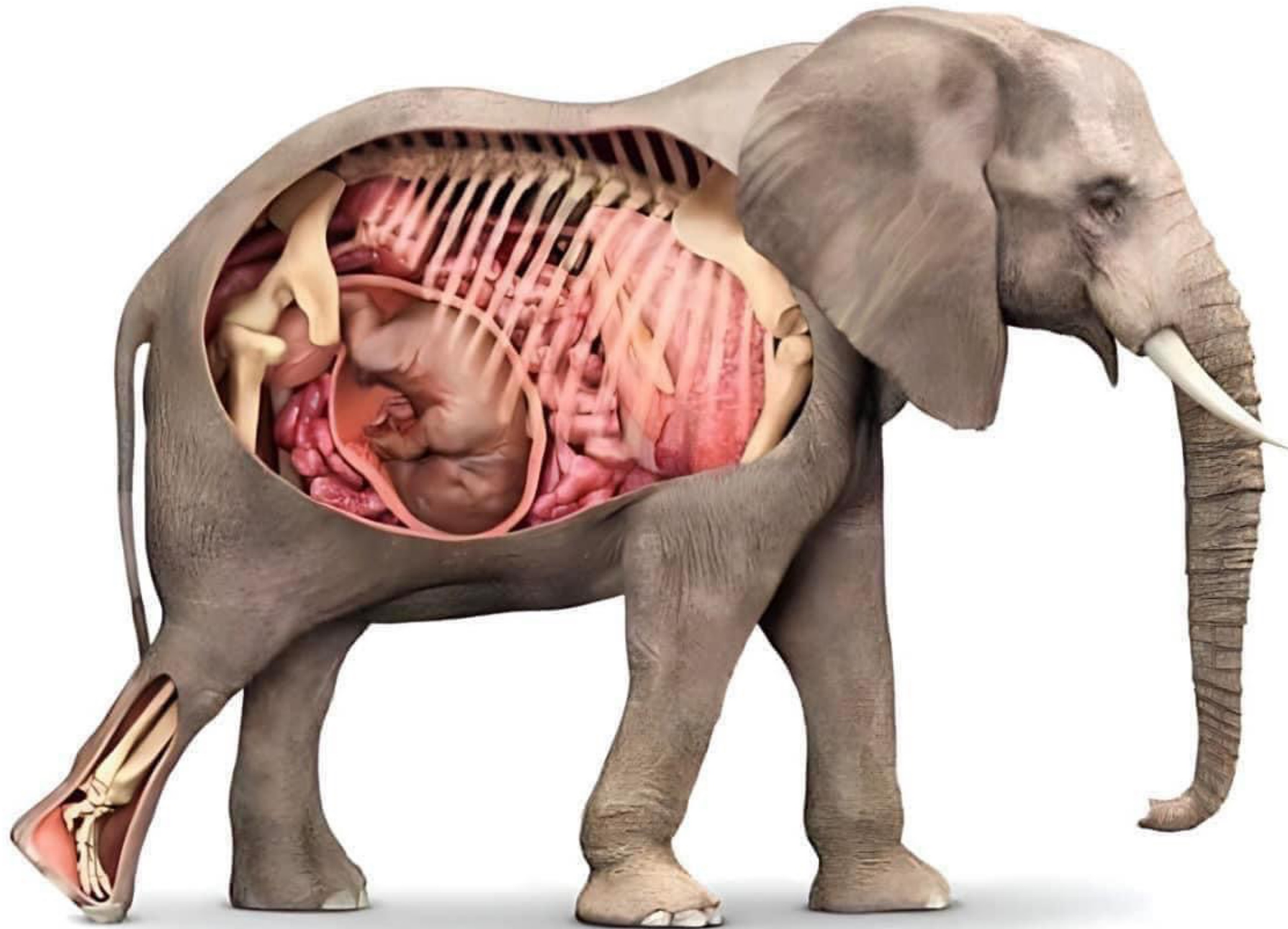
**Say to yourself "My time is coming, when it hits the surface of the earth, people shall yield in admiration."**



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