

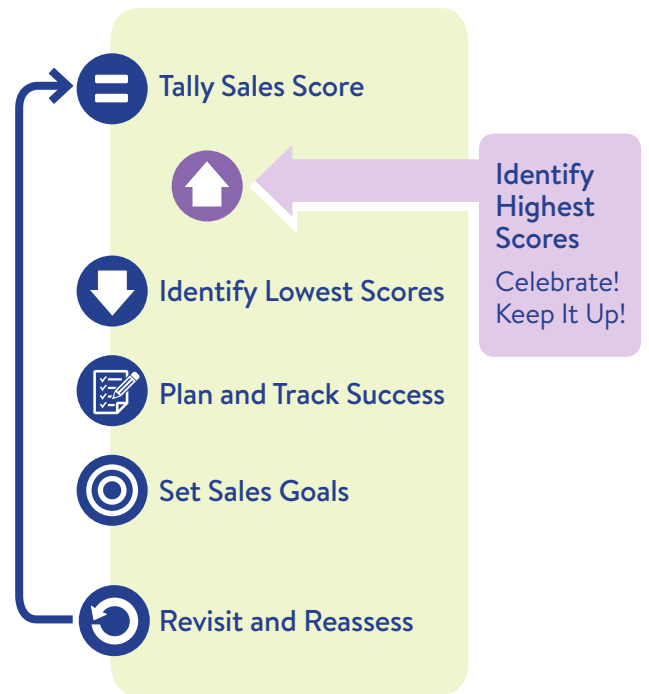
Unlock Your Potential

Throughout this guide, you have learned principles that will help you unlock your potential as a dōTERRA Wellness Advocate. You know that selling the dōTERRA® way means serving others and building relationships. After clarifying why you are selling dōTERRA® products and letting go of misconceptions, you have embraced your identity as a salesperson. You have learned essential skills, identified the fundamentals of success—mindset, skillset, and toolset—and studied the dōTERRA Sales Cycle. Continue applying these sales principles and honing your skills so you can achieve your goals.

TALLY YOUR SALES SCORE

Transfer your scores from the previous pages and tally them in the first column to create a comprehensive review of your current Sales Score. This Sales Score makes your progress quantifiable and allows you to easily identify your strongest and weakest areas.

SALES SCORE	Today's Date	Revisit Quarterly:		
		Date	Date	Date
Top Selling Skills (pg. 9)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Connect (pg. 12)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Invite (pg. 13)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Introduce (pg. 14)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Educate (pg. 15)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Close (pg. 16)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Enroll (pg. 17)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Answer Objections (pg. 18)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gather Referrals (pg. 20)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Follow Up (pg. 21)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TOTAL YOUR SALES SCORE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



COACH YOUR TEAM

This guide is a great tool for coaching your team and developing their sales ability. Encourage your team members to fill out the guide and record their scores. As you coach them, start by asking what their current Sales Score is and help them improve in the areas where they need help.