

Mentoring and Accountability

A support tool/companion for partner work with the fast track planner.

Mentoring definition:

- Mentoring is a ONCE a month “deep dive” into blocks, questions and inspiration with your upline.
- The mentor holds the space and their job is to ask questions and listen.
- We want everyone to be familiar with the format and we also want to end the stigma around mentoring that makes it seem vague and sometimes long and drawn out.
- After truly clarifying the goals and blocks of the wellness advocate, the mentor can simply assign homework like watching a video or doing some action steps. If the mentor is very experienced they can offer channeled experiential wisdom.
- The questions a mentor asks are the same as the weekly accountability questions.
- Keep these calls professional and save personal life for a different call as much as possible.

Accountability definition:

- Accountability happens once a week for only the TRULY committed.
- A WA needs to have done the prepare section of the fast track planner first to get weekly accountability time with you.
- It's about 7-30 minutes max in time length.
- The more brief the better this will support the wellness advocate seeking their rank advancement.
- These calls avoid telling the “story”. The mentor may even need to interrupt the Wellness Advocate to bring them back to a yes or no answer instead of the usual urge to explain oneself or vent complete history of their actions or excuses.
- Accountability is powerful and professional and has people advance and see they blind spots.
- These calls are only 2% relationship/personal life/excuses/story and 98% simple tracking.
- You can be a beginner and do accountability calls, you are simply being a mirror. All you need to do is follow the questions in this document.
- To stand in the silence and stark reality of tracking is to allow the mentored person to truly see that they are doing or not doing the activities it takes to build.
- If the mentored individual does not show up or does not do what they said they were going to do, after a few sessions the mentor MUST end the opportunity of their valuable time and have the wellness advocate only come back when they are really serious about their success.
- To receive accountability weekly mentoring, the Wellness Advocate must have completed the prepare section and done the Why journaling from the fast track planner's first page.

Mentoring Monthly Questions

1. What is your inspiration with doTERRA?
2. What was the reason you decided you wanted to do this?
3. Do you have short term and long term goal?
4. What steps have you taken so far to make these goals possible?
5. How many hours a day or per week are you investing in building?
6. What are some of the activities you are doing to grow your business?
7. What skills do you have already that are supporting you?
8. What has been most challenging?
9. How long has this particular situation felt challenging?
10. Ok, so what I've heard you say is..
11. What would you rather experience?
12. What would be the next step you could take to move through this block?
13. What are you learning?
14. What can you commit to this next month that will re-inspire you towards achieving your dream?

Accountability Weekly Questions

1. Who did you share a presentation to since we last talked?
2. Did they enroll?
3. Did you give them a membership overview?
4. Did you give them a business overview?
5. What is your 90 day goal?
6. What week is this in your 90 day goal journey?
7. Do you feel you are doing enough to reach your goal?
8. How much more volume do you need to reach your goal?
9. Do you have all the tools you need to walk out the door ready for success?
10. How many people are you reaching out to per day from your name's list?
11. Who are you going to share oils with this week?
12. Are you attending all the live trainings?
13. How many people are you reaching out to per day from your name's list?
14. Who are you going to share oils with this week?
15. Are you registered for the next bootcamp?

Wellness Advocate agreed to do ___ by this date: