

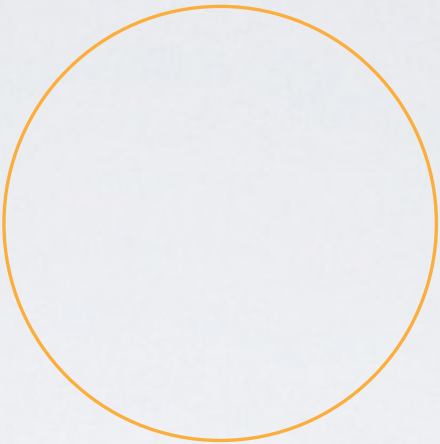
LEADERSHIP TRAINING

with Arin Ingraham
doTERRA Blue Diamond Wellness Advocate
Certified Aromatouch Instructor

YOU ARE DESTINED FOR DIAMOND

- Structure
- Purpose
- Break Through The Blocks
- Self Care
- Build Your Relationships
- Keep Enrolling





 Average monthly earnings: \$12,000*

Diamond

136



Silver



Silver



Silver



Silver



3k



3k



3k



3k



3k



3k



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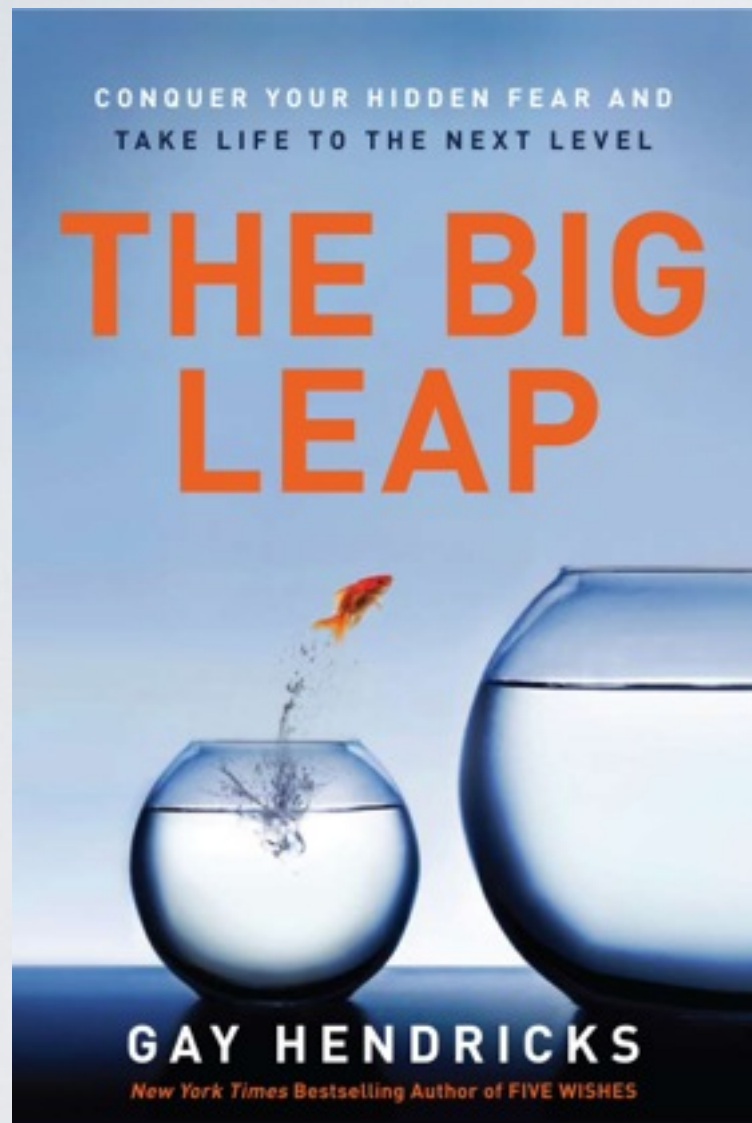
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*Your own earnings will be based on your performance.

HIGHER PURPOSE



“UPPER LIMIT PROBLEMS”



“Each of us has an inner thermostat setting that determines how much love, success, and creativity we allow ourselves to enjoy. When we exceed our inner thermostat setting, we will often do something to sabotage ourselves, causing us to drop back into the old, familiar zone where we feel secure.”

- Gay Hendricks

SELF CARE



- Morning Ritual
- Nutrition
- Hydration
- Joy List
- Oils/Supplements
- AromaTouch Sessions
- Time Off / Unplugged
- Daily Movement
- Evening Ritual

BUILD RELATIONSHIPS



Tea Dates
Spa Days
Team Retreats
Just for Fun Events
Birthday & Holiday Cards
Team Dinners
Travel Together
Camping Trips
Room Together at Convention
Travel to Your Team
Hand Written Cards
Attend Special Events
Get to Know Spouse & Kids



*“To change
your life,
change your
habits”*

DAILY SUCCESS HABITS

- Morning Ritual
- Nourish One Relationship Every Day
- Make Two New Friends Every Day
- Evening Review

WEEKLY SUCCESS HABITS

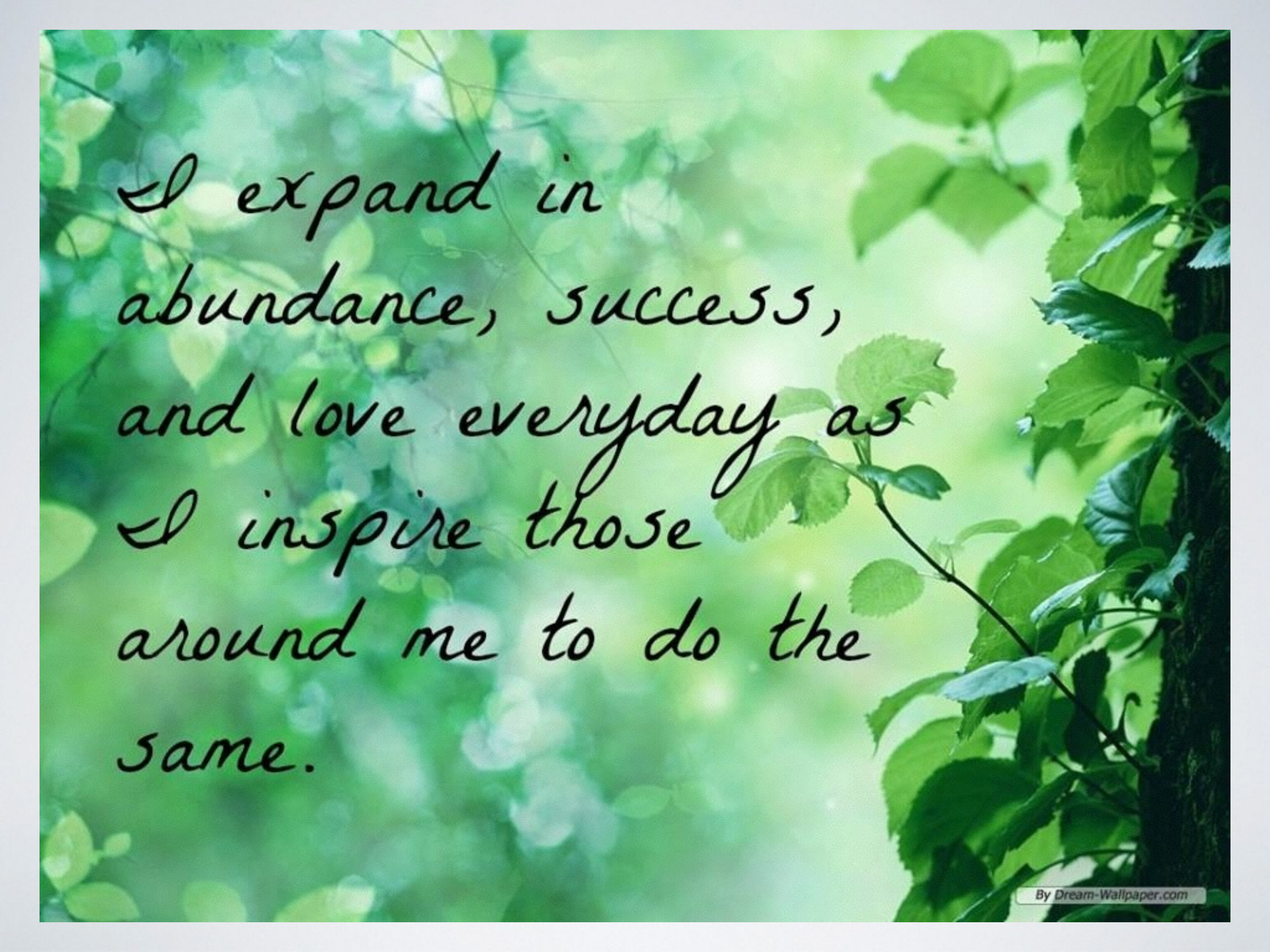
- Time Block the Week
- Set MTO Goals
- Teach 5 new people about doTERRA
- Mentor Qualifying Builders
- Be Mentored
- Attend Networking Event or Community Event
- Nourish 5 Relationships
- Host a Weekly Team Call
- Do at least one item from your joy list

MONTHLY SUCCESS HABITS

- Host or Co-Host Monthly Event (Product, Community Development and Business Training)
- Recognize Rank Advancements, Birthdays and Top Enrollers (make it simple and duplicable)
- Nourish Your List
- Contact Personal Enrollees (newsletter, text, call, etc.)
- Engage in Extra Training (product and business)
- Review Back Office Numbers for PO3 and Rank Advancements
- Set MTO for Following Month

ANNUAL SUCCESS HABITS

- Convention (Do everything you can to get as many of your team there as possible)
- Leadership Retreat (Do everything you can to get as many of your team there as possible)
- Holiday Party or Annual Customer Appreciation Event
- Bring an AromaTouch Instructor to Town to Train Your Team
- Travel to Growing Teams
- Offer Leadership Retreat (advanced training and community development)
- Year End Review and Goal Setting with your Qualifiers
- Set MTO for Following Year



I expand in
abundance, success,
and love everyday as
I inspire those
around me to do the
same.