



There are four main roles you can choose in dōTERRA. Which one is right for you?

- 1 Which role do you want to play now? In the future?
- 2 How committed are you to taking on this role now? In the future?

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| LIVE | <p>I am a dōTERRA User.</p> <ul style="list-style-type: none"> • I use dōTERRA product often to help meet my health and wellness goals. • I would like to learn more about the oils. • If friends or family show interest, I am happy to refer them to my dōTERRA leader for support. • I use my book, online forums, dōTERRA customer service, and my leader as needed for support. | <ul style="list-style-type: none"> • I may use & share the oils to help others. • I receive wholesale pricing, with a 25% discount on all products. • I can choose to earn Loyalty Rewards Points, giving me 10-30% back in free product. • I can choose to participate in the Product of the Month and other specials |
| SHARE | <p>I am a dōTERRA Sharer (Sponsor).</p> <ul style="list-style-type: none"> • I am interested in learning more of how the oils can support healthy living and wellness. • I like to casually share my oil and product experiences with others. • I invite people to events and/or host them. • I would like getting my dōTERRA product—FREE. • I am interested in co-teaching with my dōTERRA team leader. | <ul style="list-style-type: none"> • I actively work with my leader to increase my Power of 3. • I am not interested right now in supporting others as they discover dōTERRA. • I am not interested in “selling dōTERRA” or doing this as a business. • I receive my Unilevel Bonus with a 100+PV LRP. • I receive my Power of 3 Bonus with a 100+PV LRP. |
| BUILD | <p>I am a dōTERRA Builder (Enroller).</p> <ul style="list-style-type: none"> • I intentionally introduce people to dōTERRA. • I teach and initiate classes so others can have the opportunity to experience the oils/products • I actively learn more about the oils and use my knowledge to support my team members. • I have experienced an apprentice phase and now teach classes by myself. • I prepare for classes by bringing my oils, products, handouts, and other materials. • I model and teach others how to use the Success Cycle tools and resources. • I follow-up with <i>Wellness Consults</i> all I enroll. • I host and/or teach product and business trainings, offering growth incentives as needed. • I actively work to advance in rank and receive my Power of 3. | <ul style="list-style-type: none"> • I am a primary support for my key leaders. • I travel as necessary to support my team members. I make balanced choices to serve my family and my team • I go to dōTERRA and my team leaders for guidance and support. • I use the <i>Enrollment and Placement Guides</i> to carefully place each enrollee for optimal growth. • I am committed to personal growth and learning the business. • I am dedicated to growing a strong dōTERRA full or part-time business in the perfect timing. • I receive Fast Start Bonuses with a 100+PV LRP. • I receive Performance Pool Bonuses with a 100+PV LRP. |
| LEAD | <p>I am a dōTERRA Leader.</p> <p>In addition to being a dōTERRA builder...</p> <ul style="list-style-type: none"> • I am passionate about health and wellness. • I work well with people. • I take care of those with whom I’ve shared dōTERRA. • I choose to consistently put time and energy into my dōTERRA business. • I teach confidently and am a powerful closer. • I recognize and support strength in my team on every level. • I choose to invest the money needed to grow my business. • I use my large circle of influence to promote wellness, share dōTERRA, and empower others. • I am driven to grow into my dreams. • I leverage my time and energy with a duplication system so I can focus on relationship building. | <ul style="list-style-type: none"> • I live my life vision and I am mission driven. • I celebrate my team members’ successes, even when they surpass my own. • I keep commitments and enjoy the fruits of my efforts. • I live the Success Habits and master the Core Actions. • I am accountable and reach out with a desire to learn more and grow. • I personally enroll customers and inspire builders to become leaders. • I know I am a diamond+ and trust my own growth timeline. • I push through limiting beliefs and become a better leader each day. • I receive unlimited compensation. |