



# SUCCESS CHALLENGE

*your success simplified*

ARE YOU READY FOR SUCCESS? The Success Challenge is a 90-day training to up-level your dōTERRA business. The Success Challenge offers: 1) Video training on the Core Actions, 2) Accountability to integrate Success Habits into your life, and 3) Social support. Set yourself up for success by creating your plan below to complete the Success Challenge. Commit to changing your business and your life!

## YOUR SUCCESS IN ACTION

1. I will complete the Success Challenge on or before: \_\_\_\_\_

2. Completing the Success Challenge by this date is important to me because: \_\_\_\_\_

\_\_\_\_\_

3. My plan to complete this challenge is: \_\_\_\_\_

\_\_\_\_\_

4. I will celebrate completing the Success Challenge by: \_\_\_\_\_

\_\_\_\_\_

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

## YOUR SUPPORT

Accountability Partner: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Focus Call Day/Time: \_\_\_\_\_ Phone: \_\_\_\_\_

Q&A Call Day/Time: \_\_\_\_\_ Phone: \_\_\_\_\_

Facebook Support Group: \_\_\_\_\_

READY, SET, GO!

There are two ways to get Success Trained: 1) Go at your own pace, as quickly as you'd like at [mydopro.com/challenge](http://mydopro.com/challenge), or 2) Do it in 90 days by joining the Success Challenge Club at [challenge.sharesuccess.com](http://challenge.sharesuccess.com). The Club includes weekly accountability, group synergy, and the chance to win prizes. Track your progress through either path here.

# LIVE

Success = Increased Health, Wellness & Clarity

## USE

- Learn how to use [sharesuccess.com/use](http://sharesuccess.com/use)
- Receive a *Wellness Consult*.
- Share an experience or ask a question in Q & A Forum.

*Be Empowered*



Use the Products Daily

SUCCESS HABITS

Check or tally your progress as you go through the week.

### DAILY:

- Use the product  Su  M  Tu  W  Th  F  Sa
- Personal development  Su  M  Tu  W  Th  F  Sa
- Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- Present:
  - 1+ Class(es) \_\_\_\_\_
  - 5+ One-on-ones \_\_\_\_\_
- Product training
- Engage in team call
- Receive mentoring
- Mentor key builders \_\_\_\_\_

### MONTHLY:

- Place 125+ PV LRP Order
  - Engage in Monthly Training
  - Use the *Strategic Planner*
- WEEKLY RESULTS:
- Enrollments \_\_\_\_\_
  - Wellness Consults \_\_\_\_\_
  - LRP Enrollments \_\_\_\_\_

## LIVE

- Learn how to live [sharesuccess.com/live](http://sharesuccess.com/live)
- Implement the natural solutions & healthy habits from your *Wellness Consult*.
- Watch a product video or webinar.

*Be Healthy*



Place Monthly 125+ PV LRP  
Learn through Weekly Product Training

SUCCESS HABITS

### DAILY:

- Use the product  Su  M  Tu  W  Th  F  Sa
- Personal development  Su  M  Tu  W  Th  F  Sa
- Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- Present:
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## CREATE

- Learn how to create [sharesuccess.com/create](http://sharesuccess.com/create)
- Complete "First Steps" in *Build Guide*.
- Complete *Create Worksheets*.

*Be Visionary*



Receive Mentoring Weekly

SUCCESS HABITS

### DAILY:

- Use the product  Su  M  Tu  W  Th  F  Sa
- Personal development  Su  M  Tu  W  Th  F  Sa
- Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- Present:
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To maximize this tracker see [challenge.sharesuccess.com/tips](http://challenge.sharesuccess.com/tips)

# SHARE

Success = Reach & Engaged Attendance

## PLAN

*Be Clear*

- ☑ Learn how to plan [sharesuccess.com/plan](https://sharesuccess.com/plan)
- ☑ Complete *Plan for Success*.
- ☑ Prepare for your class using the *Class Planner*.
- ☑ Complete *Expand Your Contacts*.



Daily Personal Development

SUCCESS HABITS

Check or tally your progress as you go through the week.

### DAILY:

- 🕒 Use the product 

Su	M	Tu	W	Th	F	Sa
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- 🕒 Personal development 

Su	M	Tu	W	Th	F	Sa
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- 🕒 Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- ☑ Present:
  - 1+ Class(es) \_\_\_\_\_
  - 5+ One-on-ones \_\_\_\_\_
- ☑ Product training
- ☑ Engage in team call
- ☑ Receive mentoring
- ☑ Mentor key builders \_\_\_\_\_

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## SHARE

*Be Authentic*

- ☑ Learn how to share [sharesuccess.com/share](https://sharesuccess.com/share)
- ☑ Complete *Tell Your Story*.
- ☑ Complete *What You Do*.
- ☑ Share oil experiences and track on your *Class Planner* or *Contact Tracker*.



Connect with 2+ Contacts Daily

SUCCESS HABITS

### DAILY:

- 🕒 Use the product 

Su	M	Tu	W	Th	F	Sa
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- 🕒 Personal development 

Su	M	Tu	W	Th	F	Sa
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- 🕒 Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- ☑ Present:
  - 1+ Class(es) \_\_\_\_\_
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- ☑ Product training
- ☑ Engage in team call
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  - ☑ Use the *Strategic Planner*
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## INVITE

*Be Courageous*

- ☑ Learn how to invite [sharesuccess.com/invite](https://sharesuccess.com/invite)
- ☑ Prepare invites to hand out as needed.
- ☑ Invite those you shared samples with to a class/one-on-one as you followup with them. Track on your *Class Planner* or *Contact Tracker*.



Engage in Weekly Team Call

SUCCESS HABITS

### DAILY:

- 🕒 Use the product 

Su	M	Tu	W	Th	F	Sa
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- 🕒 Personal development 

Su	M	Tu	W	Th	F	Sa
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- 🕒 Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- ☑ Present:
  - 1+ Class(es) \_\_\_\_\_
  - 5+ One-on-ones \_\_\_\_\_
- ☑ Product training
- ☑ Engage in team call
- ☑ Receive mentoring
- ☑ Mentor key builders \_\_\_\_\_

### MONTHLY:

- ☑ Place 125+ PV LRP Order
  - ☑ Engage in Monthly Training
  - ☑ Use the *Strategic Planner*
- ### WEEKLY RESULTS:
- Enrollments \_\_\_\_\_
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*Be Engaging*

## PRESENT

- ✦ Learn how to present [sharesuccess.com/present](https://sharesuccess.com/present)
- ✦ Prepare class handouts as noted on *Class Planner*.
- ✦ Present a class and involve your hostess as outlined on *Class Planner*.
- ✦ Do a one-on-one presentation.
- ✦ Share an online presentation.



Present 1+ Class or 5+ One-on-Ones Weekly

SUCCESS HABITS

Check or tally your progress as you go through the week.

### DAILY:

- 🔥 Use the product 

Su	M	Tu	W	Th	F	Sa
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- 🔥 Personal development 

Su	M	Tu	W	Th	F	Sa
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- 👤 Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- ✦ Present:
  - 1+ Class(es) \_\_\_\_\_
  - 5+ One-on-ones \_\_\_\_\_
- ✦ Product training
- ✦ Engage in team call
- ✦ Receive mentoring
- ✦ Mentor key builders \_\_\_\_\_

### MONTHLY:

- ✦ Place 125+ PV LRP Order
  - ✦ Engage in Monthly Training
  - ✦ Use the *Strategic Planner*
- WEEKLY RESULTS:
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## ENROLL

*Be Bold*

- ✦ Learn how to enroll [sharesuccess.com/enroll](https://sharesuccess.com/enroll)
- ✦ Invite guests to enroll. Meet their needs using the *Wellness Wishlist*.
- ✦ Encourage LRP using *Wellness Consult Certificate*. Give new enrollees *Live Guide*.
- ✦ Schedule Wellness Consults with new enrollments.
- ✦ With the insights from *Enrollment Guide* and *dōTERRA Roles* thoughtfully place new enrollments.



Engage in Monthly Trainings

SUCCESS HABITS

### DAILY:

- 🔥 Use the product 

Su	M	Tu	W	Th	F	Sa
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- 🔥 Personal development 

Su	M	Tu	W	Th	F	Sa
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- 👤 Connect with 2+:
  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
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### WEEKLY:

- ✦ Present:
  - 1+ Class(es) \_\_\_\_\_
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- ✦ Product training
- ✦ Engage in team call
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- ✦ Mentor key builders \_\_\_\_\_

### MONTHLY:

- ✦ Place 125+ PV LRP Order
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  - ✦ Use the *Strategic Planner*
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## FOLLOW-UP

*Be Consistent*

- ✦ Learn how to follow-up [sharesuccess.com/followup](https://sharesuccess.com/followup)
- ✦ Use *Follow-Up Guide* for your follow-up within 48 hours of any class/one-on-one.
- ✦ Do Wellness Consult with new enrollees. Take notes on the *Customer Tracker*.
- ✦ Guide new enrollees through *Success Path*.



Connect with 2+ Customers Daily

SUCCESS HABITS

### DAILY:

- 🔥 Use the product 

Su	M	Tu	W	Th	F	Sa
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- 🔥 Personal development 

Su	M	Tu	W	Th	F	Sa
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  - Contacts \_\_\_\_\_
  - Customers \_\_\_\_\_
  - Builders \_\_\_\_\_

### WEEKLY:

- ✦ Present:
  - 1+ Class(es) \_\_\_\_\_
  - 5+ One-on-ones \_\_\_\_\_
- ✦ Product training
- ✦ Engage in team call
- ✦ Receive mentoring
- ✦ Mentor key builders \_\_\_\_\_

### MONTHLY:

- ✦ Place 125+ PV LRP Order
  - ✦ Engage in Monthly Training
  - ✦ Use the *Strategic Planner*
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# LEAD

Success = Increased Retention, Income & Leaders

## STRATEGIZE

*Be Strategic*

- Learn how to strategize [sharesuccess.com/strategize](http://sharesuccess.com/strategize)
- Near the end of each month, fill out the *Strategic Planner* to create your goals, plans, and strategy for the coming month.
- Using *Placement Guide*, learn to identify and strategically place and/or move enrollees in your organization.



Use the *Strategic Planner* Monthly

Check or tally your progress as you go through the week.

### DAILY:

- Use the product 

Su	M	Tu	W	Th	F	Sa
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- Personal development 

Su	M	Tu	W	Th	F	Sa
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SUCCESS HABITS

## MENTOR

*Be Inspiring*

- Learn how to mentor [sharesuccess.com/mentor](http://sharesuccess.com/mentor)
- Get new builders started with the *Build Guide* and lead them through the *Success Challenge*.
- Mentor key builders weekly using the *Mentoring Guide*, and *Power Mentoring* as needed.
- Fill out a *Builder Tracker* for each of your key builders and track their progress.



Mentor Key Builders Weekly

### DAILY:

- Use the product 

Su	M	Tu	W	Th	F	Sa
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- Personal development 

Su	M	Tu	W	Th	F	Sa
----	---	----	---	----	---	----
- Connect with 2+:
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### WEEKLY:

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SUCCESS HABITS

## NURTURE

*Be Empowering*

- Learn how to nurture [sharesuccess.com/nurture](http://sharesuccess.com/nurture)
- Invite builders to Monthly Trainings and recognize them.
- Continue to nurture new enrollments through Wellness Consults and connecting as needed.
- Recognize builders' achievements at the beginning of each month and note on their *Builder Tracker*.



Connect with 2+ Builders Daily

### DAILY:

- Use the product 

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- Personal development 

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SUCCESS HABITS



*congratulations!*  
You've completed the Success Challenge!



- ☒ Celebrate your achievement of becoming Success Trained!
  - What were your top 3 take-aways from the Success Challenge?
  - How have you grown as a leader as a result of completing the Success Challenge?

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## Support your growing team, master the Success System, and set yourself apart by becoming a Success Trainer:

- Complete the Advance Section below
- Attend Success Trainer Training taught by a Master Success Trainer
- Lead/mentor 3 people through the Success Challenge
- Teach others the Success Path and key skills learned from Success
- Training at a monthly training



### ADVANCE

Advancement is driven by your level of leadership and committed action. As you effectively implement your training, your leadership grows, your influence expands, and you develop and advance through the ranks.

- ☒ Learn how to advance - [sharesuccess.com/advance](http://sharesuccess.com/advance)
- ☒ Complete the Advance Worksheets
  - *Build Your Belief*
  - *Discover Your Gifts*
  - *Find Your Fire*
  - *See Your Brilliance*
  - *Find Your Target Market*
- ☒ Familiarize yourself with *Train by Rank*
- ☒ Use *Personality Types* to identify you and your key builders unique gifts
- ☒ Take the test in *Strengths Finder 2.0*
- ☒ Look closer at these strategies and principles and integrate as needed to better your business:
  - *Choose Abundance*
  - *Be the CEO*
  - *Choose Your Success*
  - *Success at Home*
  - *Call to Lead*
  - *Invest for Success*
  - *Be a Great Leader*
  - *International Expansion*

### Success Habits:

- Register for and attend dōTERRA Convention
- Attend and/or qualify for dōTERRA Spring Retreat
- Attend Regional Events
- Qualify for and enjoy the Incentive Trip