

BETA
FEB. 2016



premier GUIDE



CONTINUE
YOUR
LAUNCH



LAUNCH
BUILDER 1



LAUNCH
BUILDER 2



HOW TO ACHIEVE PREMIER

PREPARE



- Place 150PV LRP order.
- ★ I prepare for rank advancement.
 - Power Mentoring (P.4-5)
 - Schedule Your Success (P.6-7)
 - Premier Planner (P.8-9)
- ★ I review my builder's rank planners.
- ★ I do a weekly Success Check-In with my mentor.



INVITE



- ★ I Add to my names list continually.
 - Grow Your Prospects (P.10)
- ★ I track top prospects.
 - Success Tracker (Launch Guide)
- ★ I sample and invite regularly.
 - Effective Sampling (P.11)
 - Tell Your Story (P.12)
 - PIPES Blitz (P.13)
- ★ I invite others to learn about opportunity.
 - Why You do What You Do (P.14)
- ★ I prepare my class hosts well for classes.
 - Class Planner (P.15)

PRESENT



- ★ I present the product.
 - Other Ways to Present (P.16)
 - Top 6 Teaching Tips (P.17)
 - Book Classes from Classes (P.18)
- ★ I present the opportunity.
 - Present the Opportunity (P.19)
- ★ I follow up with class attendees. (Drawing Entry Form)

LAUNCH 2+ BUILDERS

1 Complete Getting Started Checklist

- Builder 1
- Builder 2

2 Set Goals & Identify WHY

-
-

3 Fill in Elite Planner

-
-

4 Prioritize Your Names List

-
-

5 Set Daily Schedule

-
-

6 Prepare & Invite 45+ People to Presentations

-
-

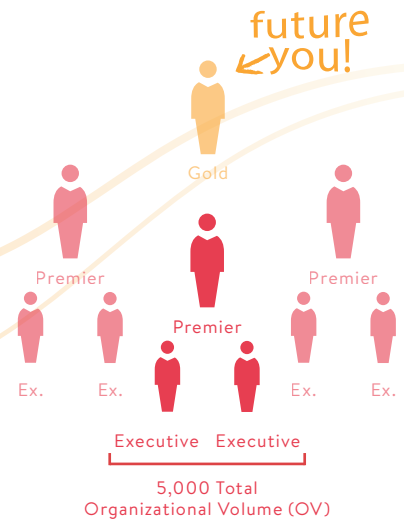
Believe in something bigger than you,
something big enough to inspire many dreams.



REFINE YOUR
MESSAGE ABOUT THE
Products & opportunity



GROW YOUR
CHARACTER &
CONFIDENCE IN
INTEGRITY



TARGET PREMIER INCOME = \$600/MO.

Achieve Premier by refining your message and belief in the product and opportunity. Understanding Premier rank is understanding Gold rank and higher! Use the steps below to grow into Premier rank, and to track your new builders' progress.

PREMIER

Watch the training videos for each section at sharesuccess.com/premier. Check each section you've completed!

ENROLL



- ★ I enroll 4+ new WA's monthly.
 - Be a Solutions Provider (P.20)
 - Overcoming Objections (P.21)
 - Advanced Placements (P.22)
- ★ I do Wellness Consults and enroll people in LRP.
 - LRP Workshop (P.23)
- ★ I enroll people in the opportunity.
 - Compensation Plan (P.24)

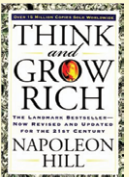
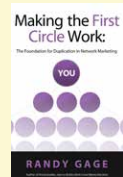
SUPPORT



- ★ I provide Continuing Education.
 - Continuing Education (P.25)
- ★ I promote team and company events, trainings Facebook groups, and calls.
 - Team Support Map (P.26)
- ★ I can Launch new builders.
 - Launch Builders (P.27)
- ★ I mentor committed builders.
- ★ I recognize my builders' success.

GROW YOUR CHARACTER

- ★ I am developing my character.
 - Developing Yourself: Integrity (P.28)
 - Build Belief in the Opportunity (P.29)
 - Read & share the Leadership Magazine
 - Find Your Kryptonite (P.30)
 - Refine Your Confidence Statement (P.31)
 - How to Create a Vision Board (P.32)



7 Present to 30+ People

8 Enroll 15+ People

9 Strategize Placements

10 Support New Members with Wellness Consults

11 Launch 3+ New Builders

12 Build Your Confidence

Review with your mentor monthly or as needed. Include your *Rank Planner*.

1. CELEBRATE & VALIDATE

What's working in your dōTERRA business?

Where are you now?

Current Rank _____

Average Monthly Income _____

Power of 3: \$50 \$250 \$1500

Where do you want to be? By when?

2. CHALLENGES & UPPER LIMITS

What is the gap between where you are now and where you want to be?

What is your biggest obstacle?

Why are your goals worth achieving?

3. DEVELOPMENT

What needs to shift in order for you to achieve your goals?

What personal development focus would best support your progression and eliminate blocks?

What actions do you need to take now to move forward successfully?

4. ACCOUNTABILITY & EXPECTATIONS

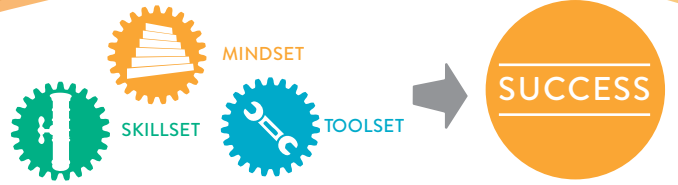
What support do you feel you need?

What will you do differently?

What actions will you take now to move forward successfully?

PREMIER

power MENTORING cont.



Rate yourself in each area to discover your strengths and where more focus, training, and support is needed for your growth. Fill in each box with a rating of 1-10.

SKILLSET Overall (1-10)
 MINDSET Overall (1-10)
 TOOLSET Overall (1-10)

BELIEF LEVELS

Elite	Product	<input type="text"/>
Premier	Company/Opportunity	<input type="text"/>
Silver	You	<input type="text"/>
Gold & Platinum	Your Builders	<input type="text"/>
Diamond	Your Why	<input type="text"/>
Blue & Presidential	Influence	<input type="text"/>

How certain is my belief at each level?

PEP

SUPPORT

How regularly do I do these building activities?

PREPARE

INVITE

PRESENT

ENROLL

SUPPORT

How well do I utilize these tools?

LIVE the Lifestyle
CUSTOMERS

SHARE the Product
SHARERS

BUILD a Business
BUILDERS

LEAD Others
LEADERS

SUCCESS PRINCIPLES

How consistently do I live these virtues?

= Change lives, grow yourself & get paid for it!

schedule YOUR SUCCESS

Make a habit of scheduling your success. As you approach each month and week with a plan, and learn to be more efficient with your valuable time, your success becomes more and more predictable!

Review the example and instructions of effective planning below, and then begin planning monthly and weekly on your own calendar! *Set a recurring reminder on your phone to do monthly and weekly planning!*

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
9am							
10am	SUPPORT Mentor new builders					PRESENT Continuing Ed. Class	
11am			INVITE Contact & follow-up		INVITE Contact & follow-up		
Noon				INVITE Contact & follow-up			
1pm							
2pm							
3pm		ENROLL Wellness Consults					
4pm							
5pm		INVITE PIPES Blitz		PRESENT Natural Solutions Class			
6pm							
7pm				Present Opportunity Intro			
8pm	PREPARE Team Call						

Example of a 13.5 hour dōTERRA week



WHAT KIND OF CALENDAR SYSTEM DO YOU USE?

Choose a system that works for you, and use it consistently.

Save the Dates!

BE SURE THESE IMPORTANT ACTIVITIES ARE MARKED ON YOUR CALENDAR FIRST.

MONTHLY ACTIVITIES:

- Family, personal, and work activities
- dōTERRA events
- Monthly team and other trainings
- Your PIPES Blitz (this can be a weekly activity!)
- Track Power of 3 bonus and rank qualifications (1st, 13th, 28th)
- Recognize team achievements

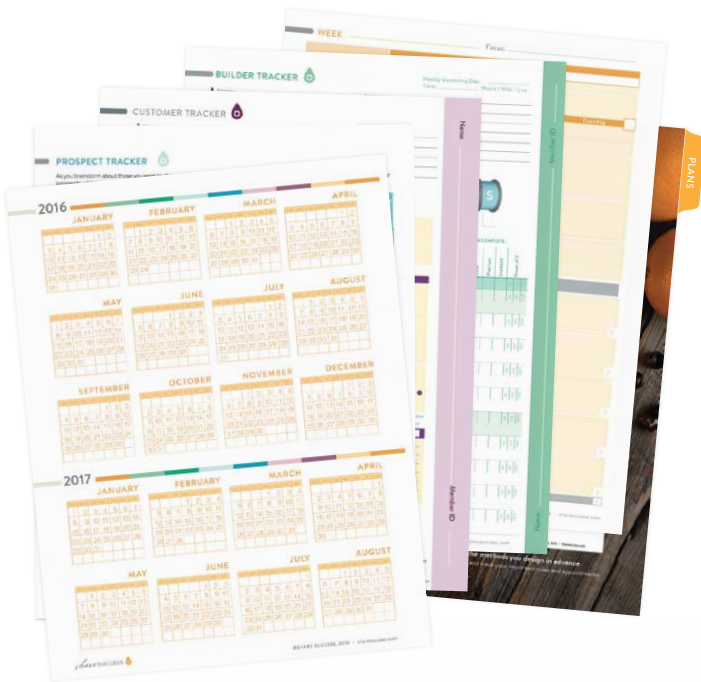
WEEKLY

- Team call and/or webinar
- I.P.E. (*invite, present, enroll*) activities

Success PLANNER

NEED AN EFFECTIVE SCHEDULING SYSTEM?

The *Success Planner* was designed to help you manage the most crucial things in your personal and your dōTERRA business life. Whether you use the *Success Planner* or your own system, the tracking sheets are available for free download at sharesuccess.com/library.



CALENDAR TOOLS

Plan your year, months, weeks, days, and even your to-do items with the provided calendar components.

PROSPECT TRACKER

Track details, health priorities, and interactions for your prospects.

CUSTOMER TRACKER

Track details, Wellness Consults notes, health goals, and Continuing Education interests for your customers.

BUILDER TRACKER

Track goals, progress, mentoring sessions, and detailed team progress for your builders.



Premier PLANNER

I AM PREMIER ON OR BEFORE

Date at end of month

And I feel

Express emotion in advance for how your achievement will feel to fuel your success

P

Premier

Enroll

25+ people
team-wide

Ex 2k+ Ex 2k+
5K min

PREMIER PLAN

Support 2 Key Builders through the Launch Process

♥ Why I share the dōTERRA natural solutions products & lifestyle: _____

||| Personal goals: _____

||| Personal Development Focus: _____

BUILDER 1

GOAL: EXECUTIVE + (2,000 OV)

- Reviewed their Elite+ Planner
- Enrolled in Launch Challenge

SCHEDULED VOLUME 2,000

Write all currently scheduled LRP volume. -

NEEDED VOLUME

Subtract scheduled volume from 2,000. =

NEEDED CLASSES

Divide needed volume by 500 (or your average class volume). ÷ 500 »

CLASSES SCHEDULED

- 1.
- 2.
- 3.
- 4.

ONE-ON-ONES Mark the number planned.

1 2 3 4 5
6 7 8 9 10

BUILDER 2

GOAL: EXECUTIVE + (2,000 OV)

- Reviewed their Elite+ Planner
- Enrolled in Launch Challenge

SCHEDULED VOLUME 2,000

Write all currently scheduled LRP volume. -

NEEDED VOLUME

Subtract scheduled volume from 2,000. =

NEEDED CLASSES

Divide needed volume by 500 (or your average class volume). ÷ 500 »

CLASSES SCHEDULED

- 1.
- 2.
- 3.
- 4.

ONE-ON-ONES Mark the number planned.

1 2 3 4 5
6 7 8 9 10

My Presentations

GOAL: PREMIER (5,000 OV +2 Ex. legs)

Focus on your own enrollments as you support your builder's endeavors.

CLASSES

List the classes you're presenting at or supporting.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

ONE-ON-ONES Mark the number planned.

1 2 3 4 5
6 7 8 9 10

Total Volume

Leg 1 scheduled volume _____
Leg 2 scheduled volume _____
Required total volume 5,000 OV
Needed volume* _____

- *Other additional volume can come from:
 - Volume over 2000 OV on Builder 1 or 2 legs
 - New Enrollments not on Builder 1 or 2 legs
 - Retail Sales / Preferred Members

*Enrollment Incentives: _____

i.e. Enroll with a kit within 24 hours of class to receive a dōTERRA keychain

*Book a Class Incentives: _____

i.e. Book a class to receive a keychain filled with Family Physician or AromaTouch oils at your class.

Complete this chart at the beginning of each month.

			\$250				\$1500
		\$50		TV TV TV	TV TV TV	TV TV TV	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
				TV TV TV	TV TV TV	TV TV TV	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
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**TV=Team Volume
(Needed TV is 600)

Highlight where you need to focus (i.e. new enrollees or customers on LRP).

grow YOUR PROSPECTS

EXPAND YOUR INFLUENCE!

Continually add to your list of prospects that you began during your business Launch. There are always people who are looking for what you are offering. First, evaluate your effectiveness in working your Names List by answering the following questions. Then use the suggestions below to identify additional people with whom you can share the dōTERRA products and opportunity.

1. Develop a system to organize your Names List so that you can easily track your prospects (Spreadsheet, app, etc.)
2. Determine a set number of contacts you will add to your list each week/day.
3. Schedule time each week when you will reach out to and follow-up with your prospects.
4. Use the *Success Tracker* from the *Launch Guide* to track top prospects up to and after enrollment.
5. Use these memory joggers to add to your list of 100+ people you know. Don't prejudge, just list.

WHO IS IN MY WARM MARKET?

Contacts Book/App
Business Cards
Christmas Card List
Church/Neighborhood List
Facebook Groups
Co-workers & Colleagues
Meet-up Groups
Club/Association Friends

WHO AM I RELATED TO?

Parents/In-laws
Grandparents
Brothers & Sisters
Aunts & Uncles
Cousins
Brothers & Sisters in-law
Children
Nieces & Nephews

WHO IS INTERESTED IN...?

Fitness/Health
Natural
Green/Organic
Family Values
Outdoors
Entrepreneurial
International

WHO SOLD ME MY...?

Bicycle
Bed
Blinds
Camera
Camper
Car
Computer
Copier
Cosmetics
Clothing
Dry Cleaning
Exercise Equipment
Eye Glasses
Fence
Flowers
Formal Wear
Furniture
House
Insurance
Jewelry
Mobile Phone
Pets
Shoes
Skin Care

WHO DO I KNOW FROM...?

Bed and Breakfast
Bowling
Camp
Car Wash
Church
Clinic
College
Garden Center
Golf Course
Government
Health Club
High School
Hospital
Hotel
Library
Museum
Past Jobs
Pharmacy
Post Office
Recycling Center
Resort
Restaurant
Spa
Supermarket
Travel
Tennis Court
Theatre
Thrift Shop
Vacations
Volunteer Group
Work

WHO IS MY...?

Accountant	Financial Planner
Aerobics Instructor	Flight Attendant
Antique Dealer	Gardner
Appraiser	Interior Decorator
Architect	Massage Therapist
Attorney	Nurse
Babysitter	Nutritionist
Baker	Office Cleaner
Banker	Ophthalmologist
Barber	Painter
Beautician	Pharmacist
Bookkeeper	Photographer
Bus Driver	Physical Therapist
Business Owner	Physician
Butcher	Piano Instructor
Carpenter	Plumber
Carpet Cleaner	Police Officer
Caterer	Psychologist
Chiropractor	Publisher
Consultant	Real Estate Agent
Dentist	Recruiter
Dermatologist	Reporter
Dietitian	Retired Executive
Doula	Sales Rep
Electrician	Security Guard
Engineer	Telemarketer
Facebook Friend	Veterinarian
Farmer	Yoga Instructor

Sampling is fun and easy! Simply follow this process to give others meaningful exposure to the power of dōTERRA oils and other natural solutions.

- 1 Find out what your prospect's health priorities are, and ask for permission to share a sample.

Ask: "How open are you to using something natural? If I gave you a sample for -----, would you try it?"

- 2 Prepare a sample or two that is relevant to those health priorities. Put 10-15 drops into a 1/4 dram (smaller) or 5/8 dram (larger) sample bottle, or in a 5ml roll-on bottle topped off with a carrier oil to allow more extended use. You can give someone a meaningful experience by offering just one or two samples.

- 3 When sharing, show how to use the sample, and set up a time to follow-up within a couple of days.

Ask: "Would it be alright if I call you in a couple of days to see how this oil is helping? What time would be best?"

tip

You may want to set up a new sharer/builder for success by offering them enough sample bottles, invitations, and/or *Intro Guides*, to set up their first classes for success.



Give others a taste of the solutions and possibilities that dōTERRA offers them with the *Healthy Can Be Simple Intro Guide*. This simple yet powerful tool is just right to share with an oil experience and sample.



You'll share more oil experiences if you have oils with you! Carry your eight favorite oils in a dōTERRA keychain, and let people try the ones they are most interested in. Replace as you share.

Always ask permission to follow-up when giving a sample! The fortune is truly in the follow-up! Schedule a time, and add it to your calendar right away.

Get comfortable telling your story by preparing to share powerfully and effectively. Spend time refining it and making it compliant by using the following brainstorming process.

Initial oil experience: What led you to bring dōTERRA into your life? What was the issue, challenge, struggle, or skepticism that dōTERRA solved for you?

Most memorable oil experiences: When have dōTERRA products made an impact in your life?

This can be your own experiences or those of someone you know. While dramatic stories are fun, the most compelling stories are those that are relatable and applicable. For product testimonials, share from a place of supporting healthy body functions, rather than making disease claims. (i.e. "I had been looking for something to support my respiratory system for years, and the Breathe blend was the amazing experience I was looking for.")

How has dōTERRA impacted your lifestyle, dreams, and goals? What was life like before, what is life like now, and where do you see yourself in the future with dōTERRA?

Evaluate these experiences and choose those that are the most powerful. Omit anything unnecessary. Share your refined experiences with **five** people! Share with your mentor what you've learned about your WHY through this experience.

Do a PIPES Blitz any time you want to add a burst of momentum to your business. Time block 30 minutes onto your calendar to make a high volume of connections in this short amount of time through text messaging. Consider blitzing with other team members to create a fun contest. Blitz at least once a month, and even weekly if you want to speed up your growth.

I.P.E. (PROSPECTING) BLITZ

1. Accept a sample
2. Come to a class
3. Host a class
4. Enroll as a Wellness Advocate



SUPPORT BLITZ

- | | |
|--------------------------------|------------------------------------|
| 1. Schedule a Wellness Consult | 6. Enroll in a rank challenge |
| 2. Schedule a Builder Consult | 7. Promote events |
| 3. Attend a team event | 8. Run a contest |
| 4. Attend a team call | 9. Follow up on product experience |
| 5. Receive Power Mentoring | |

SCRIPTS

All-in-one

I am in a 30 minute contest to introduce as many people as I can to the benefits (sometimes life changing) of using dōTERRA essential oils. There is one of several ways you could participate. By helping me, I WILL make sure YOU are greatly benefited with amazing incentives (FREE oils). I also get points for "no's" so please let me know either way! Here's how you can help:

1. Agree to let me send you a free sample.
2. Agree to attend a class.
3. Agree to HOST a class (free oils).
4. Sign up for a wholesale account (even MORE free oils).

Let me know how you'd like to participate!
Thank you!! :-)

Attend a class

Hi! I'm in a 30 minute contest to see who can commit the most people to attend essential oil classes. Would you help me out by coming to a class? I have a gift for you if you will!

Host a class

Hi! I am in a 30 minute contest to see who can schedule the most essential oil classes in January. Would you help me out and host one? I have a gift for you if you will!

Enroll

There's a 30 minute flash sale happening right NOW! If you get the _____ kit you've been thinking about, you get _____ as a FREE gift. I don't want you to miss it! Here's the link to enroll: (your link)

All-in-one

Hi _____, I'm thinking of you, and I want to reach out to see how I can best support you! I'm in a 30 minute contest to offer builders really great support! Could you tell me which of these things might be most meaningful to you?

1. Schedule a Wellness Consult
2. Schedule a Builder Consult
3. Attend a team event
4. Attend a team call
5. Receive Power Mentoring
6. Enroll in your next rank challenge

Schedule a Wellness Consult

I know you're excited to get the best results from your oils, and I'd like to spend some time with you and provide a Wellness Consult! Can we schedule that right now?

Attend a team event

Hi! I want to support you, and have been thinking of some inspired things you can do to see the results you desire. There is a team event on. Shall we go together and chat while we drive?!

Enroll in a rank challenge

I know you're really determined to achieve your next rank goal, and I want to help! There's a contest right now to get builders signed up for the rank challenges. Can I help you get signed up for the _____ challenge?

Why YOU DO WHAT YOU DO

"Don't be afraid to go out on a limb; it's where all the fruit is." - Shirley Maclaine

A great way to engage someone in a conversation about dōTERRA is

to ask, "What do you do for a living?" Listen and learn from the other person's response. Be ready when they ask you what you do. Have a compelling response prepared that captures the essence of your passion for sharing dōTERRA, and how it benefits the person with whom you're sharing.

Be authentic when sharing what you do. If dōTERRA is not your full-time income, it may feel odd to act like dōTERRA is all you do. Try a statement like, "By trade I am a (waitress, accountant, etc.), but my passion is helping people achieve their health priorities!"

The goal of sharing what you do is to capture the other person's interest within 10-15 seconds, and have them respond with, "Oh that's interesting. How does that work?" Their response is great feedback on how effectively you've opened the conversation. The point is to create an opportunity to share.

Experiment with one of these models to formulate an effective response when people ask what you do.

SOLUTIONS PROVIDER APPROACH

You know how (name an issue people deal with)...?

"You know how a lot of people struggle with working jobs they don't like?"

Well I teach people (.....) so that (resolution of the issue).

"Well I teach people to create their own residual income from home so they can do what they love doing."

When they respond with, "Oh really, how does that work?", invite them to learn more with an *Intro Guide, Build Guide, or invitation to an event.*

"I'd love to set a time to sit down with you and share about how you can engage in an opportunity to both love what you're doing and be rewarded for it Would it be alright if....?"



PERSONAL TESTIMONIAL APPROACH

Share your challenge

"I used to struggle with feeling trapped by a job that kept me from spending the time I want with my family."

Share what you tried

"I wished for more freedom, but I had no idea how to go about actually obtaining it."

Share the better way (include your skepticism or confidence)

"My sister said she and her husband were building a residual income business, and that they found a lot of meaning in the work. I was doubtful at first, but also curious."

Share your new empowerment

"Now I've learned that any determined person can create time and financial freedom, and my whole future is brighter. I love what I'm doing."



Use the Class Planner to help class hosts and new builders prepare for a successful event. Details covered in this planner can make the difference between a high-enrolling event and a low one! Print extra copies from sharesuccess.com/library.

CLASS PLANNER



Host: _____ Title: _____ Date: _____

Location: _____ Presenter: _____

Meet together as host and presenter to divide responsibilities and plan a successful class. Remember - you'll teach the class for a host, but you'll want to groom new builders to be able to teach independently!

1. PREPARATIONS

Prepare attendees by following the invitation script in the *Share Guide*.

Prepare Room

- Lighting and well-ventilated
- Only put out a few chairs, and bring in more as needed
- Create a space for presenter to teach from with a simple product display area

Refreshment Options - sharesuccess.com/classfood

- Drinking water
- Optional: add Lemon, Wild Orange, Grapefruit/Cassia, or Slim & Sassy
- Food ideas:
 - Apples in OnGuard or Wild Orange water
 - Yogurt fruit dip with Cassia
 - Guacamole with Lime
 - Chocolate with Peppermint

2. PRESENTATION

Host Shares:

Class 1

Share oil experience
Intro and edify presenter

Class 2

Share oil experience
Portion of class

Class 3

Beginning
Ending/Close

Class Tools

- Drawing Entry forms
- Class Handouts (i.e. *Natural Solutions*)

Teaching Helps

- Oils for experiences
- Product to display (LLV, any specials, etc.)
- Diffuser
- Essential Oil Reference Guides
- Pens/Pencils
- Optional:
 - Giveaways/Host Gifts
 - Demonstration materials
 - *Product Guides*
 - Other Class Handouts and/or product info

Closing Tools

- Live Guides
- Share Guides
- Build Guides
- Book a Class or blank calendar page to book classes and Wellness Consults
- * Ideal closing support: 1 WA per 3-4 guests

3. NEXT CLASS

Host: _____ Title: _____ Date: _____

Location: _____ Presenter: _____

OTHER WAYS TO *present*

There are many ways to present to prospects. In addition to traditional classes, be familiar with these additional methods to present. Use the 3 *Interactions* to effectively invite prospects to any of these presentations.

ONE-ON-ONE *Allows for a more intimate and personalized presentation.*

- Bring a *Natural Solutions Handout*; *Live, Share, and Build Guides*; Essential oil reference book; diffuser (if applicable); oils to share (consider a portable oils sample case); and any products that meet the prospect's specific needs.
- Optional - laptop to play the *Natural Solutions Class DVD* or other support videos.

VIRTUAL PRESENTATION *Allows you to present to a person or group from anywhere via Zoom, Skype, or Hangouts.*

- Mail or email class handouts (download at sharesuccess.com/library). Mail samples if possible.
- Ensure you and the guest(s) have the needed accounts, software/app, and link to your meeting or presentation.

3-WAY CALL *Provides the support and credibility of your upline.*

- Coordinate time between your upline and your prospect. Determine who will initiate the 3-way call.
- Discuss with your upline who will lead the call beforehand.
- If you have more than 3 people on the call, consider a free conference number (obtain at freeconferencecall.com). Be sure to distribute the number and pin to your guests prior to the call to avoid delay.

ONLINE WEBINARS & VIDEOS *Excellent for long-distance relationships.*

- Mail or email prospect a *Natural Solutions Class Handout* beforehand so they have a reference point and an enrollment form prior to viewing.
- Send the webinar or video link to your prospect. If it is a live webinar, be sure to note the time.
- Confirm the date and time by which your prospect will have watched it, and arrange a follow-up call beforehand.
- Be prepared to invite your prospect to enroll after the webinar.

ATTEND AN EVENT WITH GUEST(S)

Invite a guest to attend an event with you. If possible, arrange to meet at a Starbucks or in-between place beforehand. Then help them enroll at the event or a later time with the steps to enrollment.

LOCATIONS TO PRESENT

- Your home
- A sharer's home
- A coffee house/juice shop
- A park
- A barbeque
- A chiropractor's office
- Health food store
- An airplane
- A gathering
- Other

CLOSING

- Invite guests to enroll using the same closing process as a class, including 6 Questions to Close an Enrollment Kit.
- When your presentation isn't in person, have your prospect text or email you a picture of their enrollment form, or gather the enrollment info over the phone.
- Enter enrollments into the computer once you've determined optimal placement.

TOP 6 TEACHING *tips*

1. Be clear on your intention. State from the beginning that you want to educate and empower people.
2. Get involvement from the audience. Ask powerful questions to ignite emotion and commitment. If it doesn't matter to them, it doesn't matter.
3. Enroll throughout the entire class. Ask questions that engage the audience to enroll them. Whatever they say becomes gospel truth for them. Use the enrolling questions on the handout to engage the audience. Pause and give them a quiet moment to write their answers to the fill-in-the blank questions.
4. Don't be the expert. Let the class handout, references or an app be the expert. You're there to connect them to the value these have to offer.
5. Give people something to connect to. Be vulnerable. Share your story and your emotions.
6. Let the oils do the magic. Get oils on people ! When you share an oil, offer a brief testimonial, and demonstrate how to use the oil before you pass it around. Your role is to connect the audience to the amazing value the oils bring by creating experiences.

6 THINGS TO NEVER SAY AT A CLASS

1. "I invited so many people, and I can't believe no one came."
Instead, try, "This is great because I love more intimate classes." Make sure those who show up have an amazing experience.
2. "I'm hosting this class because _____ asked me to."
Instead, share why you are happy for the attendees to experience dōTERRA.
3. "I don't really know much about essential oils, but..."
You know more about essential oils than most people. And you have powerful resources to connect people.
4. "These oils (or products) can cure, heal, or prevent..."
Replace sickness language with wellness language. Instead of saying, "Breathe cures asthma," try, "Breathe provides incredible respiratory support for me and my family." Let the audience create their own connections to how the products can support specific priorities.
5. "Some of the oils are really expensive."
Everybody's perspective of money is different. Focus on communicating the value, the savings, and the benefits of the oils.
6. "I've invited you all to learn about oils, but don't worry - you don't have to buy anything."
Instead of assuming people are on guard about being sold something, focus on educating and empowering people, and invite them to invest in their well-being.

book CLASSES FROM CLASSES

Get the ball rolling and your business growing by booking classes from classes! One of the most simple ways to continue growing your network is to invite class attendees to host a class of their own. This way, new people are continually coming through the pipeline.

WHAT YOU'LL NEED:



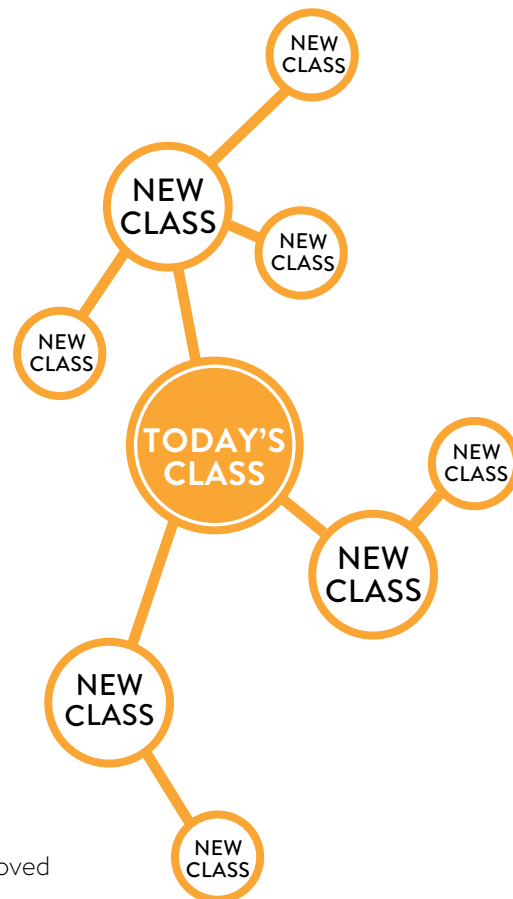
- **An Intention:** Always write down your intended results prior to a class. Include how many classes you'd like to book from the class you're teaching (if you can book two classes from each class, you'll never run out of people to teach!)
- **Blank Calendar Page:** Print a blank month-view of a calendar. Circle four dates you'll be available to teach so you can book new classes during your event.
- **Host Gift:** Bring a simple, affordable host gift. Consider a dōTERRA on-the-go keychain.

Remember that individuals who enroll in the Share Program can earn a free gift from dōTERRA in addition to the hostess/host gift you provide.

THE PROCESS:

1. Thank the class host. Offer your sincere appreciation in front of the class, and share that the host will be able to choose a free product package from the Share Program.
2. Offer an incentive for hosting: Consider an 8-vial keychain (this is great to talk about in the middle of the class, rather than the end.) Tell them how they can earn a package from the Share Program too!
3. Clarify requirements: "This is a fantastic gift for when you have 6 or more qualified attendees at your class."
4. Invite to book a class now: Consider offering a couple of sample bottles or a 5ml Wild Orange for booking a class that night.
5. Pass around the calendar page: Send around your calendar page with 4 dates circled right then, during the middle of the class.

Show your excitement, and come from a space of certainty that people are excited to host classes and share these precious oils with their friends and loved ones. Excitement and certainty are contagious!



PRESENTING THE *opportunity*

Intentional builders arise frequently from unexpected places. Be on the look out for clues in conversatin, social media posts, and other interactions that can open the door for a conversation about the dōTERRA opportunity. Strong builders are made by experiences with the products and by an introduction to the opportunity that shows them how dōTERRA can help them get more of what they want in life.

INVITE

Discover what their needs and goals are. (i.e. Greater financial freedom, income to reach specific goals, a sense of purpose, or satisfaction from a worthy cause.) You must first know this to know how the dōTERRA can meet their needs.

“Do you keep yourself open to new business/income opportunities?”

“Would you be open to learning about a way to create another income stream?”



This is a grate time to invite them to watch the documentary *Rise of the Entrepreneur!*

Risemovie.com

PRESENT *There are many ways to present the opportunity!*



BUILD GUIDE

Take your prospect through *the Build Guide*. Share with them the income pipeline story, why network marketing and dōTERRA are a smart choice, how the comp plan works, and the roles they can choose to play.

VIRTUAL BUILD INTRO

Invite your prospect to watch the Share Success *Build Guide* video, which isa virtual tour through the *Build Guide*. They can even view a digital version of the guide!

sharesuccess.com/build

UPLINE HELP

Use your upline’s support! Ask your upline mentor to do a 3-way call, a 3-way meeting, or even an opportunity class!

ENROLL

Invite them to do the First 3 Steps at the end of the *Build Guide*.

- This is the first screen to help you identify intentional builders, and it will also set builders up with the foundation to Launch their business effectively. The builders you want to invest your time in are the builders who make these steps a priority.
- Schedule a follow-up within 48 hours of their commitment. Let this be the beginning of a series of commitments and follow-up experiences as they begin building.
- Be prepared to launch your new builder with the *Launch Guide* and sharesuccess.com/launch.

BE A *solutions* PROVIDER

People respond favorably when you share how you are a solutions provider. It enables you to form more meaningful connections and have people respond to your invitations in a whole new way.

“When people have fear around sales, it’s because they don’t want to be salesy, pushy, or aggressive... Showing up to serve always puts you in a place, energy, and space where you are not a salesperson; you are a solutions provider.”

- Tiffany Peterson

What are all the ways my product meets people’s needs?

What are all the ways dōTERRA’s business opportunity meets people’s needs?

As you write consider...

- How do the oils help others with their wellness?
- How do the supplements better people’s lives?
- How does LRP enhance people’s experience and results?
- How do natural solutions shift people’s wellness experiences?

As you write consider...

- How does being in business for yourself meet people’s needs?
- How does residual income affect people’s lifestyle?
- How does our team experience (network marketing) change the work experience?
- How does creating your own destiny change people’s life experience?

Who can I reach out to today, and how can I offer serve them?

Show up to serve, and people will want to know how what you have to offer benefits them. Come from a place of service each day as you seek opportunities to share.

overcoming OBJECTIONS

OBJECTIONS & SMOKESCREENS

Objections and smokescreens are different from genuine concerns. An objection is something a prospect will throw up to deflect purchasing or pressure to think about something unimportant to them. A genuine concern is something the prospect is interested in resolving in order to achieve the improvement they seek.

Your role is to ask questions and obtain permission to help prospects find solutions to their concerns. You can overcome concerns by providing more value. Value can come in the form of additional information or added insights as to how dōTERRA can help the prospect get what they want.

CONCERN	DESCRIPTION	QUESTION	PERMISSION	INFORMATION
MONEY	Money is given as an objection because it is socially acceptable and is a sign of doubt in another area.	If you had the money, would you want ___?	I would hate for money to be the only thing that stops you from ____. Can I brainstorm with you and figure out how to find or create the resources?	Untapped earning potential, items to sell, credit available, payment plans.
TIME	Time is given as an objection when the person has: <ul style="list-style-type: none"> • A lack of order • A struggle with integrity to self • Lack of support in their life • They need an increased vision of what is possible 	If you made time for ____, what do you see could happen?	Do you feel the result is worth it? Would it be okay if I give you some examples of what others have done?	Reiterate their goal, go over the benefits, give stories of others who had little time.
SPOUSE	Usually ties back to money <ul style="list-style-type: none"> •Option 1- the spouse really will support them •Option 2- the spouse will be unsupportive 	When you talk to your spouse, what do you think he/she will say?	Can I share with you what I've learned?	Educate on how to talk to their spouse. I've found that when they experience an oil they are a lot more open. Would you like to take a sample and an Intro Guide for them to experience?
DON'T NEED	They feel that they are already healthy and don't believe they need dōTERRA to get healthier	What is the most important part of your wellness to improve?	Can I share with you what I've learned?	Share your personal experience about how your life and health improved in many unexpected ways.

FEEL, FELT, FOUND

The most successful Wellness Advocates honor people's concerns. What may seem silly to you might be very important to them. Develop a sense of trust and respect with the *Feel, Felt, Found* process: "I know how you feel. I felt the same way when I was just getting started. What I found was_____ (share your story or experience)."

Practice overcoming concerns in a safe, role-playing environment. Focus your energy into helping people get what they want (which means you must first ask them what they want)!

OPPORTUNITY CONCERNS

For someone to feel secure in investing in the opportunity, you may need multiple interactions. Get to know the history of the company outlined in the *Build Guide*. Be prepared with your own story, as well as testimonials from the *Leadership Magazine*. Most importantly, keep your focus on what they want, and what it would take to create it through the dōTERRA opportunity.

Placement of each Wellness Advocate is a critical decision. Counsel closely with your team leader(s) to achieve the necessary clarity to move forward powerfully.

Each person that you enroll in dōTERRA is like a precious seed. Take care to choose the best place to plant each seed so it can grow into the most productive tree. Each person's placement determines with whom they will work during their dōTERRA growth season. For most, that season will last decades. Their growth into a dōTERRA leader can be impacted greatly by those they work with. Plant in fertile soil with a grower that will tend to and promote growth as that seed becomes a fruitful tree.

HOW TO PLACE ...

1 UNDERSTAND THE ROLE THEY CHOOSE RIGHT NOW.

Ask which role they wish to play right now during their Wellness Consult or at the time of enrollment.

2 HAVE A CLARIFYING CONVERSATION WITH THE CHOSEN SPONSOR.

Coordinate with the sponsor you choose to determine how the new member will be supported.

3 MARK ANY POTENTIAL SPONSOR CHANGES ON YOUR CALENDAR.

If you might move the new member with the 14 day or 90 day move, mark the deadline on your calendar.

dōTERRA ROLES

Customer: Someone who simply wants to enjoy using the products.

Sharer: Someone who wants to share with others, and host occasional classes (and may participate in the Share Program).

Builder: Someone actively engaged in PIPES and growing a business.

Leader: Someone who is leading intentional builders (Silver or above, by company definition).

12-14 DAY REVIEW:

Sponsorship changes can be made once for personally enrolled Wellness Advocates during the first 14 days of enrollment. Ask a new enrollee which dōTERRA role they wish to play after enrollment. Near day 12, review the current placement of this enrollee to determine if their placement is ideal. To move or change the sponsor in their first 14 days following enrollment, simply log into your virtual office at www.mydoterra.com, click Team, then Sponsor Changes.

90-DAY PREMIER MOVE

If a new enrollee achieves Premier within the first 90 days of enrollment, the enroller has the option of moving that Premier anywhere within their organization. Always let the sponsor know of your intentions to potentially move a builder. Consider the overall health, morale, and trust of your organization before choosing this option. To exercise a 90-day Premier move, submit the Premier move application within 10 days of their rank advancement.

PLACE HOLDER

If you have not identified 3 intentional builders, and you need to place personal enrollments, you may want to use a place holder. Enroll a trusted family member (i.e. grandparent or sibling) who will hold that spot until you can transfer an intentional builder into the space using an Account Transfer form. The place holder does not need to be active in dōTERRA while they hold the spot.

6 MONTH INACTIVITY MOVE

A Wellness Advocate can request a sponsor and enroller change after 6 months of inactivity. To request this change, they can email their proposed sponsor and enroller to placements@doterra.com.

LRP workshop

Nature was man's first medicine. Everything we need can be found there.
- Emily Wright

The value your customers place on Loyalty Rewards will be a close reflection of the value you place on it yourself. Discover here the kind of energy you have for this fundamental building block of your business.

- Loyalty Rewards is a worthwhile program with valuable offerings. ☆☆☆☆☆
- People are excited to get their oils at the best price, and they enjoy the rewards and benefits Loyalty Rewards provides. ☆☆☆☆☆
- People value the autoship feature of Loyalty Rewards. ☆☆☆☆☆
- People are eager to utilize Loyalty Rewards as a tool to fuel their continued progress in living a natural solutions lifestyle. ☆☆☆☆☆
- Business builders will be confident and comfortable placing a 125+ PV Loyalty Rewards order before the 15th as a small investment in their wellness and business. ☆☆☆☆☆
- I personally value Loyalty Rewards as an investment in my wellness and in my business. ☆☆☆☆☆



Take note of the scores you marked above. Strengthen your belief in the Loyalty Rewards Program by journaling here, and by talking to your mentor about the benefits and value they've experienced with it.

WHAT VALUE DO I RECEIVE FROM LOYALTY REWARDS?

HOW CAN I SHARE THIS VALUE WITH OTHERS?

RETAIL PROFIT

Independent Product Consultants ear 25% profit on the purchases made by their Retail Customers.

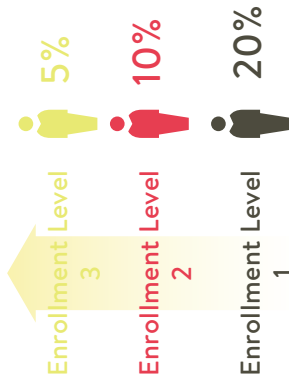


PREFERRED MEMBER SPONSOR BONUS

Independent Product Consultants ear 25% on the PV from purchases made by preferred members.

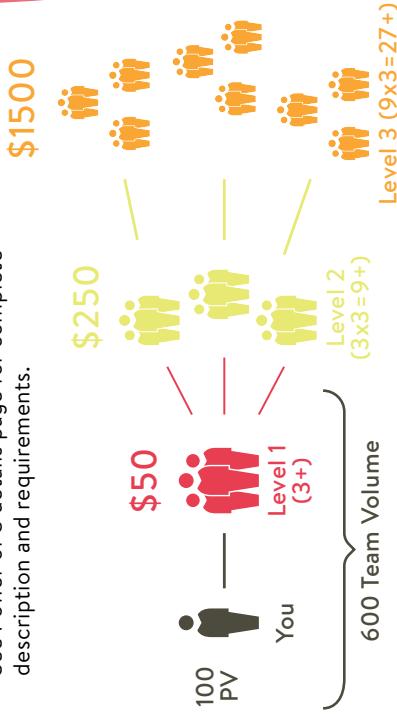
FAST START BONUS (paid weekly)

Paid on New Enrollee volume for their first 60 days. Enroller must have a 100PV Loyalty Rewards order to participate.



POWER OR 3TM TEAM BONUS (paid monthly)

See Power of 3 details page for complete description and requirements.



UNILEVEL ORGANIZATIONAL BONUS (Paid monthly on compressed organizational volume)

PAID AS TITLE	CONSULTANT	MANAGER	DIRECTOR	EXECUTIVE	ELITE	PREMIER	SILVER	GOLD	PLATINUM	DIAMOND	BLUE DIAMOND	PRESIDENTIAL DIAMOND		
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100		
Monthly OV	*	500	1,000	2,000	3,000	5,000	*	*	*	*	*	*		
Qualified Legs*	*	*	*	*	*	2	3	3	3	4	5	6		
Leg Requirements	*	*	*	*	*	Executive	Elite	Premier	Silver	Silver	Gold	Platinum		
Level 1	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%		
Level 2		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%		
Level 3			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Level 4				5%	5%	5%	5%	5%	5%	5%	5%	5%		
Level 5					6%	6%	6%	6%	6%	6%	6%	6%		
Level 6						6%	6%	6%	6%	6%	6%	6%		
Level 7							7%	7%	7%	7%	7%	7%		
Dynamic Compression														
3% INFINITY PERFORMANCE POOLS (paid monthly on total company volume)						LEADERSHIP PERFORMANCE POOL			DIAMOND PERFORMANCE POOL					
Performance Pool Shares: Earn additional shares for each new personally enrolled Elite (Leadership Performance Pool) or Premier (Diamond Performance Pool) †						1	1+	5	10	1	2	3		
						2%			1%					
3% DIAMOND POOLS (paid monthly on total company volume)						DIAMOND POOL			B. DIAMOND POOL			P. DIAMOND POOL		
Blue Diamond & Diamond Rank Shares: Earn additional shares for each new personally enrolled Premier †						3			3			3		
Presidential Diamond Rank Shares Earn additional shared for each new personally enrolled Silver †						1+			1+			1+		
						1%			1%			1%		

*Legs must be personally enrolled. † Must be first-time qualifiers, unlimited shares. See company policies for details.

WHAT HAPPENS AFTER A CUSTOMER IS ENROLLED?

The customers who experience the most significant results and who remain the best long-term customers are the ones with the greatest education! Provide Continuing Education in order to empower your customers and builders with valuable product knowledge and experience.

WHO WOULD YOU INVITE TO CONTINUING EDUCATION?

Everybody! In health and wellness, education is education is both critical and key to their product use success. We want to empower everyone. Invite these people to your continuing education events:

- New customers
- Inactive customers
- Builders seeking greater product knowledge
- Prospects who didn't enroll at their first class
- Prospects seeking greater education before they enroll
- Existing, active customers

SUGGESTIONS FOR CONTINUING EDUCATION

SPECIALTY CLASSES

Consider offering a specialty class once a month with different topics each month. Topics could include things such as:

- Emotional well-being
- Back-to-school
- Mommy and baby support
- Winter make and take
- Oils for pets
- Oils and cooking
- Green cleaning
- Facials and spa care
- Sleep and intimacy
- Ideal weight

SECOND WELLNESS CONSULTS & 90-DAY PLANS

A second Wellness Consult is an incredible investment in your customers! The more tailored you can help them make their wellness regimen, and set up a 90-day plan, the more they'll order going forward.

Consider scheduling a second consult during their first consult, or getting in touch near the end of their 90-day wellness plan.

ESSENTIAL OILS BOOK CLUB

Invite current essential oil users to get together to explore creative and new uses of their oils and other products with the help of your favorite essential oil resource guide.

People value a sense of community, and a common ground for deeper learning can be of tremendous value to Wellness Advocates who seek greater well-being.

DRAWINGS AND OFFERS

Notify your customers of company-offered promotions and incentives. These can increase LRP orders without out-of-pocket expense of your own.

Occasionally, consider offering special incentives to stimulate new orders from customers who haven't ordered in a while. Tie these incentives to attending or hosting a class.



team SUPPORT MAP

dōTERRA is a community filled with support.

Connect customers and builders to the supports that will help them thrive at whatever level they choose. Use this sheet to write details of the resources you value so you can know what things to promote to your team.

PREMIER



COMPANY EVENTS

- Convention _____
- Spring Retreat _____
- Leadership Retreat _____
- Regional Training _____
- AromaTouch Training _____

APPS

- _____
company app
- _____
product app
- _____
builder app

TEAM TRAININGS

- _____
new builder training
- _____
general team training

EMAIL CAMPAIGNS

- _____
new customer
- _____
new builder

WEBSITES

- _____
product information
- _____
builder tools
- _____
builder training

FACEBOOK GROUPS

- _____
product user group
- _____
builder group
- _____
builder group

TEAM CALLS

- _____
builder call
 - _____
builder call
 - _____
mastermind call
- _____ purpose
- _____ purpose
- _____ purpose

Much like launching a rocket ship, successfully launching a dōTERRA business requires a great amount of commitment at the beginning. The sequence and intensity of launching new builders greatly influences their rate of success. The Share Success duplication system outlines the time structure and ideal steps for new builders to launch most effectively. Follow this outline to help you launch your new builders.

BUILD GUIDE



Start a new builder with the First 3 Steps in the Build Guide.

- Do NOT skip these steps!
- Invite them to text you a picture of their Names List and the dates for their events within 48 hours.
- Remember that these first steps will help you identify intentional builders, and filter them from those less committed.

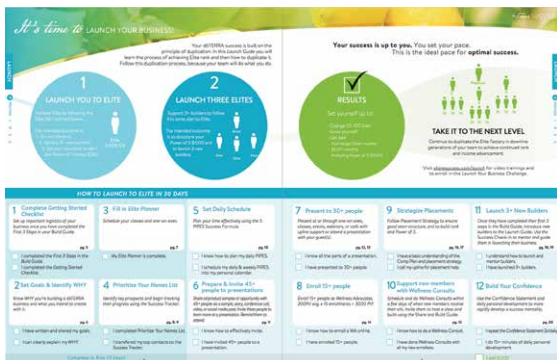
BEGIN LAUNCHING



Give the first 4 steps of the Launch Guide as the next commitment.

- Invite them to text you when they've completed these steps within 72 hours of launching.
- Schedule short and frequent communication (every 2-3 days) as they first get started.
- Always schedule the next follow-up interaction.
- Make yourself available to do these preparation steps with your builder if needed.

COMPLETE LAUNCH



Guide them through the rest of the Launch process.

- Continue this pattern of small commitments and accountability through steps 5-12.
- Teach them to trust the process, and to follow it exactly.
- Remember that launching a business is like launching a rocket ship - you begin with high intensity to start the journey right.
- Be sure you guide your builder through the *Launch Guide* and with the Launch website, sharesuccess.com/launch. Leverage the training videos, and let the experienced mentors in the videos help mentor your new builder with you!



developing you: INTEGRITY

True leaders don't just do what leaders do; they develop character to *become* a true leader. The stronger your character, the stronger your pipeline will be. As you develop your character, focus on *becoming* the character traits you want to duplicate.

How can I develop attributes that will make me a more powerful leader?

How will developing these attributes help me fulfill my purpose?

CHARACTER FOCUS FOR PREMIER: INTEGRITY

Resources to develop greater integrity:

- "Speed of Trust" - Stephen M. R. Covey
- "The Empty Pot" - Demi
- "Integrity: The Courage to Meet the Demands of Reality" - Henry Cloud

IN INTEGRITY

- I only enroll people who are not currently active Wellness Advocates.
- I always do what I say I will do.
- I speak about the products in approved ways.
- I take enrollment of another's contact only after disclosing all benefits of keeping enrollment, and coming to a mutual agreement.
- I use incentives to create value as needed.
- I place new enrollees under intentional builders.

OUT OF INTEGRITY

- I encourage people from other teams to switch to my team to work with me.
- I don't carry through with my commitments.
- I exaggerate product claims in non-compliant ways.
- I take enrollment when I consider the person who invited them to be uncommitted, or when I want the enrollment for myself.
- I give away too much to get an enrollment.
- I place new enrollees under non-builders.

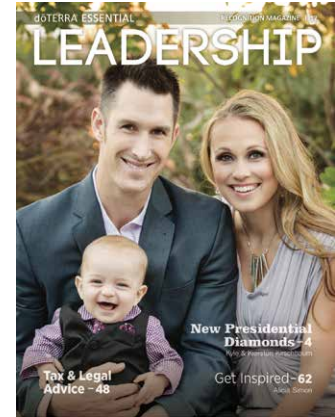
Why is integrity an important leadership characteristic?

How can I develop greater integrity now?

grow belief IN THE OPPORTUNITY

Belief in the dōTERRA opportunity is the fundament of Premier rank. As you learn the tremendous value that network marketing and dōTERRA afford any builder who self-selects, you will be better equipped to attract quality intentional builders to your team.

Why is dōTERRA the perfect opportunity for me?



Read stories of success in the Leadership Magazine to build great belief in the opportunity. See how people like you are achieving their dreams and making a difference. Share your favorite stories with others.

doterrabusinessblog.com/leadership-magazine

PREMIER

BELIEF LEVELS



Obtain a copy of Rise of the Entrepreneur, a documentary by leading business and financial experts on the relevance and power of network marketing. (This is a GREAT way to introduce someone to the opportunity!)

risemovie.com

LIMITING BELIEF

I don't trust dōTERRA as a viable business vehicle. Network marketing is a scam. I'll never make any money. I'm overwhelmed and don't know where to start. You had to get in early or be at the top to make money.

I don't know enough to use or share oils effectively. They're too expensive. I can't afford LRP. I won't use enough for a 150PV LRP. I trust others more than myself with my health.

EMPOWERING BELIEF

I am learning the ways dōTERRA is a vehicle for success. I leverage the strengths of network marketing in business. I live in harmony with the law of the harvest. I am supported by proven systems that help me grow. I joined at the right time, and I am achieving my goals.

I know enough for today, and I know where to learn more. I honor and invest in the health of my body/mind/spirit. I turn to natural products whenever possible. I take accountability to create my ideal health.

find YOUR KRYPTONITE

Know the things that could defeat you, and choose to thrive despite those things. The only things that limit us are the limits we accept. These things are your kryptonite.

What triggers, weakens, distracts, or discourages you in your dōTERRA business?

(i.e. Prospect says “no”, a builder won’t keep commitments, etc.)



Are you ready to acknowledge and release these limiting beliefs? As long as negative and disempowering beliefs remain, they will continue to have power over you and your success.

“People who do not succeed have one distinguishing trait in common: They know all the reasons for failure, and have what they believe to be airtight alibis to explain away their lack of achievement.”
- Napoleon Hill

EXERCISE:

CHOOSE WHETHER TO STAY OR TO CHANGE

- 1. Apply supportive essential oils.** Look up the feelings behind your kryptonite in an *Emotional Essential oil guide*, and use the recommended oils.
- 2. Acknowledge & surrender.** Close your eyes. Breathe deeply. Accept the existence of your kryptonite. Surrender any attachment or resistance to the kryptonite. Let go of the need to resist, control, or hold onto the kryptonite or anything affected by it. Could you respond to it differently than you have? How?
- 3. Recognize your choice.** Ask yourself what you choose. Do you choose to be subject or a victim to those forces, or do you choose to be a change agent, or victor and overcome? Create a life that is abundant and meaningful to you. Make a choice, and value the clarity and strength your choice brings.

WHAT DID YOU LEARN, AND WHAT WILL YOU DO?

What did you experience during the above exercise, and what will you do with what you’ve learned?

REFINE YOUR *confidence statement*

Your life and the results of your actions are a reflection of your thoughts, words, and beliefs. Your level of confidence exposes the nature of your thoughts and beliefs, and you can always influence the beliefs from which you create your life experience.

What you focus on expands. You must pay the price to obtain your dreams by nurturing belief and confidence. Confidence will inspire you to take action, which creates results, which then again fuels beliefs and more action, and produces more results.

Write your confidence statement in the present-tense. Write details that feel joyful as you say them aloud. And remember your oils are the perfect companion as you nurture healthy beliefs and confidence!



I am... Write a statement about who you show up as in your world, including virtues, characteristics, and your worth.

I am grateful as I... Write about the abundance and prosperity you are bringing into your experience.

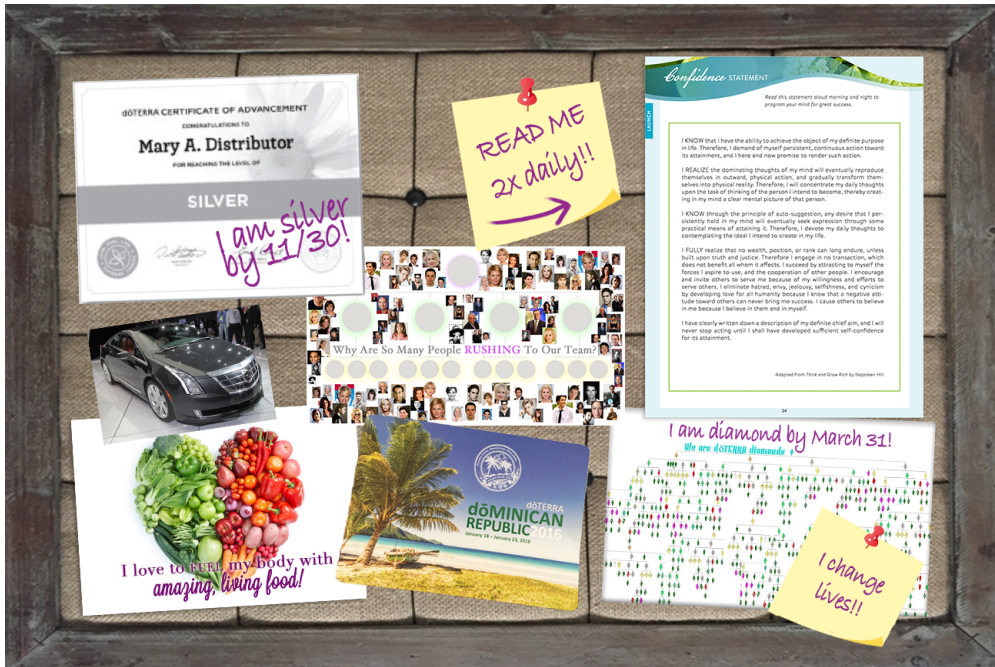
I am certain that... Write about the success and victories you are creating in dōTERRA and other work.

I am committed to... Write about your commitment to creating the things you desire.

Repeat your Confidence Statement morning and night, allowing intense emotion flow and using your oils.

create A VISION BOARD

You can create profound change and manifest both small and great things with a beautiful vision board. A vision board plays off of crucial psychology of successful minds. Successful people know what they want, and they believe and act as if those things are already part of their reality. Use these guidelines to maximize your influence over the beliefs you have, and consequently, the magnetism you use to create your life.



- Place your vision board in a place easy to see every day.
- Determine a set amount of time to enjoy your vision board daily.
- As you visualize each thing on your vision board, indulge in the emotion of having each thing in your experience now.
- Use a power stance as you view your vision board.
- Use your favorite essential oils to energize and intensify your experience, and to release any blocks that limit the flow of energy as you use your vision board.

DESIGN YOUR VISION BOARD IN THESE KEY AREAS

“See yourself as a magnet, attracting unto you the way you feel at any point in time. When you feel clear and in control, you’ll attract circumstances of clarity. When you feel happy, you will attract circumstances of happiness.”

-Esther Hicks

1. **HEALTH** What is your ideal experience in your body?
2. **PERSONAL DEVELOPMENT** How do you want to be known? Who do you want to become?
3. **RELATIONSHIPS** Who is your support circle? What do you want your love to look like? Who do you want to show up to help you next?
4. **EMOTIONAL** What images depict the way you want to feel on a regular basis?
5. **MONEY/FINANCES** What images show the kind of freedom and prosperity you desire?
6. **HOBBIES/EXPERIENCES** Where do you want to travel? What hobbies do you want to enjoy?
7. **BUSINESS/CAREER** What achievements do you want to experience in your line of work?