

# Tips To Build Confidently

There are many Placements tools to support you in your business!



## Sponsor Changes

Aligning your team members with the right people will help build community and ensure new members can receive additional levels of support. Meeting with your newly enrolled team members and understanding their goals can help guide your decisions of where to place them in your organization

## Enroller Changes

Unfortunately, there is no crystal ball to know who will engage in the business and who will not, Enroller changes allow you to adapt to unexpected life changes that may occur within your team. Enrollership is critical to Fast Start, Rank, and Extra Share Bonuses.

## Upgrade Sponsor Change

As your Wholesale Customer upgrades to a Wellness Advocate, they may need a different type of support. In these cases, it can be helpful to do a sponsor change.

## Account Transfer

Having the right people in the right positions is important to the stability of your business. If someone on your team were to step back and give up their position, an Account Transfer can help put another person into that position that is excited to help and support the team.

## Swap

There are times where, similar to an Account Transfer, a leader may want to step back but maintain a certain level of engagement. In these cases, a Swap might be the right answer. A Swap is where the direct upline (the sponsor) and a downline member trade positions. This allows the upline to take on lighter responsibility within the team and for their downline member to support the team as a whole.

## Processing Reactivation

Building your business is not just about bringing new people into your team, it's also about reigniting interest and excitement among former customers. Our new MetaPWR product launch is a great opportunity to do that.

## Exception Application

Sometimes you face unique situations in your business that may require a Placements change that falls outside of the normal Placements policies. In these cases, the Exceptions process may be able to help. We encourage you to consult the Placements team, the Business Advancement team, or your Account Manager (Silvers or above) to discuss the request and see if it might be a good candidate for this process.

Did you know you can chat with a Placements Specialist directly? (M~F 9AM-4PM MST) Scan the QR to access the Placements Chat or find additional resources to help you with all your Placements needs! (or visit [doterra.com/placements](https://doterra.com/placements))

Don't forget, your upline, our Business Advancement Team, and your Account Manager are also great resources to help you with any Placements questions.



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