



Awaken the Possibilities

JULY 20—22, 2015

Midway, Utah

Monday, July 20, 2015

Time	Topic	Presenter
5:00 p.m.	Welcome	Justin Harrison
5:30 p.m.	Dinner	Bernese Event Center
6:30 p.m.	Finding Your Why	Eric Larsen
7:15 p.m.	The Habit Factor	Laura Jacobs
8:00 p.m.	Know Exactly What You Are Doing	Lil and Terry Shepherd
8:45 p.m.	Close	

Tuesday, July 21, 2015

Time	Topic	Presenter
9:30 a.m.	The Rule of 5	Justin Harrison
10:10 a.m.	Using Personality Assessment In Your Business	Chris Hogan
11:00 a.m.	Living in the Tension	Tammy and Jim Stephens
11:45 a.m.	The doTERRA Magic	Emily Wright
12:30 p.m.	Lunch	Matterhorn, Monterosa
1:30 p.m.	Silver Focus	Gina Truman
2:00 p.m.	Gold Focus	Wendy James
2:30 p.m.	Platinum Focus	Peggy Smith
3:00 p.m.	Mastermind Session	Bernese, Interlaken, Grindelwald
3:30 p.m.	The Belief Blueprint	Spencer Pettit
4:15 p.m.	Passion + Persistence = Payday	Natalie and Burke Rigby
5:00 p.m.	Build Your Business With Events	Betty Torres-Forbord
5:45 p.m.	Dinner	Grindelwald
6:45 p.m.	Lead With Love, Train by Rank	Natalie and Andy Goddard
7:30 p.m.	Mastermind Q&A Panel	Presenters
8:30 p.m.	Close	

Wednesday, July 22, 2015

Time	Topic	Presenter
9:30 a.m.	Blitz Boost	Blitz
10:30 a.m.	The Art of Finding Builders	Kyle Kirschbaum
11:15 a.m.	Special Keynote Speaker - Mastermind Founder	Art Jonak
12:15 p.m.	If Not Now, When?	Justin Harrison
1:00 p.m.	Close	

All Events are held in the Bernese Event Center, unless otherwise noted.



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Leadership Defined

LEADER CHARACTER QUALITIES (ONE WORD)

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

7. _____

8. _____

9. _____

10. _____



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Entrepreneur Defined

ENTREPRENEUR CHARACTER QUALITIES (ONE WORD)

1. _____

2. _____

3. _____

4. _____

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9. _____

10. _____



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ERIC LARSEN

Finding Your Why

Eric Larsen is a Double Diamond and a partner with Founding Master Wellness Advocate Justin Harrison. Eric has worked in the direct sales industry since 1988 and has done business in over 50 international markets, living in Toronto, Hong Kong, Mexico City, Amsterdam, and Tokyo. Prior to becoming a dōTERRA Wellness Advocate, Eric was the CEO of a large global company. He is passionate about dōTERRA's ability to improve people's lives. While it is evident that he strives for professional success, Eric considers himself most successful when he accomplishes his goal of being a good husband to his wife and dedicated father to his three children.

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LAURA JACOBS

The Habit Factor

Laura's search for natural health solutions began in her home. Laura's success inspired her to become a holistic health practitioner and open the store Herbs for Health. As a health coach, Laura has helped thousands of people achieve wellness.

Her motto is, "A Healer in Every Home."

Laura's previous experience allowed her to be open to the dōTERRA opportunity. Laura says, "As soon as I realized that these products were what I had been looking for, I committed. I made a list of the individuals I thought would benefit from the product or the business and began making calls."



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LIL & TERRY SHEPHERD

Know Exactly What You Are Doing

Lil, although passionate about the products, was hesitant about building a business. She had worked for thirty years on the corporate side of a network marketing company and was comfortable being in the background. Because of the powerful benefits of dōTERRA essential oils, Lil decided she would have to step out of her comfort zone and share. Lil says, "It was easier than I thought. You simply have to take the lid off the bottle."

With a supportive spouse and a great team, Lil's dōTERRA business has seen amazing growth, and she is thrilled to have made new friends around the globe. Lil explains, "From one initial contact in Australia we now have over 100 Independent Product Consultants! That's the way this business works." Lil and Terry have the ability to make everyone feel like family. They stay close, share, and help their organization. And it's that kind of team spirit that has allowed Lil and Terry to reach their goals.

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JUSTIN HARRISON

The Rule of 5

Justin and Keriann Harrison, along with their seven boys, are living their dream—all because they took a total leap of faith several years ago. After resigning from his position as director of sales at a large network marketing company, he was considering many different career options. With the support of his wife Keriann, Justin committed their future to doTERRA. Although this was a leap of faith for the young, growing family, they leaped with confidence. "It was scary to leave security, benefits, a salary. People thought we were crazy, but we knew it was the right move," explained Justin. Both Justin and Keriann agree that the sacrifice in the beginning was worth it. doTERRA has allowed them to not only gain financial independence but to also help serve others in ways they had only dreamed of.



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CHRIS HOGAN

Using Personality Assessment in Your Business
- Video Segment

Chris Hogan, former All-American college football player, stirs audiences to action wherever he speaks. Whether delivering a keynote on personal money management, teaching an all-day leadership training for business owners and professionals, or hosting the EntreLeadership Podcast, iTunes' number-one podcast on leadership, Chris keeps his audience entertained and challenged. Chris Hogan is a sought-after, diverse speaker who loves to challenge, motivate and encourage business leaders, real estate professionals, military personnel and students to be their very best—no matter what!

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JIM & TAMMY STEPHENS

Living in the Tension

Jim and Tammy have always believed in personal responsibility. After researching doTERRA's products, culture, and meeting with top leaders and the Executive Team, the Stephens decided to join doTERRA. Tammy said, "The business is a perfect fit and an intense training ground for who I want to become. It offers me a practical place for serving others with boldness, as I share with them the value of essential oils." Tammy and Jim feel that a leader's job is to serve. They said, "Our doTERRA community owes us nothing, it's our responsibility to reach out and meet a person where they're at." Jim and Tammy believe that your team is your greatest asset and nothing is accomplished in this business without working together. To reach Diamond they suggest that you, "choose who you mentor by focusing on those who are coachable, mentoring others, and duplicating themselves." Jim and Tammy understand that people create volume and build networks, but only if they are encouraged and educated. Tammy said, "Love them forward, but don't allow them to make excuses. As we learn to lead, our example will enable others to do the same."

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EMILY WRIGHT

The doTERRA Magic

For the past decade and a half, Emily has immersed herself in the many facets of the essential oils industry due to the amazing benefits she has experienced first-hand. She served on the Executive Board of a large multi-national essential oils direct-selling company for over a decade, wherein she gained great insight into the industry. She is passionate about sharing the amazing benefits of essential oils with the world and desires to create a welcoming atmosphere for many to call home. Her hands-on experience and understanding of global sourcing and quality assurance practices has allowed dōTERRA the ability to offer nature's purest essences, sourced from the most pristine regions around the globe. Emily also has vast experience in all facets of sales and leadership and loves nothing more than to help others succeed. She is best known for her positive outlook, bright smile, and make-it-happen attitude.

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GINA TRUMAN

Silver Focus

Growing up in a home where health and nutrition were key, it was an easy transition for Gina to find her love of helping people through sharing doTERRA. Her decades of experience in the health and beauty industry add to the foundation of her incredible skill set. For Gina, it has been an amazing blessing to have her siblings, and many other family and friends, join her on this journey of helping people find true health and happiness.

Now, with a successful international doTERRA business, Gina gratefully extends her "family" to include all of those who are a part of the ever-growing Truman Team.

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WENDY JAMES

Gold Focus

Rob and Wendy James were invited to attend the first dōTERRA meeting by company President and long-time friend David Stirling. After meeting with the company Executives and trying the dōTERRA oils, they began sharing oils with everyone they knew. Since the company had just launched, Rob and Wendy knew it was important to familiarize people with the company name and products. “At the end of our first month with dōTERRA, we had earned more money with Fast Start bonuses than we had earned in the previous ten years,” shared Rob. “We have such peace of mind now—both financially and physically,” expressed Wendy. When asked what the key to their continued success has been, Wendy and Rob both agreed that it’s education. “Education is the key to our team’s success.” The more educated people are about how to use the oils, the more they use the products. We also encourage our team members to work on self-improvement. You have to have that dream—that desire. It’s not IF it’s going to happen, it’s WHEN it’s going to happen.”



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PEGGY SMITH

Platinum Focus

Peggy is no stranger to network marketing. She had been among the top leaders at two other direct-sales companies. In 2009, the company she worked with decided to close its direct-sales division. Peggy says, "It was difficult to receive a recorded phone call telling me that I and the people in my organization were going to lose our incomes." Finding herself in a difficult situation, Peggy began looking for a company that would support them while providing quality products.

Offers were numerous, but Peggy knew that doTERRA was the right fit. Today, Dave and Peggy enjoy the time and financial freedom that comes from owning your own business. Dave even retired from federal law enforcement to join Peggy in building their doTERRA business full time. Dave explains, "I recently read a survey and the number one thing people want most out of life is more available time.

We have the opportunity and ability to show people how to achieve that.



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Mastermind Session

Upward mobility is proportionate to downward availability.

Anonymous



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SPENCER PETTIT

The Belief Blueprint

Spencer and Laura Pettit were introduced to dōTERRA by Patrick and Allyse Sedivy. The Pettits began purchasing essential oils, but were not yet confident in using them or sharing them with others. When the Sedivys started to experience real financial success with dōTERRA Spencer knew he had been missing out on something incredible. As the manager of a large business, Spencer had been living in a world of hiring and firing, while spending each day behind a computer screen. When he embraced dōTERRA as a business he realized it wasn't about hiring and firing but rather working with individuals to help them reach their goals. His heart and mind changed. Spencer realized true satisfaction and happiness come from servant-style leadership rather than top-down leadership. On the Pettit's journey to Diamond they have learned that people want to be part of growth and improvement. They don't want to join a business—they want to join a cause. Spencer said, "Getting to Diamond is certainly about aligning yourself with like-minded people. However, your business will only grow as much as you do. If you are willing to be stretched, changed, broken, and built up again, your business will grow as much as you do."



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NATALIE & BURKE RIGBY

Passion + Persistence = Payday

In 2008, Burke & Natalie Rigby found themselves tired, frustrated, and out of solutions on how to help their daughter deal with the constant pain caused by a bacterial infection that was stubbornly not responding to antibiotics. They decided it was time to 'look outside the box' of Western medicine and try something new. Natalie says, "Fortunately for us, with the help of Boyd and Sandy Truman, we found dōTERRA." Natalie said, "Our lives haven't been the same since discovering dōTERRA. It has honestly been one of the most fun things we have ever been involved in. We have met new friends, seen people accomplish things they never thought possible, and have personally grown in so many ways. With each passing day we are more grateful for the opportunities we have and the people we meet. We feel more confident knowing that we have solutions for our health and finances and that we are less reliant on a 'system'. It is both empowering and liberating." The Rigbys were inspired when at an early dōTERRA meeting, Rob Young said, "The only way you can fail at this business is by giving up." They took that counsel literally and decided they were in it for the long haul. Rob was right, and their decision to stay the course has paid off many times over.

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BETTY TORRES-FORBORD

Build Your Business With Events

Like many other dōTERRA consultants, Betty didn't join dōTERRA with the intention of building a network marketing business. She simply began using dōTERRA products and found that they worked. Before she knew it, she was sharing these benefits with family and friends. Betty explains, "If you believe in something because you have personally experienced benefits, it is easy to share your passion with others." [Read More](#) One of the ways that Betty shares essential oils is through a basic introductory class called, "Essential Oils and Wellness." She teaches this class two to three times a week. During the class she teaches using essential oils as a natural line of defense. In addition, Betty feels that the most important way to help an individual succeed is by making your process duplicable. Betty gives this advice, "Ask yourself, 'what would happen if my team duplicated what I did today? Would their business grow?'" Betty knows that the best way to make a business duplicable is to keep things simple, focus on the basics, and work hard.



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NATALIE & ANDY GODDARD

Lead With Love, Train by Rank

Early in their marriage, Natalie and Andy ran a non-profit, family-life, education institute. During this time, the Goddards moved to Cedar Hills, Utah. As a home schooling parent, Natalie was eager to find friends for her children. One day Natalie felt impressed to approach Jen Kelly. Upon learning that Natalie was interested in holistic health, Jen invited her to attend a class on dōTERRA essential oils in her home.

After experiencing dōTERRA essential oils, Natalie understood how beneficial they could be. Natalie explains, "I realized as a family life educator I needed to focus on families achieving better health before focusing on improving family relationships." Today Natalie and Andy have a clear vision of their purpose: to provide healing in every home. Their lives have been blessed physically, emotionally, mentally, spiritually, and financially because of dōTERRA, and they thrive on helping others achieve the same success.

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Q&A Panel

Leadership is Action, Not Position

Donald H. McGannon



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Blitz Boost

“The Question Isn’t Who is Going to Let Me;

It’s Who is Going to Stop Me.”

Ayn Rand



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KYLE KIRSCHBAUM

The Art of Finding Builders

Kyle and Kierston met in Las Vegas. Prior to meeting his wife, Kyle attended Brigham Young University where he received a degree in Business Management. Management. In Las Vegas, Kyle owned and operated an internet marketing firm while Kierston was involved in real estate. Life seemed consistent and dependable for the Kirschbaums. They never expected that one day everything would shift dramatically - but it did. Kyle's business abruptly went south leaving Kyle and Kierston feeling stranded. While Allyse Sedivy was in Las Vegas she sought out Kierston. Allyse hoped to offer advice and hope. Kierston said, "She taught me that even though I was six months pregnant, broke, and depressed, I had an opportunity to help my family. She turned my situation around and motivated a very pregnant woman to grow a dōTERRA business." That experience, combined with dōTERRA's 2011 Convention and the 2012 Leadership Retreat, helped Kierston develop her vision. Once she gained that vision, there was no turning back.



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SPECIAL KEYNOTE SPEAKER



ART JONAK

As one of the new breed of Network Marketing stars, Art Jonak has one of the “feel good” stories that keeps the dream alive for many.

Twenty years ago he had to count on food stamps to buy baby food for his newborn daughter. In his quest to get out of debt, he worked two jobs and delivered pizzas at night. His relationships were horrible. Every aspect of his life was spiraling downward. Fast.

So he joined Network Marketing...

And like a lot of people, for the first few years of his network marketing career, he struggled mightily.

But he never gave up...



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JUSTIN HARRISON

If Not Now, When

DO NOT WAIT
ON A LEADER....
LOOK IN THE
MIRROR, ITS
YOU

KATHERINE MIRACLE

It's Natural to Share & Support

WHY DOES SILVER SUPPORT MY GOALS?

Your vision and WHY will begin to manifest as you support others in the beginnings of their growth.

Silver is a dōTERRA rank reached when 3 people you have enrolled (on separate legs) have reached the rank of Elite. Typical monthly Silver rank income can start around \$1300, based on Fast Start Bonuses, the Power of 3 \$250 Bonus, and unilevel volume. dōTERRA's average Silver monthly income is \$2167.

HOW CAN I REACH SILVER?

- **Prepare for the Silver Success Challenge by:**
 - Inviting 3+ to engage in the *Elite Success Challenge*
 - Fill out pg. 2 of the *Silver Planner*
- **Engage in the Silver Success Challenge:** Use the *Success Essentials* app or sharesuccess.com/silver
- **Use the Lead Guide** and the *Natural Solutions Class in a Box*
- **BONUS: Maximize your success with daily personal development** (Recommended Reading: *7 Habits of Highly Effective People* and *Success Principles*)



Natural Solutions Class in a Box & Lead Guide

WHAT IS MY FOCUS?

Learn and master the following through the Silver Challenge and any additional training opportunities:

1. **Master presenting, enrolling, and placement strategies; do what duplicates** C L
2. **Time management and life balance** L
3. **Mentor key builders consistently to support their growth and enthusiasm** L
4. **Expand your network by engaging with your target market; enroll builders** L B
5. **Receive regular mentoring and strategy support** L

Why I share and build dōTERRA: _____

I am Silver on or before _____ and _____
Date at end of month

I feel _____ reaching this goal.
Express emotion in advance for how your achievement will feel to fuel your success

I am _____ on or before _____ earning _____ +/month.
Rank 90 days from now (Refer to Build Guide pg. 4)

I am _____ on or before _____ earning _____ +/month.
Rank 1 year from now (Refer to Build Guide pg. 4)

What are your top 3 actions needed to reach Silver?

1. _____
2. _____
3. _____

Power of 3 Planner. Fill out for \$1500 bonus

Retention Rate _____% _____% _____%
Current 30 day goal 90 day goal

BUILDER 1 GOAL: ELITE +

NAME _____

Enrolled in *Elite+* Success Challenge Reviewed

their *Elite Planner* with them Required

Volume: _____ 3000+ OV

- Typical Actual Volume: _____

= Volume Needed: _____

Needed Classes*: _____ One-on-Ones*: _____

classes/one-on-one details

BUILDER 2 GOAL: ELITE +

NAME _____

Enrolled in *Elite+* Success Challenge Reviewed

their *Elite Planner* with them Required

Volume: _____ 3000+ OV

- Typical Actual Volume: _____

= Volume Needed: _____

Needed Classes*: _____ One-on-Ones*: _____

classes/one-on-one details

BUILDER 3 GOAL: ELITE +

NAME _____

Enrolled in *Elite+* Success Challenge Reviewed

their *Elite Planner* with them Required

Volume: _____ 3000+ OV

- Typical Actual Volume: _____

= Volume Needed: _____

Needed Classes*: _____ One-on-Ones*: _____

classes/one-on-one details

RECOGNITION Celebrate and savor your team's successes!

Rank Advancements _____

Top Enrollers _____

CELEBRATE SILVER

Builder 1 ELITE+ (3000 ov)

Builder 2 ELITE+ (3000 ov)

Builder 3 ELITE+ (3000 ov)

3 Elites = you're Silver!

*Calculate number of classes by dividing total PV needed by average class volume.

1 Class /5 One-on-Ones= 600-1000 PV (Average based on 15+ invitees with 10+ attendees that have been qualified with the 3 Interactions)



It's Natural to Support & Strengthen



WHY DOES GOLD SUPPORT MY GOALS?

Achieving Gold rank is becoming a leader people want to follow by fortifying strong connections with others, and increasing in personal growth and achievement. Experience fulfillment as you support others in advancing with you. Advancing to Gold offers new levels of comoderie as you develop belief in your leaders. Gold is a dōTERRA rank reached when 3 people you have enrolled (on separate legs) have reached the rank of Premier.

Typical Gold monthly income = \$4,750*

(Includes Fast Start Bonuses + \$1500 Power of 3 + Unilevel)

HOW CAN I REACH GOLD?

- Prepare for the Gold Success Challenge by:**
 - Inviting 3+ to engage in the Premier Success Challenge
 - Complete pg. 2 of the Gold Planner
- Engage in the Gold Success Challenge:** Use the *Success Essentials* app or sharesuccess.com/gold
- Use the Lead Guide** and the *Natural Solutions Class in a Box*
- Maximize your success by developing Success Habits, including Daily Personal Development**
(Recommended Reading: *21 Irrefutable Laws of Leadership, How to Win Friends and Influence People, The 7 Habits of Highly Effective People*)

success

GOLD

CHALLENGE OVERVIEW:



1. Clarify

- Update Vision Board



2. Empower

- Review *Personality Types*



3. Engage

- Review *Invest for Success*



4. Nurture

- Map outteam recognition plan
- Complete *Platinum Planner*

LIVE GUIDE SHARESUCCESS.COM/GOLD

SHARE GUIDE BUILD GUIDE LEAD GUIDE NATURAL SOLUTIONS CLASS IN A BOX

*Average monthly earnings from *Opportunity and Earnings Disclosure Summary* - Earnings are based on performance.

Why I share and build doTERRA: _____

I am Gold on or before _____ and _____
Date at end of month

I feel _____ reaching this goal.
Express emotion in advance for how your achievement will feel to fuel your success

I am _____ on or before _____ earning _____ +/month.
Rank 90 days from now (Refer to Build Guide pg. 4)

I am _____ on or before _____ earning _____ +/month.
Rank 1 year from now (Refer to Build Guide pg. 4)

What are the top 3 actions needed to reach Gold?

1. _____
2. _____
3. _____

Power of 3 Planner. Fill out for \$1500 bonus

Retention Rate _____% _____% _____%
Current 30 day goal 90 day goal

BUILDER 1		GOAL: PREMIER +
NAME		
REQUIRED VOLUME		
5000+ OV		
TYPICAL ACTUAL VOLUME		
-		
VOLUME NEEDED		
=		
BUILDER 1 EXECUTIVE <input type="radio"/>	BUILDER 2 EXECUTIVE <input type="radio"/>	
NAME	NAME	
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME	
VOLUME NEEDED	VOLUME NEEDED	
Enrolled in Premier+ Success Challenge <input type="radio"/>		
Reviewed their Premier+ Planner <input type="radio"/>		

BUILDER 1		GOAL: PREMIER +
NAME		
REQUIRED VOLUME		
5000+ OV		
TYPICAL ACTUAL VOLUME		
-		
VOLUME NEEDED		
=		
BUILDER 1 EXECUTIVE <input type="radio"/>	BUILDER 2 EXECUTIVE <input type="radio"/>	
NAME	NAME	
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME	
VOLUME NEEDED	VOLUME NEEDED	
Enrolled in Premier+ Success Challenge <input type="radio"/>		
Reviewed their Premier+ Planner <input type="radio"/>		

BUILDER 1		GOAL: PREMIER +
NAME		
REQUIRED VOLUME		
5000+ OV		
TYPICAL ACTUAL VOLUME		
-		
VOLUME NEEDED		
=		
BUILDER 1 EXECUTIVE <input type="radio"/>	BUILDER 2 EXECUTIVE <input type="radio"/>	
NAME	NAME	
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME	
VOLUME NEEDED	VOLUME NEEDED	
Enrolled in Premier+ Success Challenge <input type="radio"/>		
Reviewed their Premier+ Planner <input type="radio"/>		

RECOGNITION Celebrate and savor your team's successes!

Rank Advancements

Top Enrollers

CELEBRATE GOLD

<p>BUILDER 1 PREMIER+ (5000 OV) <input type="radio"/></p> <p>BUILDER 2 PREMIER+ (5000 OV) <input type="radio"/></p> <p>BUILDER 3 PREMIER+ (5000 OV) <input type="radio"/></p>	<p>3 PREMIERS= you're</p> <h1 style="font-size: 2em; margin: 0;">Gold!</h1>
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*Calculate number of classes by dividing total PV needed by average class volume.

platinum PLANNER

It's Natural to Support & Strengthen



WHY DOES PLATINUM SUPPORT MY GOALS?

Growing to Platinum rank means becoming a leader whom leaders want to follow. Enjoy fulfillment found in supporting your team in achieving their own rank advancement and dreams. Experience success as you share in other's success. Platinum is dōTERRA rank reached when 3 people you have enrolled (on separate legs) have reached the rank of Silver.

Typical Platinum monthly income = \$8,833*

(Includes Fast Start Bonuses + \$1500 Power of 3 + Unilevel)

HOW CAN I REACH PLATINUM?

□ Prepare for the *Platinum Success Challenge* by:

- Inviting 3+ to engage in the *Silver Success Challenge*
- Complete pg. 2 of the *Platinum Planner*

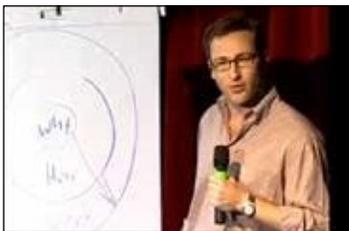
□ Engage in the *Platinum Success Challenge*: Use the *Success Essentials* app or sharesuccess.com/platinum

□ Use the *Lead Guide* and the *Natural Solutions Class in a Box*

□ Maximize your success by developing *Success Habits, including Daily Personal Development*

(Recommended Reading: *Rascal, Tribes, The Science of Getting Rich*)

PLATINUM success CHALLENGE OVERVIEW:



1. Refine

- Commit 3+ Leaders to *Silver Success Challenge*
- Refine your Why **P**



2. Lead

- Complete *Discovery your Gifts* **P**



3. Influence

- Complete *Find Your Fire* **P**



4. Strengthen

- Complete *Diamond Planner* **P**

platinum PLANNER



Platinum Plan

Support 3 Key Builders through the Silver Plan.

Why I share and build dōTERRA: _____

I am Platinum on or before _____ and _____
Date at end of month

I feel _____ reaching this goal.
Express emotion in advance for how your achievement will feel to fuel your success

I am _____ on or before _____ earning _____ +/month.
Rank 90 days from now (Refer to Build Guide pg. 4)

I am _____ on or before _____ earning _____ +/month.
Rank 1 year from now (Refer to Build Guide pg. 4)

What are the top 3 actions needed to reach Platinum?

1. _____
2. _____
3. _____

Power of 3 Planner: Fill out for \$1500 bonus

Retention Rate _____ % _____ % _____ %
Current 30 day goal 90 day goal

BUILDER 1		GOAL: SILVER +	
NAME			
BUILDER 1 ELITE <input type="radio"/>	BUILDER 2 ELITE <input type="radio"/>		
NAME			
TYPICAL ACTUAL VOLUME			
VOLUME NEEDED			
BUILDER 3 ELITE <input type="radio"/>			
NAME	Enrolled in Silver+ <input type="radio"/>		
TYPICAL ACTUAL VOLUME	Success Challenge		
VOLUME NEEDED	Reviewed their Silver Planner+ <input type="radio"/>		

BUILDER 1		GOAL: SILVER +	
NAME			
BUILDER 1 ELITE <input type="radio"/>	BUILDER 2 ELITE <input type="radio"/>		
NAME			
TYPICAL ACTUAL VOLUME			
VOLUME NEEDED			
BUILDER 3 ELITE <input type="radio"/>			
NAME	Enrolled in Silver+ <input type="radio"/>		
TYPICAL ACTUAL VOLUME	Success Challenge		
VOLUME NEEDED	Reviewed their Silver Planner+ <input type="radio"/>		

BUILDER 1		GOAL: SILVER +	
NAME			
BUILDER 1 ELITE <input type="radio"/>	BUILDER 2 ELITE <input type="radio"/>		
NAME			
TYPICAL ACTUAL VOLUME			
VOLUME NEEDED			
BUILDER 3 ELITE <input type="radio"/>			
NAME	Enrolled in Silver+ <input type="radio"/>		
TYPICAL ACTUAL VOLUME	Success Challenge		
VOLUME NEEDED	Reviewed their Silver Planner+ <input type="radio"/>		

RECOGNITION Celebrate and savor your team's successes!

Rank Advancements _____

Top Enrollers _____

CELEBRATE SILVER	
BUILDER 1 SILVER+ (3 ELITES) <input type="radio"/>	3 SILVERS = you're <i>Platinum!</i>
BUILDER 2 SILVER+ (3 ELITES) <input type="radio"/>	
BUILDER 3 SILVER+ (3 ELITES) <input type="radio"/>	

*Calculate number of classes by dividing total PV needed by average class volume.



Awaken the Possibilities

TAKEAWAYS

Want to put the principles you've learned into practice?
Jot down your biggest takeaways from each lesson below.

1

Finding Your Why

5

Using Personality Assessment In Your Business

2

The Habit Factor

6

Living In The Tension

3

Know Exactly What You Are Doing

7

The doTERRA Magic

4

The Rule of 5

8

Silver Focus



Awaken the Possibilities

TAKEAWAYS

Gold Focus

9

Build Your Business With Events

13

Platinum Focus

10

Lead With Love, Train By Rank

14

The Belief Blueprint

11

The Art Of Finding Builder

15

Passion + Persistence = Payday

12

Special Keynote Speaker

16

Now it's time to get started!

First, prioritize your takeaways, then make a list of three things you can start working on today. Remember, don't try to put everything in place at once.

1.

2.

3.
