Maximize A WEEKEND

Successfully planning a weekend allows you to maximize time, energy, and travel costs. Conducting multiple classes in a short period of time with your builders gives concentrated exposure to overall processes, provides training, and sets them up for a more prepared future.

Below is a sample weekend schedule. Use it for ideas along with the Daily Planner on next page. Consider how you can amplify moments such as making the most of in-between times to train, connect with new builder prospects, or have a special team potluck.

EXAMPLE

DAY 1 THURSDAY
If travel is required, aim to arrive early afternoon

3:00pm APPOINTMENTS
- Strategy Session(s)
- Lifestyle Overviews
- One-on-Ones

5:00pm DINNER

6:30pm SET UP + GREETINGS

7:00pm INTRO CLASS

DAY 2 FRIDAY

10:00am INTRO CLASS

1:00pm LUNCH

2:00pm BUSINESS TRAINING (e.g. Launch Overview)

5:00pm DINNER (team potluck)

6:30pm SET UP + GREET

7:00pm INTRO CLASS

DAY 3 SATURDAY

10:00am INTRO CLASS

1:00pm LUNCH + PLANNING SESSION
Make a plan for the next month’s classes and training. Assist leader to plan key follow-up and next vital actions.

POWER TIP:
By setting aside concentrated time for multiple classes, you and your host/builder can make the most of your preparations, only needing to set up chairs, product display, etc. one time as well as making arrangements for family meal prep, childcare, and house cleaning. This is a great way to accelerate a builder’s launch.

“A few days of concentrated classes can make an Elite in a weekend! It’s how I built my out-of-town teams over and over again.”

-Laura Jacobs
### TODAY’S INTENTION:

- **WHO’S DOING WHAT?**

#### PRODUCT INTRO CLASS
(45 mins. + 20-30 mins. for enrollments)

- *Intro & Edify: ____________________*
- *Beginning: ____________________*
- *Share oil experience: ____________________*
- *Middle: ____________________*
- *Close: ____________________*

#### BUSINESS INTRO (20 mins.)

- *Intro: ____________________*
- *Build guide: ____________________*

### WHO ARE WE DOING IT WITH?

- **(30 mins. individual or 60 mins. group)**

#### ONE-ON-ONE(S):

- ____________________
- ____________________
- ____________________

#### LIFESTYLE OVERVIEW(S):

- ____________________
- ____________________
- ____________________

#### STRATEGY SESSION(S):

- ____________________
- ____________________
- ____________________

#### BUSINESS OVERVIEW(S):

- ____________________
- ____________________
- ____________________

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