

dōTERRA®

Diamond

Club



# Diamond Club

## WHY DIAMOND CLUB?

Diamond Club is a unique opportunity to ignite your dōTERRA business and grow your team in a concentrated time frame. It allows you to meet new people, form personal relationships, and establish new leaders, while continuing to support and build your existing team. There is a special kind of magic that happens when people feel connected, and that's what Diamond Club is all about: providing opportunities to build a strong team and community, as well as reach advancement goals.

When you work each month at the level required to graduate from Diamond Club, the payoff can be big. Your team, customer base, and relationships will grow because you successfully lit a fire that empowers lasting success.



### Make More Money

72% growth in monthly commissions\*  
33% more than non-participant leaders\*



### Organizational Growth

40% group volume increase\*  
Growth in levels that are felt by participants and uplines

## 2x's

### Double Fast Start

Diamond Club Participants\*  
Earn \$143/monthly average  
77% higher than the average leader\*



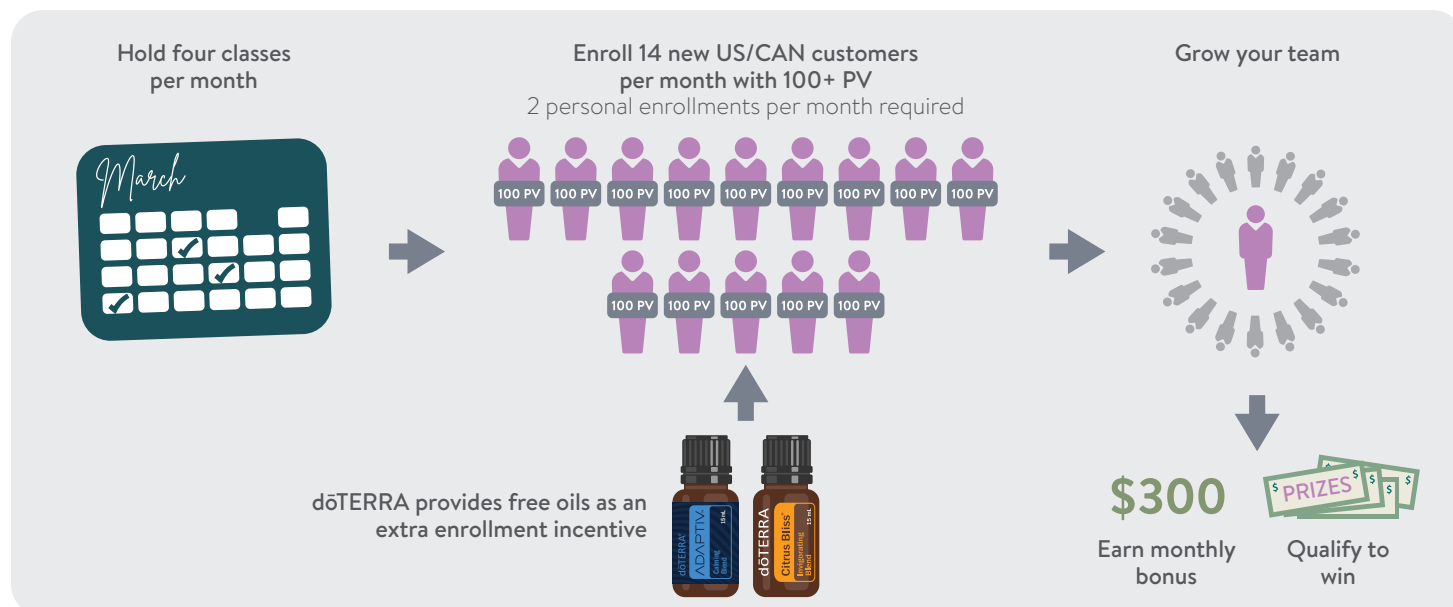
### Make More Money

Participants average 1.4 rank advancements\*  
81% more likely than the average Wellness Advocates\*

## HOW DIAMOND CLUB WORKS

Diamond Club is all about connecting with prospects, teaching classes, and enrolling new customers. The program offers both special enrollment incentives and a monthly bonus, provided collectively by upline Sponsors when participants meet monthly requirements. These benefits allow you to develop new leadership skills and offset the financial investment needed for rapid growth.

## MONTHLY QUALIFICATIONS



\*Results vary. First time earnings are typically less.  
See Opportunity and Earnings Disclosure at [dodoterra.com](https://dodoterra.com) for full details.



# Diamond Club Rewards

Diamond Club is a fun and rewarding competition that includes a monthly bonus and prizes for the top performing graduates. Winning is based on points earned for enrollments, rank advancements, and product sales with LRP orders, as explained in the chart below.



## \$300



### MONTHLY CASH BONUS

Those who meet monthly requirements receive a bonus to use for event costs, rental cars, materials, etc.

*No additional reimbursements are available.*

### CASH PRIZES

**1 Grand Prize: \$15,000**

10 spots: \$10,000

25 spots: \$5,000

50 spots: \$2,500

100 spots: \$1,000

*Based on points earned for standings.\**

### SOURCING TRIP

The top 200 winners earn an exclusive trip to Oregon to see Roman Chamomile, Spearmint, and/or Peppermint farms. The trip includes meeting growers, seeing firsthand how essential oils are made, and getting an intimate look into how your partnership with dōTERRA is changing the world.

Winners also enjoy developing a personal relationship with Emily Wright, one of dōTERRA's Founding Executives, and forming connections with up-and-coming leaders who are just as passionate as you.

*Travel cost is covered by participant. One person per account.\**

## EARNING POINTS

Your standing in Diamond Club is based on how many points you earn for doing key business-building activities. You can check your standing in your personal Diamond Club account portal.

	PARTICIPANT POINTS	CONDITIONS
ENROLLMENTS	4	<b>200+ PV</b> new member's first order
	3	<b>100–199 PV</b> new member's first order
	2	<b>70–99 PV</b> new member's first order
	1	<b>70+ PV</b> new member's first order who is not on your team
LRP ORDERS	4	Points earned for new member's first two consecutive <b>100+ PV LRP orders</b> . Note: orders must process before the last day of the final month to count for points.
	2	Points earned for new member's first two consecutive <b>50+ PV LRP orders</b> . Note: No LRP points can be earned for orders outside of your team.
RANK ADVANCEMENT	50	Achieve the rank of <b>Blue Diamond</b> for the first time.
	50	Achieve the rank of <b>Diamond</b> for the first time.
	25	Achieve the rank of <b>Platinum</b> for the first time.
	25	Achieve the rank of <b>Gold</b> for the first time.

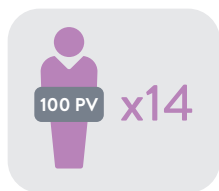
\*Blue Diamonds and above are able to participate in program but cannot compete for the prizes.

# Diamond Club How-To



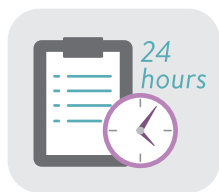
## Hold a minimum of four classes each month

- One can be online
- 2 enrollments per class required to count
- No travel required
- 75% of all monthly enrollments must come from in-person contact



## Achieve 14 team enrollments per month

- Each enrollment needs to place a single 100+ PV order
- 2 of 14 need to be personal
- One-on-one customer enrollments qualify toward your 14 but do not count as a class
- All new members must be in participant's organization and in USA/CAN



## Keep a list of all class attendees

- Enter enrollments within three business days, starting the first business day after the class or the Monday after if the class was held over a weekend



## Enter enrollments

- Ensure qualified enrollees get appropriate incentive(s) by using the promo code



## Hold Lifestyle Overviews

- Engage each enrollee in LRP
- Conduct within their first 14 days

## NEW MEMBER PERKS

As an added bonus for individuals to make their first purchase at a Diamond Club class—and to help the participant reach monthly requirements—dōTERRA offers special product promotions.

100–299 PV  
FIRST ORDER

300+ PV  
FIRST ORDER

Citrus Bliss®

Citrus Bliss® + Adaptiv™



- The product promotions remain the same throughout the season.
- Orders must be processed as a single order. Combined orders do not qualify.
- Each participant is issued a unique promo code to distribute to enrollees in order to receive incentives.
- Additionally, new members who process a 100+ PV LRP order the month following their qualified initial order will receive 25 LRP points. The LRP points will be added around the fifteenth of the month following their LRP order.

## PRO TIPS:

### Essential oils are experiential!

- Create positive product experiences for invitees before they come to a class.
- Pass oils around during classes.
- Offer a few drops of Citrus Bliss® and Adaptiv™ at every class for attendees to experience.

# Ready to Apply?

## QUALIFICATION CHECKLIST

**During the qualification period:**

☐ **Find 1–4 upline Sponsors**

At least one sponsor is required. Reach out to your uplines and ask for support.

☐ **Designate one of your Sponsors as your Mentoring Sponsor.**

This person will help strategize, serve as your accountability partner, and support where they can with class preparation and execution.

☐ **Qualify as a Silver or above at least once during the qualification period**

☐ **Personally enroll 3 new Wellness Advocates and/or Wholesale Customers during the qualification period**

A minimum 100+ PV enrollment order is required per enrollee.

☐ **Must have at least 10 Wellness Advocates with loyalty orders over 100 PV**

“

The momentum and culture that Diamond Club created on our team continues to have a ripple effect. It is a season that carries your business to new levels.

—Dana Moore

”

## REQUEST SPONSORSHIP

Consider utilizing the script below when writing to your potential upline financial Sponsors and requesting support. Be sure to include why you want to do this and what you hope to accomplish. Make an emotional connection so they experience your heartfelt desire to multiply your paychecks.

Dear [upline name],

I am grateful for the role you \_\_\_\_\_ [e.g., played in introducing me to dōTERRA/cheering me on/mentoring me], supporting where I am today. I am ready to take my business to the next level and am reaching out to ask for your support to participate in dōTERRA's Diamond Club.

I need 3-4 sponsors to participate, each contributing \$75–\$100 per month (March–June 2020 only), in an effort to fuel team growth. My direct upline lineup is \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, and you [use correct order].

Diamond Club is a proven tool to accelerate growth, and if I don't meet the requirement of 14 customer enrollments each month, you don't pay. dōTERRA handles all the details once you give them the go-ahead and you get the satisfaction of knowing that you are contributing in this way as well as directly benefit from the growth and momentum.

[Share your top 3-5 goals of why you want to do Diamond Club.]

Simply log into the Diamond Club website and indicate sponsorship.

Thank you so much for your support!



**Sponsors collectively contribute to a \$300 per month bonus**



**FOR EXAMPLE:**

1 Sponsor = \$300/month  
2 Sponsors = \$150/month  
3 Sponsors = \$100/month  
4 Sponsors = \$75/month



**Why four Sponsors vs. one?**

Give multiple uplines the opportunity to be more vested in your success.



The likelihood of a single Sponsor taking on the entire financial responsibility is low. Recruit multiple Sponsors. Consider sharing these details and the success statistics from page 2.

## HOW TO APPLY

Visit the Diamond Club website for more information on application instructions, prizes, tips, and frequently asked questions: [diamondclub.doterra.com/s/apply](https://diamondclub.doterra.com/s/apply)

# Envision Success

The next four months will stretch you to new levels of performance. The best way to set yourself up for success in Diamond Club is to be thorough in your preparation. The first step is to begin with the end in mind.

“Spectacular achievement is always preceded by unspectacular preparation.”

—Robert Schuller

## DETERMINE YOUR WHY & GOALS

Before you start this Diamond Club season, think about what motivates you to build your business. This is your “Why”. Diamond Club requires diligence and hard work to succeed. Your “Why” will carry you through difficult times and help you stay focused on the big picture. Each class, new enrollment, Lifestyle Overview, and training brings you closer to accomplishing what you’ve set out to do.

After determining your “Why,” it’s time to set some goals. What do you want to achieve during Diamond Club?

**1 Why are you participating in Diamond Club?**

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**2 What rank(s) do you intend to achieve upon completing Diamond Club?**

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**3 What accomplishments do you intend to achieve upon completion for you and your builders?**

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**4 Where do you see yourself and your team six months from now? How will your team culture change?**

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**5 What will you do to stay on track when challenges arise?**

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Consider sharing your “Why” and goals with your upline Sponsors and Mentor.

## TO EXPLORE MORE ABOUT YOUR WHY:

[Empowered Success > Sales Guide, pages 2-3](#)

### BUILDING YOUR FUTURE

Capitalize on your momentum! When the Diamond Club season is over, continue finding new customers and builders, holding classes, and building your team. You are leading a movement that will bless countless lives.

### TAKE CARE OF YOURSELF

When you take care of yourself, you have more to give to others. Schedule time for self-care and commit to it like you would any other event.

Keep your energy up by taking dōTERRA Lifelong Vitality Pack® each day. Make yourself a special Diamond Club essential oil blend to apply when needing a boost.

Set attainable goals and celebrate your successes each week.



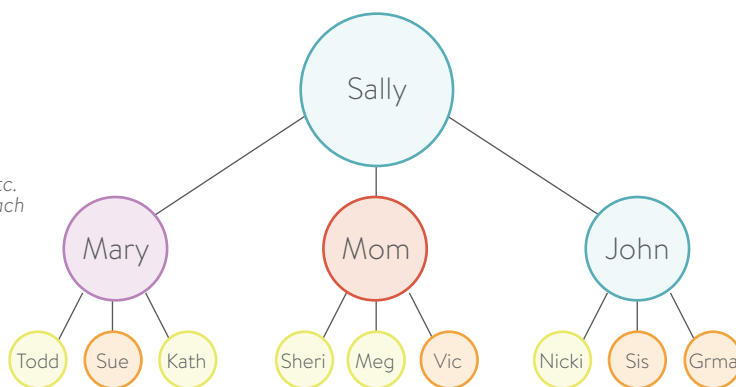
# Identify Your Key Partners

Before the season starts, decide where and with whom it's best to focus your time and effort. Use the exercise below to gather information to help you identify your active builders versus where you need to relaunch or recommit an existing builder—or even recruit a new one to replace a leg that is no longer thriving.

**Identify the level of participation** for each person on your first three levels using the following ranking system. If needed, before you do this exercise, learn more about committed and capable builders in *Launch* pages 14-15 and *Lead* page 13.

1. Committed and Capable\* (Teal)
2. Committed (Purple)
3. Capable (Red)
4. Sharer (Yellow)
5. Customer (Orange)

Use colors, etc.  
to indicate each  
of these five



Along with the discoveries you've made through the exercise above, continue working to identify your key partners for Diamond Club by answering these questions:

1 Who do you see yourself growing with? What specific builders/leaders do you want to partner with?

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2 How can you help these key people be motivated and engaged in building their team?

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3 Within these legs, what key people (builders, sharers, and customers) would host classes?

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With renewed awareness, make a list of the key individuals you've identified. Schedule conversations. Establish interest, expectations, and commitment. Discuss what you want to accomplish, set quantifiable goals, and start planning now. Schedule weekly Strategy Sessions. Invite each builder to utilize the **Success Check-in** and appropriate **Rank Planner**.

Early on, decide to stay true to your highest priority goals. It may be tempting to partner with stronger legs, where enrollments come easy. Diamond Club is about advancing **your** success. Choose the **right** strategic partners.

**Empower your builders to do their part in sharing dōTERRA products as you partner together to achieve your collective and individual goals.**



# Engage Your Team



Creating success through Diamond Club requires collaboration and is largely dependent on your ability to inspire and rally your sharers, builders, and leaders. Before you begin, make sure your team is on board with you.

The support of your team is vital because they help generate interest, host classes, and invite their communities. Your participation in Diamond Club directly benefits their growth, as it allows you to support them and provide incentives for their enrollments. Show them how working together will grow all of your businesses.

In addition to your team, your friends and family will be an important part of your Diamond Club season. When applicable, help your family understand your purpose and, together, create a plan for success, including a fun way to reward and celebrate reaching your goals.

“Many people within my organization have utilized the momentum of Diamond Club to propel their business forward.”  
—Jessica Moultrie”

## PLAN TO SUCCEED

Planning is critical. Start now, and everything will go much smoother for everyone involved. You'll want to have the following things in place right away:



- ☐ Updated 100 Names List, rated to identify top new builder prospects
- ☐ Committed hosts (for at least the first month's four classes)
- ☐ Committed builders who are strategic to the success of your goals, who understand Diamond Club goals and expectations
- ☐ Committed family support and an overall four-month plan
- ☐ Committed upline Sponsors for all four months
- ☐ Calendar at least the first month of classes



# Strategize Success

Work with your upline Mentor to create a customized strategy for you and your team. Stay accountable throughout your Diamond Club season and beyond.

## Set up weekly strategy calls and do the following:

- ☐ Track weekly PIPES activities and Vital Action Steps (use [Success Check-in](#))
- ☐ Fill out [Rank Planner](#) and [Power of 3 Planner](#) monthly
- ☐ Review progress toward overall Diamond Club goals
- ☐ Outline details for monthly goals

“Diamond Club helped me to motivate my long-distance builders because it allowed me to connect with them face-to-face.

—Raphael Gagnon”

## MORE WAYS TO GROW

### Book Classes

Your primary way of growing your team during Diamond Club is to hold classes. They provide amazing opportunities to meet new people, introduce essential oils, and deepen relationships with your team. With your list of committed partners and hosts, ensure each is empowered using the [Class Planner](#). Classes are always more successful when expectations and plans are set ahead of time.

With the monthly Diamond Club requirements to achieve 14 team and 2 personal enrollments, utilize the multiple ways there are to enroll.

### Do One-on-Ones

In addition to classes, choose to hold one-on-ones because all customer enrollments count toward your overall point total! Whether scheduled or impromptu, look for opportunities to enroll new customers. This is a great way to fill in the gaps in your Power of 3 structure and solidify your monthly bonus.

### Get Your Leaders Involved

In addition to your own classes, make sure your leaders are involved in planning and holding classes. Help your key leaders take ownership and initiative during Diamond Club so they can build their own leadership skills.

### Get Out of Town

Consider using your monthly Diamond Club bonus to help pay for travel to committed builders who live outside your area. Plan ahead, stack your schedule, and make the most of your time. Look through your back office to seek potential connections in targeted locations.

- Hold multiple classes
- Hold one-on-ones
- Hold a business training with your builder and any builders in their downline

## STAY PRIORITIZED

### Daily

- Be a product of the product
- Personal development
- Business development

### Weekly

- Event planning with hosts
- Strategy Session
- Team call

### Monthly

- Diamond Club call



## GET PREPARED, STAY PREPARED

Ensure success for yourself and your team. Prepare the things that matter most. Although you may have experienced these steps in the past, choose to fine-tune your planning and expertise so you can pass on successful patterns. Pace yourself and take a few steps at a time. Repeat steps regularly.

### PREPARE

*How you prepare is as important as the actions you take.*

- ☐ **Update/Expand Names List**
  - Use Names List
  - Use **Memory Jogger** or **Grow Your Prospects**
  - Identify top 45 **Success Tracker**
- ☐ **Review **Success Schedule****  
(Lead pg. 7)
- ☐ **Schedule Classes**
  - Your own
  - With builders/hosts
- ☐ **Fill out **Success is Scheduled****

### INVITE

*Ensure successful enrollments by creating positive experiences before inviting.*

- ☐ **With Your Builders/Hosts**
  - Review **Share**
  - Fill out **Share Your Story**  
(Share pg. 5)
- ☐ **Prepare Samples**  
(Share pgs. 4-5)
  - Bring oils to share
  - Get dōTERRA samples
  - Get **Healthy Can Be Simple**
- ☐ **Have a Sampling Plan for You and Your Builders**  
(Share pgs. 3-5; utilize scripts)

### PRESENT

*The best way to teach effective presenters is to be one.*

- ☐ **Presentation Outlines**  
(Launch pg. 10 and Business Overview Lead pg. 11)
- ☐ **Product Intro Class**
  - Master the Message  
(Train pgs. 10-11)
  - Select handouts
- ☐ **Business Intro with **Build****  
(Train pg. 9, Lead pgs. 10-11)
- ☐ **Teach**
  - **Train Builders to Be Presenters**

### ENROLL

*Master each type of enrollment. Maximize the 14-day New Member Follow-up to optimize placements. (Launch pg 13)*

- ☐ **Invite to Join**  
(Launch pgs. 10-11)  
Enroll Successfully
- ☐ **Invite to Host with **Share****
  - Book Classes from Classes  
(Launch pg. 10) (**Train** pg. 12)
  - **Hosting Overview**  
(Launch pg. 13)
- ☐ **Invite to Build with **Build****  
(Launch pgs. 13, 15)  
(Train pg. 9) (Lead pgs. 10-11)
- ☐ **Invite to LRP with **Live****  
(Launch pgs. 12-13)
- ☐ **Placements**  
(Launch pg. 14-15)

### SUPPORT

*Have systems in place for each of these follow-up actions.  
Use existing upline and dōTERRA resources to prevent unnecessary extra work.*

- ☐ **Onboard Customers**  
(Train pgs. 14-15)
- ☐ **Launch Builders**  
(Launch pg. 11) (Train pgs. 14-15)
- ☐ **Recognize Builder Success**
- ☐ **Promote Team and Corp Events**
  - Product and business training  
(Train pg. 12) (Lead pgs. 18-19)
- ☐ **Strategy Sessions**
  - **Success Check-in**

# Empowered Success

The Empowered Success training system is the proven way to build a successful dōTERRA business, providing a step-by-step process. These simple tools help you progress through each level of success and equip you to empower your team so they can experience success as well.

## Leverage online training for your new builders:

### SHARE & INVITE

Create meaningful experiences as you and your hosts share oils and invite attendees to learn more.

“With this program, you will be able to take your business to whatever level of success you envision.”  
—David Stirling

### LAUNCH BUILDERS

Ensure every new builder on your team has a proven pathway for success that propels them to reach Elite.



### PRESENT & ENROLL

Hold powerful classes that lead to successful enrollments.

### PREP FOR CLASSES

Empower each host to share, invite, remind, and hold successful classes.



### FOLLOW UP & RETAIN

Engage new customers in a daily wellness plan and retain them through Loyalty Rewards.

### GROW YOUR TEAM

Present the dōTERRA business opportunity and commit new builders.

“Empowered Success was instrumental during my Diamond Club season. It helped me focus on proven action steps so I could keep one foot in front of the other. Every day we knew exactly what needed to be done. It’s a simplified plan for the win!”

—Claudio Saputo, Diamond Club Winner, Fall 2018

### Master to Multiply

Use additional Empowered Success guides to hone your skills, expand your leadership, and advance in rank.



# Tips for Success

Diamond Club has the capacity to move the needle of your success in ways that you may not yet comprehend, leading to profound influence and residual income in your dōTERRA future. Take this season seriously and make the most of your commitments.

**Be a Product of the Product:** First and foremost, always choose to live the lifestyle you are promoting. Keep creating experiences that you can draw on and share at just the right moments.

**Lead by Example:** People follow actions more than words. If you're putting in the work, your builders will see that and be inspired to rise to the occasion.

**Make It Habit:** Respond to communications within 24 hours and create an environment where people feel like they are supported and cared about.

**Communicate with Your Builders:** You're all in this together! Schedule regular communications and focus on effective actions. Learn about their strengths and help them aim them at their dreams.

**Turn Setbacks into Wins:** It's easy to feel discouraged when a class gets canceled or people don't show. Use the allotted time and hold a spontaneous training with your builder. To prevent disappointing results, adequately teach hosts/builders how to sample and invite and consider scheduling one more class with each.

**Rank Advancing in dōTERRA:** This is a process of evolving and becoming a better version of yourself. Take time daily for personal development. Leadership is a grand process of refinement. Engage in business and skills development on a regular basis as well.

**Express Gratitude:** Always thank your team for the efforts they put in. Gratitude is a powerful way to contagiously lift those around you.

## ASK YOURSELF AND SCHEDULE

Success is not a destination; it's a habit that must be scheduled. Yet sometimes when it comes down to it, even experienced builders may not know exactly how to direct their time. Use these key questions as thought-triggers to better schedule targeted activities.

- Who needs an oil experience?
- Who needs an invite to to an Intro to Oils class?
- Who needs a follow-up to enroll?
- Who needs a Lifestyle Overview?
- Who can I invite to build?
- Who is ready to host?
- Who is ready to launch their business?

## USE RESOURCES

Use your Diamond Club Project Manager for Diamond Club account issues, Diamond Club related questions, and your upline mentor for strategies and encouragement.





# Monthly Class Tracker

Month: \_\_\_\_\_

The Empowered Success training system is the proven way to build a successful dōTERRA business, providing a step-by-step process. These simple tools help you progress through each level of success and equip you to empower your team so they can experience success as well.

## CLASSES

Date	Time	Location	Host	Host Prepped	Review Class Planner	Home+Family Prepped	Travel Planned	Guests Sampled	Volume Goal	Host Thanked	Event Details Submitted
		1.									
		2.									
		3.									
		4.									
		5.									
		6.									
		7.									
		8.									

## ENROLLMENT INFORMATION

Enrollee Name and ID Number	Host Name and ID Number	Enroller Name and ID Number	Enrollment PV	Order Date	Lifestyle Overview	LRP Set-Up
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						
16.						
17.						
18.						
19.						
20.						


# Class Planner

**As the host and presenter,** use this handout together to divide responsibilities and prepare for a successful class. Great planning allows both of you to focus more successfully on your guests and come away changing their lives.


Host: \_\_\_\_\_ Title: \_\_\_\_\_ Presenter: \_\_\_\_\_

Date: \_\_\_\_\_ Location: \_\_\_\_\_

## 1 PREPARATION .....

<input type="checkbox"/> <b>Invite and Confirm Attendees</b>	• Invites are best issued about 1-2 weeks in advance. Typical ratio: 15 invites → 7-10 attendees.	
<input type="checkbox"/> <b>Prepare Attendees</b>	 <ul style="list-style-type: none"> <li>• Share an oil experience if possible</li> <li>• Give a <i>Healthy Can Be Simple</i> booklet</li> </ul>	<ul style="list-style-type: none"> <li>• Ensure a positive product experience prior to inviting</li> <li>• Follow the invitation script in the <i>Share</i> guide</li> </ul>
<input type="checkbox"/> <b>Prepare Room</b>	<ul style="list-style-type: none"> <li>• Use good lighting and well-ventilated area</li> <li>• Only put out a few chairs; bring in more as needed</li> </ul>	• Create a space for the presenter to teach from with a simple product display area
<input type="checkbox"/> <b>Prepare Refreshments (optional)</b>	• Drinking water: add Lemon, Wild Orange, or Tangerine essential oil	<ul style="list-style-type: none"> <li>• Offer oil-infused snacks/treats (for ideas, see dōTERRA's blog)</li> <li>• Serve after class so guests remain</li> </ul>
<input type="checkbox"/> <b>Set Goals</b>	<ul style="list-style-type: none"> <li>• Number of attendees: _____</li> <li>• Number of enrollments: _____</li> </ul>	<ul style="list-style-type: none"> <li>• Number of classes booked: _____</li> <li>• New builder(s) found: _____</li> </ul>

## 2 PRESENTATION .....

<input type="checkbox"/> <b>Define Host's Role</b>	<b>Class 1</b> <ul style="list-style-type: none"> <li>• Welcome/share story</li> <li>• Intro/edify presenter</li> <li>• Share oil experience(s)</li> </ul>	<b>Class 2</b> <ul style="list-style-type: none"> <li>• Welcome/share story</li> <li>• Intro/edify presenter</li> <li>• Share oil experience(s)</li> <li>• Teach part of class</li> </ul>	<b>Class 3</b> <ul style="list-style-type: none"> <li>• Welcome/share story</li> <li>• Teach entire class</li> <li>• Share oil experience(s)</li> </ul>	
<input type="checkbox"/> <b>Define Presenter's Role</b>	<ul style="list-style-type: none"> <li>• Edify/support host</li> <li>• Teach entire class</li> <li>• Share your story</li> </ul>	<ul style="list-style-type: none"> <li>• Edify/support host</li> <li>• Teach part of class</li> <li>• Share your story</li> </ul>	<ul style="list-style-type: none"> <li>• Edify/support host</li> <li>• Share your story</li> </ul>	
<input type="checkbox"/> <b>Gather Teaching Tools</b> Decide who is providing each item	<ul style="list-style-type: none"> <li>• Diffuser</li> <li>• Essential oil reference guides</li> <li>• Pens</li> <li>• <i>Natural Solutions</i> or <i>Essential Oils Made Easy</i> handouts</li> <li>• Oils to pass around</li> <li>• Products to display (e.g. <i>Healthy Habits</i> or <i>Natural Solutions Kit</i> items, any promos, etc.)</li> <li>• <i>Live</i>, <i>Share</i>, and <i>Build</i> guides</li> </ul>	<ul style="list-style-type: none"> <li>• Pre-packaged samples to give away</li> <li>• Host gift</li> <li>• Enrollment incentives (e.g. <i>Wild Orange from Class in a Box</i> or <i>Diamond Club</i> monthly incentive)</li> <li>• Book-a-class incentives (e.g. keychains)</li> <li>• Calendar page to book classes and Lifestyle Overviews</li> </ul>	<b>Optional:</b> <ul style="list-style-type: none"> <li>• Additional class handouts and product info</li> <li>• Product guides</li> <li>• Invites/flyers for next class/event</li> </ul>	
<input type="checkbox"/> <b>Involve Team Members</b>	• Ideal ratio is 1 Wellness Advocate per 3 guests to best support successful class enrollments.			

## 3 NEXT CLASS Invite guests to bring a friend to your next class .....

Host: \_\_\_\_\_ Title: \_\_\_\_\_ Presenter: \_\_\_\_\_

Date: \_\_\_\_\_ Location: \_\_\_\_\_

# Class ATTENDEE LIST

Host Name: \_\_\_\_\_

Host WA #: \_\_\_\_\_

Location: \_\_\_\_\_

Date: \_\_\_\_\_

				MARK AS COMPLETED							
NAME	EMAIL	PHONE	NEW MEMBER #	Reminder Call (48 hours before)	Reminder Text (2 hours before)	Enrolled	Enrollment Incentive(s)	Booked a Class	Booking Incentive	Asked for Referrals	Lifestyle Overview Scheduled
1.											
2.											
3.											
4.											
5.											
6.											
7.											
8.											
9.											
10.											
11.											
12.											
13.											
14.											
15.											
16.											
17.											
18.											
19.											
20.											

## Supporting Wellness Advocates to Attend:

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

## Tips:

- Reminder calls/texts drastically increase attendance rates
- Keep class size such that you can truly serve each attendee
- Ideal ratio is 1 Wellness Advocate per 3 guests to best support successful class enrollments

Diamond Club is a  
life-changing *opportunity* and a  
*catalyst* for immense *growth* in  
your dōTERRA business.

—Bailey King

