

Success IS SCHEDULED

The surest way to create results is consistent business-building, income-generating activities. Their impact is compounded over time, breeding greater and greater success.

At earlier ranks, whenever possible, plug into what your upline is providing by way of weekly classes, continuing education, and team calls. Don't make business management a higher priority than team growth. Spend at least 80% of your time on the income-generating activities of inviting, presenting, and enrolling. Make scheduling your own presentations and those of your immediate builders with whom you are building your top focus. Have a weekly Strategy Session with your upline mentor. You then do the same for your builders, and so on.

As your rank increases, typically around Gold or Platinum, begin to take more responsibility for team-related activities. By the time you are a Diamond, you will lead all seven activities for your team.

“
What's the surest way to success? It's being unyieldingly consistent with the core business-building activities.
”
- Allyse Sedivy

7 CRUCIAL WEEKLY ACTIVITIES FOR SUCCESS

- 1 Intro to Oils Class and 1:1s** (1 hour)
 - Use the *Natural Solutions* class handout or *Essential Oils Made Easy* + order form.
- 2 Basic Business Intro** (20 minutes)
 - Hold after each Product Intro Class; refer to page 6 in the *Natural Solutions* and *Build* guides
- 3 Lifestyle Overviews** (40-60 minutes)
 - Use *Live* guide
 - Educate new enrollee on LRP
 - Invite to Continuing Education classes
 - Consider holding group overviews to serve more people at once
- 4 Continuing Ed** (2 hours)

Help your customers fall in love with the products they will want to use every day

 - 1st 60 mins: Product/lifestyle training (e.g. 8 week topic rotation)
 - 2nd 60 mins: Builder training (e.g. 4 week topic rotation)
- 5 Team Call** (30 minutes)
 - Product share/testimonial
 - Business training
 - Recognition
 - Reminders/update
- 6 Strategy Sessions** (30 minutes each)

Use *Success Check-In* as outline

 - Step 1: Connect
 - Step 2: Review last week's actions
 - Step 3: Set up plan for coming week
 - Step 4: Calendar action items
 - Step 5: Mention important reminders
- 7 Contact and Follow Up** (4 hours)
 - Prospect and recruiting conversations
 - Cluster calls close together in one block of time (helps them not go too long)
 - Make different times available to accommodate different schedules

Prep Time

- Answer questions (2 hours)
- Travel (2 hours)
- Prep and set up (1 hour)

Monthly/Quarterly/Annual Events

- Special events (e.g. Incentive Trip, Leadership Retreat, regional trainings, annual Global Convention, team or other events/trainings)
- Inviting to events

TIP: Be consistent about the time and location of your classes to increase attendance, results, and downline duplication.

Weekly SCHEDULE EXAMPLE

Fill in each of the seven critical activities in your weekly schedule. Notice there is a time frame attached to each one. Add the appropriate travel time to your destinations as well as prep time for classes.

As you commit to your Weekly Schedule, notice all the white space and how your business activities can easily fit in between other priorities (family, other job, etc.). Commit to building seriously, and your results will become serious. Making and keeping this schedule each week for 12 months is the surest way to move your business forward. Consistency and effectiveness are your keys to Diamond-level results.

Time/ Period	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
8am							
9am							
10am	Team Call	1:1			Contact/ Follow-up	1:1	
11am	Strategy Sessions w/ Builders	Contact/ Follow-up		Strategy Session w/ Upline			
12 noon					Lifestyle Overviews		
1pm			Lifestyle Overviews	1:1			
2pm							
3pm							
4pm							
5pm							
6pm							
7pm		Intro to Oils Class		Continuing Education			
8pm		Basic Business Intro					

Weekly SCHEDULE

"How you prepare for what you do is as important, if not more so, than the actions you take."

- Laura Jacobs

Time/ Period	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
8am							
9am							
10am							
11am							
12 noon							
1pm							
2pm							
3pm							
4pm							
5pm							
6pm							
7pm							
8pm							

SCHEDULE THESE ACTIVITIES IN YOUR WEEK:

- Intro to Oils Class and 1:1s (1 hour)
- Basic Business Intro (20 minutes)
- Lifestyle Overviews (30-45 minutes each)
- Continuing Ed (2 hours)
- Team Call (30 minutes)
- Strategy Sessions (30-60 minutes each)
- Contact and Follow Up (4 hours)
- Prep Time
 - Answering questions (2 hours)
 - Travel (approx. 2 hours)
 - Prep and set up (1 hour)