

elite PLANNER

E

Elite
3K

Enroll 15+ people

Elite Plan

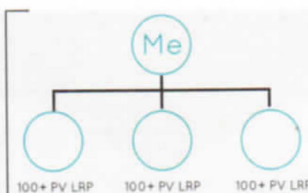
Host 3 classes **or** Class Goal: 10+ Attendees
15+ one-on-ones 5+ Enrollments
1000 PV

Through your classes/one-on-ones/follow-ups,
narrow your 50 contacts to enroll:

2+ Key Builders
15+ Customers under your Key Builders

Power of 3: \$50

600 Team Volume
(you & your front line)



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

■ I am Elite on or before _____ and I feel _____ reaching this goal.
Date at end of month Express emotion in advance for how your achievement will feel as it fuels your success

PLAN CLASSES (plan additional as needed)

CLASS 1	CLASS 2	CLASS 3
TIME	TIME	TIME
HOST	HOST	HOST
PRESENTER	PRESENTER	PRESENTER
LOCATION	LOCATION	LOCATION
DESIRED SHARE PROGRAM PKG.	DESIRED SHARE PROGRAM PKG.	DESIRED SHARE PROGRAM PKG.
Class Booked <input type="checkbox"/>	Class Booked <input type="checkbox"/>	Class Booked <input type="checkbox"/>
Booking Incentive Given <input type="checkbox"/>	Booking Incentive Given <input type="checkbox"/>	Booking Incentive Given <input type="checkbox"/>
Enrolled in Share Program <input type="checkbox"/>	Enrolled in Share Program <input type="checkbox"/>	Enrolled in Share Program <input type="checkbox"/>
Upline or class DVD teaches, I share oil experience	Upline or class DVD teaches, I support	I teach, upline or class DVD supports

PLAN ONE-ON-ONES

ONE-ON-ONES		
NAME	NAME	NAME
DATE	DATE	DATE
TIME	TIME	TIME
LOCATION	LOCATION	LOCATION
Enrolled <input type="checkbox"/>	Enrolled <input type="checkbox"/>	Enrolled <input type="checkbox"/>
NAME	NAME	NAME
DATE	DATE	DATE
TIME	TIME	TIME
LOCATION	LOCATION	LOCATION
Enrolled <input type="checkbox"/>	Enrolled <input type="checkbox"/>	Enrolled <input type="checkbox"/>

CELEBRATE ELITE

CLASS 1 VOLUME	PV
CLASS 2 VOLUME	PV
CLASS 3 VOLUME	PV
ONE-ON-ONES	PV
OTHER	PV

TOTAL VOLUME PV

3000 OV= *you're Elite!*

*Enrollment Incentives: _____

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

*Recommended offer for enrolling with a kit within 24 hours of class: dōTERRA keychain

For also booking a class: fill keychain with Lavender, Melaleuca, Lemon, OnGuard, Peppermint, Slim & Sassy, DigestZen, Breathe

elite MINDSET & SKILLSET

MINDSET

Belief is the fuel for energized business and life. Your business will only grow as big as your belief.

Belief at the Elite level begins with belief in the product. Your belief in the product allows you to share the value dōTERRA can bring to the lives of those with whom you share. Use the chart below to strengthen your belief and maximize your success.



BUILD YOUR BELIEF

	Read	Do	Watch at sharesuccess.com/buildbelief
PRODUCT	<i>Live Guide</i> <i>dōTERRA Living Magazine</i> doterrauniversity.com (Living)	Use products daily Discover products for loved ones Attend additional classes Enroll in Live Challenge sharesuccess.com/live www.oilsu.com	Videos in <i>Product</i> youtube.com/doterracorp

SKILLSET

The Success Cycle illustrates the natural, organic growth process everyone goes through to experience success with their product, sharing it with others, and even building a business. To achieve Elite, focus on developing skills marked within the gray arrow.

