

THE FIVE GATEWAYS

1. CURRENT REALITY :

- How long have you had this challenge?
- Where are you out of balance?
- Identify the pain
- Where they are NOW.
- What is one of your biggest health challenges?

2. DREAMS :

- What would you like to feel?
- What is the dream you are seeking?
- Why is that important to you?
- Where do you want to be?
- What do you want to experience more of?

3. THE GAP :

- How long has this been an issue?
- How many years?
- How long have you wanted this and not reached it your goal?
- What else in your life does this effect?
- How long have you thought about changing this?

4. CHANGE :

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- Are you ready to change today?
- What makes you say that?
- How serious are you? What tells you that?
- Change isn't going to be easy, are you sure you are up for the discomfort?
- It's going to be amazing doing this but how serious are you?
- Are you willing to be uncomfortable to get the results you want?
- How would that make you feel?

5. SOLUTION GATE:

- How do you see this dream making a difference in your life?
- If you had this, how would it make a difference in your life?
- If you had tools and support, how would that make a difference for you?
- What draws you to Doterra? (By simply asking, THEY are doing the selling.)

How do I grow my business?

NURTURE YOUR RELATIONSHIPS

Be great at influence and asking questions. Diagnose and then prescribe. Learn about people.

It's all about conversation and nothing about selling.

Your going to simply master great questions!!

Whatever your expertise is...and no matter how much you know, you could launch in and TELL them things.. but if you instead ask "Where are you now?" "What is the hardest for you?"

If you want to have massive growth in your business it won't be what you tell but in what you ASK.

If you want to influence anywhere, simply ask. You don't have to solve everyone's issues. You do need to master influence, holding space for growth and creating the space for people to grow. Let them grow at whatever level. You don't have to figure it out before you do it.

If you learn how to influence, ask and help them get their needs met you will make a lot of money and change a lot of lives.

We have all had this experience with people who are really knowledgeable and talk and talk but its too much. ASK and learn about THEM.

You do not need to solve or convince or exclaim all the facts. Let them sell them-self.