

dōTERRA®

*Diamond*

Club



# Diamond Clubs

## WHY DIAMOND CLUB?

Diamond Club is a unique opportunity to ignite your dōTERRA business and grow your team in a concentrated time frame. It allows you to meet new people, form personal relationships and establish new leaders, while continuing to support and build your existing team. There is a special kind of magic that happens when people feel connected and that's what Diamond Club is all about: providing opportunities to build a strong team and community, as well as reach advancement goals.

When you work each month at the level required to graduate from Diamond Club, the payoff can be big. Your team, customer base and relationships will grow because you have successfully ignited a fire that empowers lasting success.



### Make More Money

72% growth in monthly commissions\*  
33% more than non-participant leaders\*



### Organisational Growth

40% group volume increase\*  
Growth in levels that are felt by participants and uplines

# 2x's

### Double Fast Start

Diamond Club participants\*  
Earn 77% more than the average leader\*



### Make More Money

Participants average 1.4 rank advancements\*  
81% more likely than the average Wellness Advocates\*

## HOW DIAMOND CLUB WORKS

Diamond Club is all about connecting with prospects, teaching classes and enrolling new customers. The program provides both special enrolment incentives and a monthly bonus, collectively funded by upline Sponsors, when participants meet the monthly requirements. These benefits allow you to develop new leadership skills and offset the financial investment needed for rapid growth.

## MONTHLY QUALIFICATIONS



\*Results vary. First time earnings are typically less. See Opportunity and Earnings Disclosure at doterra.com for full details.

# Diamond Club Rewards

Diamond Club is a fun and rewarding competition that includes a monthly bonus and prizes for the top performing graduates. Winning is based on points earned for enrolments, rank advancements and product sales with LRP orders, as explained in the chart below.

## R5000



### MONTHLY CASH BONUS

Those who meet monthly requirements receive a bonus to use for event costs, rental cars, materials, etc.

### CASH PRIZES

1st Place: R20,000 + 300 Product Points  
 2nd Place: R9,000 + 200 Product Points  
 3rd Place: R6,000 + 100 Product Points

## POINTS FOR ENROLER

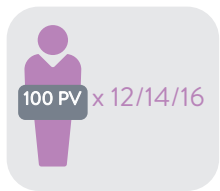
Your standing in Diamond Club is based on how many points you earn for doing key business-building activities. You can check your standing in your personal Diamond Club account portal.

	PARTICIPANT POINTS	CONDITIONS
ENROLLMENTS		Points earned for personal enrolments
	2	<b>100-199 PV</b> new team member's first order
	5	<b>200+ PV</b> new team member's first order
LRP ORDERS	1	<b>100 PV</b> new crossline team member's first order (outside your team)
	3	Points earned for new member's first two months of <b>100+ PV LRP orders</b> . Note: No points for crossline LRP's
RANK ADVANCEMENT	5	Points earned for new member's first two months of <b>200+ PV LRP orders</b> . Note: No points for crossline LRP's
	30	New rank of <b>Diamond</b>
	30	New rank of <b>Platinum</b>
	30	New rank of <b>Gold</b>
	30	New rank of <b>Silver</b>

# Diamond Club How-To



Hold 4 classes per month,  
2 classes must be in-person  
classes



## Achieve 14/16 new customer team enrolments per month (12 in the first month)

- Each enrolment needs to be a single 100+ PV order to qualify.
- 2 of the enrolments must be personal enrolments each month.
- One-on-one customer enrolments qualify toward your required enrollments.
- All new members must be in the participant's organisation and ZA or SADC region.



## Keep a list of all class attendees

- Log in at [Diamondclub.doterra.com](http://Diamondclub.doterra.com) with your doTERRA account, then go to the "Event" tab to create and manage events.
- Record attendee names on the event roster within 4 days, using the email you'll use for new member enrolment.



## Enter enrolments

- Access the Diamond Club enrolment portal under the "Event" tab and input your doTERRA member ID.
- Enrol new members following the usual process and enrolees will earn rewards based on the PV amount of their enrolment order.



## Hold Wellness Consults

- Engage each enrolee in LRP.
- Conduct within their first 14 days.

## NEW MEMBER PERKS

As an added bonus for individuals to make their first purchase at a Diamond Club class—and to help the participant reach monthly requirements—doTERRA offers special product promotions.

100-199 PV  
FIRST ORDER

200+ PV  
FIRST ORDER



- The product promotions remain the same throughout the season.
- **100-199 PV** enrolment order will receive a FREE 10 ml On Guard Touch
- **200+ PV** enrolment order will receive a FREE 10 ml On Guard Touch + 15 ml Adaptiv
- *\*Orders must be processed as a single order. Combined orders do not qualify.*
- Visit [Diamondclub.doterra.com](http://Diamondclub.doterra.com). Under the "Event" tab, locate the link to the Diamond Club enrolment portal and proceed to enrol the new member in order for the enrolee to receive incentives.
- Additionally, new members who process a 100+ PV LRP order in the first 2 months following their qualified initial order will receive 20 LRP points. The LRP points will be added around the 15<sup>th</sup> of the month following their LRP order.

## PRO TIPS:

Essential oils are experiential!

- Create positive product experiences for invitees before they come to a class.
- Pass oils around during classes. Offer a few drops of incentive oils at every class for attendees to experience.

# Ready to Apply?

## QUALIFICATION CHECKLIST

During the qualification period:

Find 1–4 upline Sponsors.

At least 1 sponsor is required. Reach out to your uplines and ask for support.

Qualify as a Premier - Platinum during the qualification month or Elite that attended Leadership Retreat

Personally enrol 2 new Wellness Advocates and/or Wholesale Customers during the qualification month.

A minimum 100+ PV enrolment order is required per enrollee.

“

The momentum and culture that Diamond Club created on our team continues to have a ripple effect. It is a season that carries your business to new levels.

—Dana Moore

”



In a 60% / 40% partnership with dōTERRA, Sponsors collectively contribute to a R5,000 per month bonus:

FOR EXAMPLE:

1 Sponsors = R3,000 a month

2 Sponsors = R1,500 a month

3 Sponsors = R1,000 a month

4 Sponsors = R750 a month

Why 1–4 Sponsors?

- Gives multiple uplines the opportunity to be more vested in your success.
- Recruit your Sponsors. Consider sharing these details and the success statistics from page 2.



## HOW TO APPLY

Visit the Diamond Club website for more information on application instructions, prizes, tips and frequently asked questions: <http://diamondclub.dotrrra.com>

# Envision Success

Your months in Diamond Club will stretch you to new levels of performance. The best way to set yourself up for success is to be thorough in your preparation. The first step is to begin with the end in mind.

“Spectacular achievement is always preceded by unspectacular preparation.”  
—Robert Schuller”

## DETERMINE YOUR WHY & GOALS

Before you start the upcoming Diamond Club season, think about what motivates you to build your business. This is your “Why”. Diamond Club requires diligence and hard work to succeed. Your “Why” will carry you through difficult times and help you stay focused on the big picture. Each class, new enrolment, Wellness Consult and training brings you closer to accomplishing what you’ve set out to do.

After determining your “Why,” it’s time to set some goals. What do you want to achieve during Diamond Club?

1 Why are you participating in Diamond Club?

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2 What rank(s) do you intend to achieve upon completion of Diamond Club?

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3 What accomplishments do you intend to achieve upon completion for you and your builders?

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4 Where do you see yourself and your team six months from now? How will your team culture evolve?

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5 What will you do to stay on track when challenges arise?

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Consider sharing your “Why” and goals with your upline Sponsor.

**BUILDING YOUR FUTURE**  
Capitalise on your momentum! When the Diamond Club season is over, continue finding new customers and builders, holding classes and building your team. You are leading a movement that will bless countless lives.

## TAKE CARE OF YOURSELF

When you take care of yourself, you have more to give to others. Schedule your self-care and commit to it like you would any other important event.

Keep your energy up by taking dōTERRA Lifelong Vitality Pack® each day. Make yourself a special Diamond Club essential oil blend to apply when needing a boost.

Set attainable goals and celebrate your successes each week.



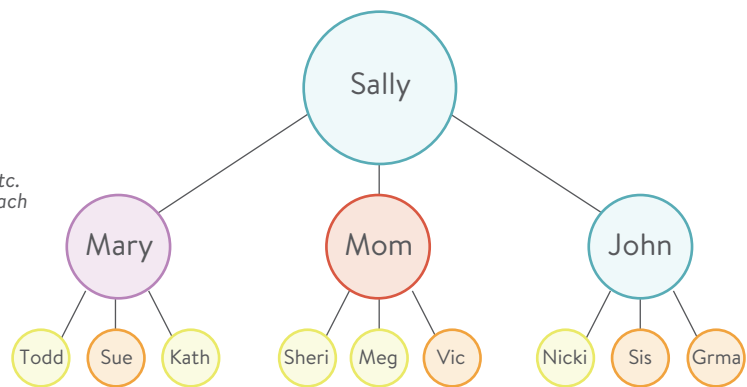
# Identify Your Key Partners

Before the season starts, decide where and with whom to best focus your time and effort. Use the exercise below to help you distinguish your active builders from those areas where you need to relaunch or recommit to an existing builder, recruit a new one or even replace a leg that is no longer thriving.

Before you do this exercise, **identify the level of participation** for each person on your first three levels, using the following ranking system if needed.

1. Committed and Capable\* (Teal)
2. Committed (Purple)
3. Capable (Red)
4. Sharer (Yellow)
5. Customer (Orange)

*Use colors, etc.  
to indicate each  
of these five*



Along with the discoveries you've made through the exercise above, continue working to identify your key partners for Diamond Club by answering these questions:

1 Who do you see yourself growing with? What specific builders/leaders do you want to partner with?

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2 How can you help these key people be motivated and engaged in building their team?

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3 Within these legs, what key people (builders, sharers, and customers) would host classes?

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With renewed awareness, make a list of the key individuals you've identified. Schedule conversations to establish their interest, expectations, and level of commitment. Discuss what you want to accomplish, set quantifiable goals and start planning now. Schedule weekly Strategy Sessions. Invite each builder to utilize the **Success Check-In** and appropriate **Rank Planner**.

Early on, decide to stay true to your highest priority goals. It may be tempting to partner with stronger legs, where enrollments come easy. Diamond Club is about advancing your success. Choose the right strategic partners. **Empower your builders to do their part in sharing dōTERRA products as you partner together to achieve your collective and individual goals.**

# Engage Your Team



Creating success through Diamond Club requires collaboration and is largely dependent on your ability to inspire and rally your sharers, builders and leaders. Before you begin, make sure your team is on board with you.

The support of your team is vital as they help generate interest, host classes and invite their communities. Your participation in Diamond Club directly benefits their growth, as it allows you to support them and provide incentives for their enrolments. Show them how working together will grow all of your businesses.

In addition to your team, your friends and family will be an important part of your Diamond Club season. When applicable, help your family understand your purpose and, together, create a plan for success, including a fun way to reward and celebrate reaching your goals.

## PLAN TO SUCCEED

Planning is critical. Start now, and everything will go much smoother for everyone involved. You'll want to have the following things in place prior to beginning Diamond Club:

- Update your Names List; rate it to identify top new builder prospects.
- Schedule at least the first month of classes.
- Commit hosts (for at least the first month's classes).
- Commit builders who are strategic to the success of your goals; help them understand your Diamond Club goals and expectations, and set their own.
- Commit your family to support you and have an overall program length plan.
- Schedule regular Strategy Sessions with both your upline Mentoring Sponsor and your downline building partners.



“ Many people within my organization have utilized the momentum of Diamond Club to propel their business forward. —Jessica Moultrie ”



# Strategize Success

Work with your upline Sponsor to create a customised strategy for you and your team. Stay accountable throughout your Diamond Club season and beyond.

Set up weekly strategy calls and do the following:

- Track weekly PIPES activities and goals (use [Success Check in](#)).
- Fill out [Rank Planner](#) and [Power of 3 Planner](#) monthly.
- Review progress toward overall Diamond Club goals.
- Outline details for monthly goals.

## STAY PRIORITISED

### Daily

- Be a product of the product
- Personal/Skills development
- Business-building activities

### Weekly

- Event planning with hosts
- Strategy Sessions
- Team call

### Monthly

- Diamond Club call

“

Diamond Club helped me to motivate my long-distance builders because it allowed me to connect with them face-to-face.

—Raphael Gagnon

## MORE WAYS TO GROW

### Book Classes

Your primary way of growing your team during Diamond Club is to hold classes. They provide amazing opportunities to meet new people, introduce essential oils, and deepen relationships with your team. With your list of committed partners and hosts, ensure each is empowered using the [Class Planner](#). Classes are always more successful when expectations and plans are set ahead of time.

”

With the monthly Diamond Club requirements to achieve the required team and personal enrollments, utilize the multiple ways there are to enrol.



### Hold One-on-Ones

In addition to classes, choose to hold one-on-ones because all enrollments count toward your overall point total! Whether scheduled or impromptu, look for opportunities to enrol new customers. This is a great way to fill in the gaps in your Power of 3 structure and solidify your monthly bonus.

### Get Your Leaders Involved

In addition to your own classes, make sure your leaders and builders are involved in planning and holding classes. Help your key builders take ownership and initiative during Diamond Club so they can build their own leadership skills.

### Get Out of Town

As circumstances allow, consider using your monthly Diamond Club bonus to help pay for travel to committed builders who live outside your area. Plan ahead, stack your schedule, and make the most of your time. Look through your back office for potential connections in targeted locations.

- Hold multiple classes.
- Hold one-on-ones.
- Hold business training with your builder and any builders in their downline.

#### Basic Needs of Success:

- Know what to do
- Have the tools to do it

Use [Maximize a Weekend](#) to optimize planning and preparation.

# Empowered Success

The Empowered Success training system is the proven way to build a successful dōTERRA business, providing a step-by-step process. These simple tools help you progress through each level of success and equip you to empower your team so they can experience success as well.

## Leverage online training for your new builders:

“ With this program, you will be able to take your business to whatever level of success you envision. —David Stirling ”

### SHARE & INVITE

Create meaningful experiences as you and your hosts share oils and invite attendees to learn more.



### LAUNCH BUILDERS

Ensure every new builder on your team has a proven pathway for success that propels them to reach Elite.



Success Cycle

### PRESENT & ENROL

Hold powerful classes that lead to successful enrollments.



### PREP FOR CLASSES

Empower each host to share, invite, remind, and hold successful classes.



### FOLLOW UP & RETAIN

Engage new customers in a daily wellness plan and retain them through Loyalty Rewards.



### GROW YOUR TEAM

Present the dōTERRA business opportunity and commit new builders.



“ Empowered Success was instrumental during my Diamond Club season. It helped me focus on proven action steps so I could keep one foot in front of the other. Every day we knew exactly what needed to be done. It’s a simplified plan for the win! —Claudio Saputo, Diamond Club Winner, Fall 2018 ”

### Master to Multiply

Use additional Empowered Success guides to hone your skills, expand your leadership, and advance in rank.



# Tips for Success

Diamond Club has the capacity to move the needle of your success in ways you may not yet comprehend, leading to profound influence and recurring income in your dōTERRA future. Take this season seriously and make the most of your commitments.

**Be a Product of the Product:** First and foremost, always choose to live the lifestyle you are promoting. Keep creating experiences that you can draw on and share at just the right moments.

**Lead by Example:** People follow actions more than words. If you're putting in the work, your builders will see that and be inspired to rise to the occasion.

**Make It Habit:** Respond to communications within 24 hours and create an environment where people feel like they are supported and cared about.

**Communicate with Your Builders:** You're all in this together! Schedule regular communications and focus on effective actions. Learn about their strengths and help them aim at their dreams.

**Turn Setbacks into Wins:** It's easy to feel discouraged when a class gets cancelled or people don't show. Use the allotted time and hold a spontaneous training with your builder. To prevent disappointing results, adequately teach hosts/builders how to sample and invite and consider scheduling one more class with each.

**Rank Advancing in dōTERRA:** This is a process of evolving and becoming a better version of yourself. Take time daily for personal development. Leadership is a grand process of refinement. Engage in business and skills development on a regular basis as well.

**Express Gratitude:** Always thank your team for the efforts they put in. Gratitude is a powerful way to contagiously lift those around you.

## ASK YOURSELF AND SCHEDULE

Success is not a destination; it's a habit that must be scheduled. Yet sometimes when it comes down to it, even experienced builders may not know exactly how to direct their time. Use these key questions as thought-triggers to better schedule targeted activities.

- Who needs an oil experience?
- Who needs an invite to an Intro to Oils class?
- Who needs a follow-up to enrol?
- Who needs a Wellness Consult?
- Who is ready to host?
- Who can I invite to build?
- Who is ready to launch their business?

## USE RESOURCES

Use your Diamond Club Project Manager for Diamond Club account issues, Diamond Club related questions, and your upline sponsor for strategies and encouragement.



# Monthly Class Tracker

Month: \_\_\_\_\_

## CLASSES

Date	Time	Location	Host	Prep Host	Review Class Planner	Prep Family	Plan Travel	Sample Guest	Volume Goal	Thank Host	Submit Event Details
		1.									
		2.									
		3.									
		4.									
		5.									
		6.									
		7.									
		8.									

## ENROLMENT INFORMATION

Enrollee Name and ID Number	Host Name and ID Number	Enroler Name and ID Number	Enrolment PV	Enrolment Date	Wellness Consult	LRP Set-Up
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						
16.						
17.						
18.						
19.						
20.						

# Class Planner

As the hosting builder and presenter, use this handout together to divide responsibilities and prepare for a successful class. Great planning allows both of you to stay focused on your guests and come away changing their lives.

Host: \_\_\_\_\_ Title: \_\_\_\_\_ Presenter: \_\_\_\_\_

Date: \_\_\_\_\_ Location: \_\_\_\_\_

## 1 PREPARATION .....

<input type="checkbox"/> Invite and Confirm Attendees	<ul style="list-style-type: none"> <li>Invites are best issued about 1-2 weeks in advance. Typical ratio: 15 invites means 7-10 attendees.</li> </ul>
<input type="checkbox"/> Prepare Attendees	<ul style="list-style-type: none"> <li>Share an oil experience if possible.</li> <li>Give a <i>Healthy Can Be Simple</i> booklet.</li> <li>Ensure a positive product experience prior to inviting.</li> <li>Follow the invitation script in the BBG.</li> </ul>
<input type="checkbox"/> Prepare Room	<ul style="list-style-type: none"> <li>Use good lighting and a well-ventilated area.</li> <li>Put out a few chairs, bringing in more as needed.</li> <li>Eliminate distractions beforehand.</li> <li>Create a space for the presenter to teach from with a simple product display area.</li> <li>Diffuse uplifting oils (e.g., Citrus Bliss®, Wild Orange).</li> </ul>
<input type="checkbox"/> Prepare Refreshments (optional)	<ul style="list-style-type: none"> <li>Add Lemon, Wild Orange, or Tangerine essential oil to drinking water. Make it available to your guests upon arrival to offer an immediate essential oil experience.</li> <li>Offer oil-infused snacks/treats (for ideas, see dōTERRA's blog).</li> <li>Serve after class, so guests remain.</li> </ul>
<input type="checkbox"/> Prepare Story and Introduction	<ul style="list-style-type: none"> <li>Be sure the host has taken the time to prepare both their dōTERRA story and an introduction of the guest presenter (BBG pgs. 36, 53-54).</li> </ul>
<input type="checkbox"/> Set Goals	<ul style="list-style-type: none"> <li>Number of attendees: _____</li> <li>Number of classes booked: _____</li> <li>New builder(s) found: _____</li> </ul>

## 2 PRESENTATION .....

<input type="checkbox"/> Builder's Role	<b>Class 1</b> <ul style="list-style-type: none"> <li>Welcome/share story</li> <li>Intro/edify presenter</li> <li>Share oil experience</li> </ul>	<b>Class 2</b> <ul style="list-style-type: none"> <li>Welcome/share story</li> <li>Intro/edify presenter</li> <li>Share oil experience</li> </ul>	<b>Class 3</b> <ul style="list-style-type: none"> <li>Welcome/share story</li> <li>Teach entire class</li> <li>Share oil experience</li> </ul>	Training flow for up and-coming presenters
<input type="checkbox"/> Upline Presenter's Role	<ul style="list-style-type: none"> <li>Edify/support host</li> <li>Teach entire class</li> <li>Share your story</li> <li>Class handouts</li> </ul>	<ul style="list-style-type: none"> <li>Teach part of class</li> <li>Edify/support host</li> <li>Teach part of class</li> <li>Share your story</li> </ul>	<ul style="list-style-type: none"> <li>Edify/support host</li> <li>Share your story</li> </ul>	
<input type="checkbox"/> Gather Teaching Tools Decide who is providing each item	<ul style="list-style-type: none"> <li>Enrolment forms</li> <li>Pens</li> <li>Oils to pass around</li> <li>Diffuser</li> <li>Products to display</li> <li>Essential oil reference guides</li> <li><i>Live, Share, and Build</i> guides</li> </ul>	<b>Optional:</b> <ul style="list-style-type: none"> <li>Pre-packaged samples to give away</li> <li>Host gift</li> <li>Enrolment incentives</li> <li>Book-a-class incentives</li> <li>Calendar page to book classes and Wellness Consults</li> </ul>	<ul style="list-style-type: none"> <li>Product guides</li> <li>Invites/flyers for next class/event</li> </ul>	
<input type="checkbox"/> Involve Team Members	<ul style="list-style-type: none"> <li>Ideal ratio is one Wellness Advocate per three guests to best support successful class enrollments.</li> </ul>			



## 3 NEXT CLASS Invite guests to bring a friend to your next class .....

Host: \_\_\_\_\_ Title: \_\_\_\_\_ Presenter: \_\_\_\_\_

Date: \_\_\_\_\_ Location: \_\_\_\_\_

# Class ATTENDEE LIST

Host Name: \_\_\_\_\_

Host WA #: \_\_\_\_\_

Location: \_\_\_\_\_

Date: \_\_\_\_\_

**MARK AS COMPLETED**

NAME	EMAIL	PHONE	NEW MEMBER #	Invited	Reminder Call (48 hours before)	Reminder Text (2 hours before)	Enrolled	Enrollment Incentive(s)	Booked a Class	Booking Incentive	Asked for Referrals	Wellness Consult Scheduled
1.												
2.												
3.												
4.												
5.												
6.												
7.												
8.												
9.												
10.												
11.												
12.												
13.												
14.												
15.												
16.												
17.												
18.												
19.												

**Supporting Wellness Advocates to Attend:**

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

**Tips:**

- Reminder calls/texts drastically increase attendance rates.
- Keep class size such that you can truly serve each attendee.
- Ideal ratio is 1 Wellness Advocate per 3 guests to best support successful class enrollments.

# Rank Planner

PREMIER		100 PV & 5,000 OV - 2 Executive Legs	
SILVER		100 PV - 3 Elite Legs	
<b>BUILDER 1:</b>		<b>BUILDER 2:</b>	
<input type="checkbox"/> GOAL: EXECUTIVE + (2,000 OV) <input type="checkbox"/> GOAL: ELITE + (3,000 OV)		<input type="checkbox"/> GOAL: EXECUTIVE + (2,000 OV) <input type="checkbox"/> GOAL: ELITE + (3,000 OV)	
<input type="checkbox"/> Reviewed Rank Planner <input type="checkbox"/> Watched or attended a Launch Training		<input type="checkbox"/> Reviewed Rank Planner <input type="checkbox"/> Watched or attended a Launch Training	
<b>REQUIRED VOLUME</b>	<input type="checkbox"/> 2,000 <input type="checkbox"/> 3,000	<b>REQUIRED VOLUME</b>	<input type="checkbox"/> 2,000 <input type="checkbox"/> 3,000
Write all currently scheduled LRP volume	—	Write all currently scheduled LRP volume	—
<b>NEEDED VOLUME</b>	=	<b>NEEDED VOLUME</b>	=
Divide needed volume by average class volume (goal is 1000)	÷	Divide needed volume by average class volume (goal is 1000)	÷
<b>NEEDED CLASSES / ONE-ON-ONES</b>	»	<b>NEEDED CLASSES / ONE-ON-ONES</b>	»
<b>CLASSES SCHEDULED</b>		<b>CLASSES SCHEDULED</b>	
1.		1.	
2.		2.	
3.		3.	
4.		4.	
<b>ONE-ON-ONES</b> Mark the number planned.		<b>ONE-ON-ONES</b> Mark the number planned.	
<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/> 6 <input type="checkbox"/> 7 <input type="checkbox"/> 8 <input type="checkbox"/> 9 <input type="checkbox"/> 10		<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/> 6 <input type="checkbox"/> 7 <input type="checkbox"/> 8 <input type="checkbox"/> 9 <input type="checkbox"/> 10	
<b>BUILDER 3:</b>			
<input type="checkbox"/> GOAL: ELITE + (3,000 OV)			
<input type="checkbox"/> Reviewed Rank Planner <input type="checkbox"/> Watched or attended a Launch Training			
<b>REQUIRED VOLUME</b>	<input type="checkbox"/> 2,000 <input type="checkbox"/> 3,000	<b>REQUIRED VOLUME</b>	<input type="checkbox"/> 2,000 <input type="checkbox"/> 3,000
Write all currently scheduled LRP volume	—	Write all currently scheduled LRP volume	—
<b>NEEDED VOLUME</b>	=	<b>NEEDED VOLUME</b>	=
Divide needed volume by average class volume (goal is 1000)	÷	Divide needed volume by average class volume (goal is 1000)	÷
<b>NEEDED CLASSES / ONE-ON-ONES</b>	»	<b>NEEDED CLASSES / ONE-ON-ONES</b>	»
<b>CLASSES SCHEDULED</b>		<b>CLASSES SCHEDULED</b>	
1.		1.	
2.		2.	
3.		3.	
4.		4.	
<b>ONE-ON-ONES</b> Mark the number planned.		<b>ONE-ON-ONES</b> Mark the number planned.	
<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/> 6 <input type="checkbox"/> 7 <input type="checkbox"/> 8 <input type="checkbox"/> 9 <input type="checkbox"/> 10		<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/> 6 <input type="checkbox"/> 7 <input type="checkbox"/> 8 <input type="checkbox"/> 9 <input type="checkbox"/> 10	

## Earn Commissions and Bonuses

Each bonus is achievable monthly and is paid with commissions between the 15th and 20th of the following month. To ensure you receive your bonus, make sure it shows before midnight on the last day of the month, then continue to monitor until commissions have processed. You must have a 100 PV template set at all times to receive commissions. Use this checklist to help you qualify each month. For more details, see [doterra.com](http://doterra.com).

### POWER OF THREE

- Earn your R800
- Teach the R800
- Continue to teach and enrol each month

### RANK

- Meet required volumes
- Ensure correct enrolments
- Make sure qualifiers hit their ranks

### EMPOWERMENT BONUS

- Achieve Premier or Silver rank
- Enroll a new Wholesale Customer with 100+ PV

# Power of 3

## Do the R800 | Teach the R800 | Repeat

- Pencil in and update this chart at the beginning, middle, and end of each month.
- Highlight where you need to focus (e.g. new enrollees, customers on LRP).
- What is your next Power of 3 goal (circle one): R800 R4,000 R23,000. How will you get there?

R800		R4,000		R23,000		
				NAME	PV	
<div style="border: 1px solid black; width: 100px; height: 80px; margin-bottom: 10px;"></div> YOUR PV  <div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 20px;"></div> TV  YOUR NAME	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	NAME	PV
	NAME	NAME	NAME	NAME	NAME	NAME
	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	NAME	
	NAME	NAME	NAME	NAME	NAME	
	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	NAME	
	NAME	NAME	NAME	NAME	NAME	
	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	NAME	
	NAME	NAME	NAME	NAME	NAME	
	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-bottom: 5px;"></div> PV	<div style="border: 1px solid black; width: 40px; height: 25px; margin-left: 10px;"></div> TV	NAME	
NAME	NAME	NAME	NAME	NAME		

PV = Personal Volume    TV = Team Volume (you and your front line)  
 Check the box when TV = 600



# Gold Planner

## DEVELOP A STRATEGY

Support 3 key builders to achieve Premier.



Why I believe in my builders and lead my team:

I AM GOLD  
- a leader people want to follow -  
ON OR BEFORE

(Last day of your qualifying month)

AND I FEEL

Fuel your success by expressing gratitude in advance for how your achievement will feel.

P

NAME:	PREMIER <input type="checkbox"/>
STRENGTHS	
THEIR WHY	
KEY SUPPORT NEEDED / INCENTIVES Review Together:	
<input type="radio"/> Train Guide <input type="radio"/> Rank Planner	
Builder 1	Executive <input type="checkbox"/>
<div style="text-align: right;">2000 OV Required</div> - _____ Typical OV = _____ OV Needed	
KEY SUPPORT NEEDED	
Builder 2	Executive <input type="checkbox"/>
<div style="text-align: right;">2000 OV Required</div> - _____ Typical OV = _____ OV Needed	
KEY SUPPORT NEEDED	
Additional Builder:	Executive <input type="checkbox"/>
_____ Typical OV _____ OV Needed	
KEY SUPPORT NEEDED	
<div style="text-align: right;">5,000 OV Required</div> - _____ Total OV = _____ OV Needed	

P

NAME:	PREMIER <input type="checkbox"/>
STRENGTHS	
THEIR WHY	
KEY SUPPORT NEEDED / INCENTIVES Review Together:	
<input type="radio"/> Train Guide <input type="radio"/> Rank Planner	
Builder 1	Executive <input type="checkbox"/>
<div style="text-align: right;">2000 OV Required</div> - _____ Typical OV = _____ OV Needed	
KEY SUPPORT NEEDED	
Builder 2	Executive <input type="checkbox"/>
<div style="text-align: right;">2000 OV Required</div> - _____ Typical OV = _____ OV Needed	
KEY SUPPORT NEEDED	
Additional Builder:	Executive <input type="checkbox"/>
_____ Typical OV _____ OV Needed	
KEY SUPPORT NEEDED	
<div style="text-align: right;">5,000 OV Required</div> - _____ Total OV = _____ OV Needed	

P

NAME:	PREMIER <input type="checkbox"/>
STRENGTHS	
THEIR WHY	
KEY SUPPORT NEEDED / INCENTIVES Review Together:	
<input type="radio"/> Train Guide <input type="radio"/> Rank Planner	
Builder 1	Executive <input type="checkbox"/>
<div style="text-align: right;">2000 OV Required</div> - _____ Typical OV = _____ OV Needed	
KEY SUPPORT NEEDED	
Builder 2	Executive <input type="checkbox"/>
<div style="text-align: right;">2000 OV Required</div> - _____ Typical OV = _____ OV Needed	
KEY SUPPORT NEEDED	
Additional Builder:	Executive <input type="checkbox"/>
_____ Typical OV _____ OV Needed	
KEY SUPPORT NEEDED	
<div style="text-align: right;">5,000 OV Required</div> - _____ Total OV = _____ OV Needed	

Check off each Executive builder as they qualify. When every one is checked off and each leg reaches a volume of 5K, you are a Gold!

OV = Overall Volume

# Diamond Planner

To achieve Platinum, work with and support three key leaders to help them become Silver. To achieve Diamond, work with and support four key leaders to help them become Silver.

## MONTHLY CHECKLIST

- 1<sup>st</sup> Recognize success
- 5<sup>th</sup> Map out rank and Power of 3
- 14<sup>th</sup> Check rank and Power of 3
- 27<sup>th</sup> Finalize rank and Power of 3

*your qualifying builders* →



<b>NAME:</b>	<b>SILVER +</b> <input type="checkbox"/>
STRENGTHS	
THEIR WHY	
KEY SUPPORT NEEDED / INCENTIVES	
<input type="checkbox"/> Following the Train Guide <span style="margin-left: 150px;"><input type="checkbox"/> Reviewed their Train Guide</span>	
<b>BUILDER 1:</b>	<b>ELITE</b> <input type="checkbox"/>
3000 OV - _____ (Typical OV) = _____ (OV Needed)	
KEY SUPPORT NEEDED / INCENTIVES	
<b>BUILDER 2:</b>	<b>ELITE</b> <input type="checkbox"/>
3000 OV - _____ (Typical OV) = _____ (OV Needed)	
KEY SUPPORT NEEDED / INCENTIVES	
<b>BUILDER 3:</b>	<b>ELITE</b> <input type="checkbox"/>
3000 OV - _____ (Typical OV) = _____ (OV Needed)	
KEY SUPPORT NEEDED / INCENTIVES	

<b>NAME:</b>	<b>SILVER +</b> <input type="checkbox"/>
STRENGTHS	
THEIR WHY	
KEY SUPPORT NEEDED / INCENTIVES	
<input type="checkbox"/> Following the Train Guide <span style="margin-left: 150px;"><input type="checkbox"/> Reviewed their Train Guide</span>	
<b>BUILDER 1:</b>	<b>ELITE</b> <input type="checkbox"/>
3000 OV - _____ (Typical OV) = _____ (OV Needed)	
KEY SUPPORT NEEDED / INCENTIVES	
<b>BUILDER 2:</b>	<b>ELITE</b> <input type="checkbox"/>
3000 OV - _____ (Typical OV) = _____ (OV Needed)	
KEY SUPPORT NEEDED / INCENTIVES	
<b>BUILDER 3:</b>	<b>ELITE</b> <input type="checkbox"/>
3000 OV - _____ (Typical OV) = _____ (OV Needed)	
KEY SUPPORT NEEDED / INCENTIVES	

**PLATINUM**

**I AM A DIAMOND**  
 -a leader *that leaders want to follow*  
**ON OR BEFORE**  
 \_\_\_\_\_  
 (last day of month)

**AND I FEEL**  
 \_\_\_\_\_  
 Fuel your success by expressing gratitude in advance for how your achievement will feel.



NAME: \_\_\_\_\_ SILVER +

STRENGTHS \_\_\_\_\_

THEIR WHY \_\_\_\_\_

KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_

Following the Train Guide  Reviewed their Train Guide

**BUILDER 1:** \_\_\_\_\_ ELITE   
 3000 OV - \_\_\_\_\_ (Typical OV) = \_\_\_\_\_ (OV Needed)  
 KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_

**BUILDER 2:** \_\_\_\_\_ ELITE   
 3000 OV - \_\_\_\_\_ (Typical OV) = \_\_\_\_\_ (OV Needed)  
 KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_

**BUILDER 3:** \_\_\_\_\_ ELITE   
 3000 OV - \_\_\_\_\_ (Typical OV) = \_\_\_\_\_ (OV Needed)  
 KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_

NAME: \_\_\_\_\_ SILVER +

STRENGTHS \_\_\_\_\_

THEIR WHY \_\_\_\_\_

KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_

Following the Train Guide  Reviewed their Train Guide

**BUILDER 1:** \_\_\_\_\_ ELITE   
 3000 OV - \_\_\_\_\_ (Typical OV) = \_\_\_\_\_ (OV Needed)  
 KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_

**BUILDER 2:** \_\_\_\_\_ ELITE   
 3000 OV - \_\_\_\_\_ (Typical OV) = \_\_\_\_\_ (OV Needed)  
 KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_

**BUILDER 3:** \_\_\_\_\_ ELITE   
 3000 OV - \_\_\_\_\_ (Typical OV) = \_\_\_\_\_ (OV Needed)  
 KEY SUPPORT NEEDED / INCENTIVES \_\_\_\_\_



Diamond Club is a  
life-changing *opportunity* and a  
*catalyst* for immense *growth* in  
your dōTERRA business.

—Bailey King