

Restore Commitment

Your builders may face difficulties or discouragement on their path to reaching their goals in dōTERRA. Consider why they aren't succeeding and work with them to find a solution. Sometimes they've forgotten the reason they initially began their dōTERRA journey. If your builders face a "why" crisis or lack clarity on how to move forward, offer a time to connect and revisit their commitment to reaching their goals.

3 REASONS PEOPLE DON'T SUCCEED

Don't know what to do/how to do it

SOLUTION: TRAIN

- Empowered Success training and tools
- Connect to team training
- Give them a clear track to run on with a 30-60-90 day plan

Overwhelmed/need to prioritize

SOLUTION: SIMPLIFY

- Assess priorities and set small goals (daily, weekly, monthly)
- Identify money-making activities
- Help focus their time
- Measure results together

Lack commitment and/or desire

SOLUTION: COMMIT

- Create an environment that encourages self-selection
- Revisit why they got started
(See page 2 to understand The Why Progression)



COMMITMENT REHABILITATION WHEN BUILDERS WANT TO QUIT

Use the following questions to determine if they are still interested in building. If the interest is no longer there, let them go with love but keep in touch because they may change their mind down the road.

- 1 Ask: *"So, tell me why you got started with dōTERRA?"*
 - Listen empathetically to their response (*"I need more money," "I want to be at home with my kids," "I want to change the world," etc.* Talking about WHY they started often reconnects them to their original desire and can reignite the power of their vision of a better future.
- 2 Next, ask: *"Those are great reasons. So, did you figure it out?"*
 - You are asking if they found another solution and solved their problems (usually, the answer no)
- 3 Then say: *"Ok, do you have any other options to solve _____ (their problem)?"*
- 4 *"If you could be successful in dōTERRA, and accomplish _____ (their goal, e.g. to be a stay-at-home mom, leave the job you hate, etc.) would you still love for that to happen?"*
- 5 *"Do you see other people who are successful in dōTERRA?"*
 - The obvious answer to this question is yes, there are many people who are successful in dōTERRA.
- 6 *"If I was able to help you solve _____ and be successful in dōTERRA, would you be onboard and committed to your plan?"*

The goal of this framework is to help them through their blocks and to the point where they say, *"I can do this!"* and have hope again.