

Monthly Training Guide

2-3 HOUR PLAN
2-3 HOURS LIVE
OR 1-1/2 HOUR
ONLINE FORMAT

Provide continuing education/product training and business training for your customers and builders live or online. Develop leadership and presenting skills as you involve your builders in planning and participating in your team trainings. Delegate as much of the training as possible in order to develop presenting and leadership skills in your builders. Collaborate with crossline leaders when possible.

WELCOME 5-10 MIN.

- Welcome attendees, introduce agenda, and promote each presenter (*as you transition through agenda*).
- Door prize tickets given at the door to those arriving on time (*optional*).

PRODUCT TRAINING 30-60 MIN.

- Tailor the topics to meet the specific needs in your area and/or current product promotions. *Choose from these possible monthly themes:*

Jan. Cleansing or Weight Loss

Feb. Emotions, Love, Intimacy or Relationships

Mar. Leadership Retreat (Omit or Topic of Choice)

Apr. Spring Cleaning for our Bodies and/or Homes

May Pregnancy, Childbirth, or Hormone Health

Jun. Gardening, Skin Care, or Men's Health

Jul. Summer Fun, Cooking, or Exercise

Aug. Back to School/Emergency Preparation

Sep. Lifelong Vitality/Immunity

Oct. Convention (Omit or New Product Recap)

Nov. Give Gratitude with an AromaTouch® Technique or Holiday Gifts

Dec. Stay Well through the Holidays, The Gift of Frankincense, or Mood Management

Product Testimonial(s): Invite one or more testimonials relevant to theme or product focus.

BREAK 10-15 MIN.

- Videos/Q&A
- Refreshments (*optional*)—Ideas at: doterra.com/US/en/blog/recipes
- Make-n-Take (*optional*)—bath salts, hand sanitizer, air freshener or Live Guide recipes
More detail at: doterra.com/US/en/blog/diy

BUSINESS TRAINING 30-60 MIN.

- *Why dōTERRA, Why Now:* Build Guide and/or company updates (5-10 min)
- Success Simplified overview
- Application Activity—*Role Play:* Example in front or “Now, turn to your neighbor and practice/share what was just learned.”
- Compensation plan focus (5-10 min)
- PIPES focus

RECOGNITION 10-20 MIN.

Have team members stand to be recognized for their advancement and accomplishments:

- Rank Advancement this month
- Power of 3 Advancement
- Enrolled someone this month
- Top Enroller last month
- Special Accomplishments (*incentives, volume, etc.*)
- Success Testimonial(s)

CALL TO ACTION 5-15 MIN.

- Issue a call to action or a challenge
- *Optional:* Drawing for door prize giveaway (*i.e. products or support tools*)
- Promote upcoming trainings and events
- *Optional:* Some choose to offer key resources for purchase to assist builders

To Bring:

- Raffle tickets and giveaways
- Name tags and markers
- Pens and handouts

Options to Buy:

- Oil Reference Guides
- Emotions and Essential Oils
- Empowered Success Tools