

dōTERRA® | INDIA
Leadership
RETREAT | 2024



A Solid and Enduring Business

LRP, Power of 3 & Retention!

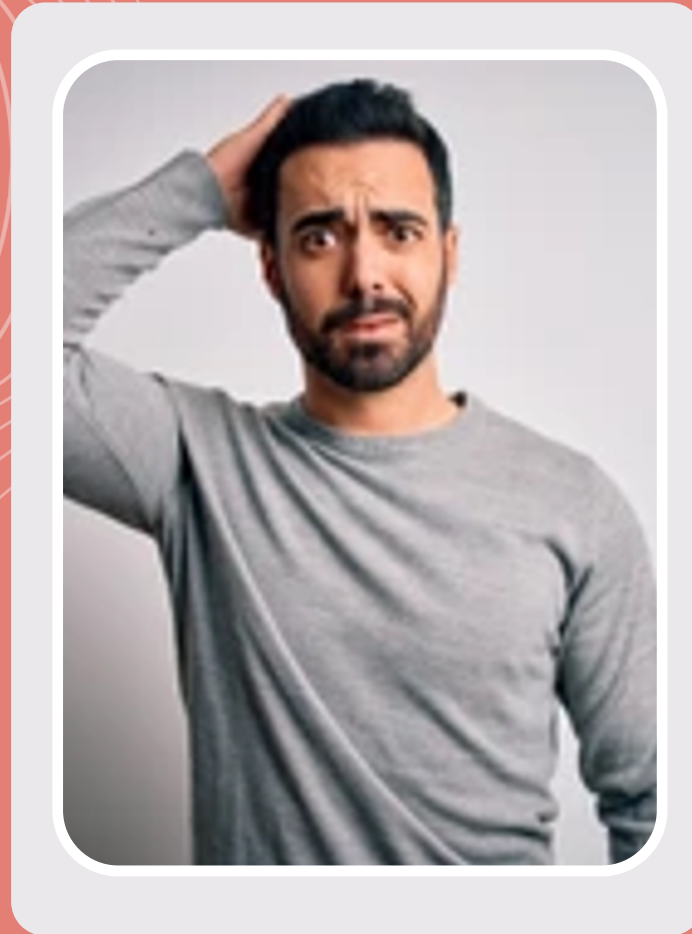




P I P E S



Enroll & let go OR Enroll & GROW?



Hunter



Farmer



Transaction focused

Transformation focused

Let's analyze your business!

With 10 people signed up
You should have 500pv residual volume minimum

With 100 people signed up
You should have 5,000 ov residual volume minimum

With 1,000 people signed up
You should have 50,000 ov residual volume minimum

Customer Evolution

Prospect

Customer

Loyal Customer (LRP)

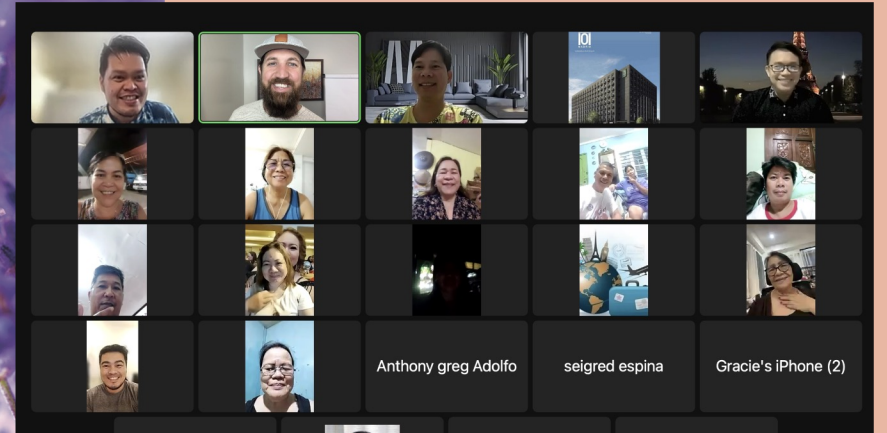
Sharer

Builder

Leader

Diamond Leader

Leader of leaders (organization of diamonds)



Farmer



Requirements:

- Personal LRP order of minimum 100pv



**INR 7,460 -
101pv**

Requirements:

- Personal LRP order of minimum 100pv



INR 11,105 - 151pv

INR 3,000 Bonus

404



Personal Order



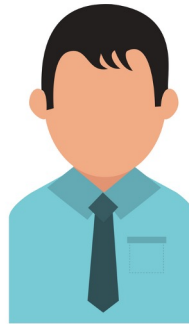
INR 7,460 --- 101pv



Personal Order



INR 7,140 --- 101
PV



Personal Order



INR 7,140 --- 101 PV



Personal Order



INR 7,460 – 101 PV

Requirements:

0

- Personal LRP order of 100pv
- 3 people on your first level with minimum 100pv LRP order
- 600 TV (team volume)

INR 3,000 Bonus

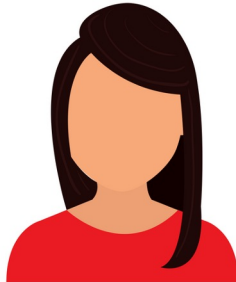
612
TV



PERSONAL ORDER



INR 7,140 – 102 PV



PERSONAL ORDER



INR 7,140 – 102 PV

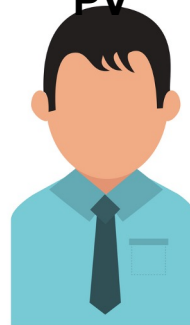


PERSONAL ORDER



INR 7,140 --- 102

PV



PERSONAL ORDER

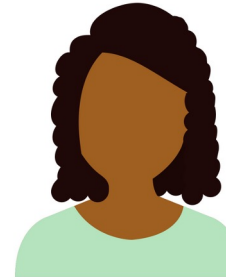


INR 7,140 – 102 PV

Requirements:

0

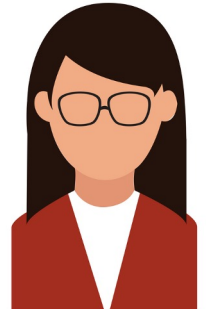
- Personal LRP order of 100pv
- 3 people on your first level with 100pv LRP order
- 600 TV (team volume)



PERSONAL ORDER



INR 7,140 – 102 PV



PERSONAL ORDER



INR 7,140 – 102 PV

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Requirements:

- Personal LRP order of minimum 100pv

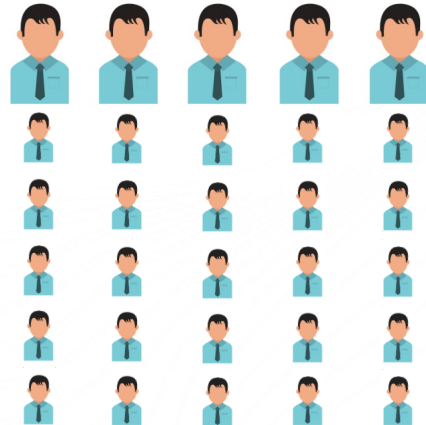


INR 11,105 - 151pv



INR 85,000/mo

155 People 100 PV/month



INR 85,000

Bonus

How does this help your rank?

39 People



Silver Rank



Average Earnings INR 177,000/mo.



+7 

+7 

+7  **RA|INDIA**
Partnership
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Ave Earnings INR 382,000/mo.



+21 

+21 

+21  **FERRA | INDIA**
Leadership
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P I P E S



Imnassenla Vero

Gold and India Founder



LRP & PO3 as retention tools; a personal experience

Imnassenla Vero

Gold

doTerra India Founder

The Vero Family!!!

Kohima, Nagaland



First in India to hit Gold Rank!!

Breakthrough moment!!!



Team work makes the Dream work!!

- Focus on Relationship Building
- Communicate Effectively
- Address Concerns Promptly
- Personalize the Experience



First doTERRA Founders in India



Monitor and Analyze Retention Metrics

- **Track and analyze retention metrics to identify trends, patterns, and areas for improvement. (Backoffice)**
- **This data helps to refine strategies, identify opportunities for growth, and develop targeted retention initiatives.**

Sustainable Growth Through Retention

- **Offer incentives:** Reward members who consistently participate in the LRP programs .
- **Celebrate Achievements:** Acknowledge members who reach key milestones, such a new rank advancement or the top enroller of the month.

Recognitions!!



Recognitions !!

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Celebrating achievements with Team Leaders!!



Encourage collaboration & support

Foster a sense of teamwork and collaboration among PO3 teams.



Encourage collaboration & support

Ran a doterra Wellness Advocate Stall at Hornbill Festival 2022



Leading by example!!

Lead by example by actively participating in the LRP program and achieving PO3 qualifications.

Leading by example!!



Personally sponsored the gift hampers for winners of the Miss Nagaland Beauty Pageant 2022



Provide ongoing support & communication

- **Maintain regular communication with your team members to offer support, guidance and motivation.**
- **Keep them about promotions, incentives and training opportunities related to LRP and PO3**
- **Staying connected and accessible, you strengthen their sense of belonging and commitment to the doterra community.**

THANK YOU!

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