

Weekly Success Schedule

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Triple Diamond



What should I do to succeed



Have a clear path



Successful Wellness Advocates follow a specific schedule



Seven crucial activities for success

1. Introduction to Oils Class
2. Basic Business Training
3. Wellness Consults
4. Continuing Education Class
5. Team Call
6. Strategy Sessions with Key Leaders
7. Contacting and Following Up

1. Introduction to Oils Class



Weekly Success Schedule

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am							
11am							
Noon							
1pm							
2pm							
3pm							
4pm							
5pm							
6pm							
7pm				Oils Class			
8pm							
9pm							

2. Basic Business Training



2. Basic Business Training

1. Building a Pipeline (Residual Income)
2. Simplified Compensation Plan
3. Business Success Stories

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8pm				BBT			
9pm							

3. Wellness Consults

Reach your wellness goals!
 Essential oil reference book/app:

Wellness Consult

1 Write down your health priorities and find solutions. Find your natural solutions on pages 15 and 17 or in a reference guide.

Top Health Priorities for you or your family	90-Day Goals	Natural Solutions you have or need
1.		
2.		
3.		

2 Create your Daily Wellness Plan.
 Take the solutions you identified above and organize them into your daily plan.

MORNING	AFTERNOON	EVENING

Daily Wellness Habits

<input type="checkbox"/> doTERRA Lifesong Vitality Pack [®] ● <input type="checkbox"/> Frankincense ● <input type="checkbox"/> DigestZen TerraZyme [®] ● <input type="checkbox"/> doTERRA On Guard [®] ● <input type="checkbox"/> Lemon ●	<input type="checkbox"/> DigestZen TerraZyme [®] ● <input type="checkbox"/> doTERRA Balance [®] ● <input type="checkbox"/> doTERRA Lifesong Vitality Pack [®] ● ● = face ● = with feet	<input type="checkbox"/> DigestZen TerraZyme [®] ● <input type="checkbox"/> PE Acacia [®] ● <input type="checkbox"/> Lavender ●
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3 What other wellness choices could support your goals? How can you re-purpose dollars and replace everyday household items with more natural, high-quality doTERRA products? (e.g., air, hair, beauty, cleaning)

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4 Live empowered with natural solutions.
 Create a 90-day wellness plan by adding the product you need to your LRP orders (recommended to run between the 7th - 15th).

MONTHLY LRP	MONTHLY LRP	MONTHLY LRP
Date: / /	Date: / /	Date: / /
TOTAL PV _____	TOTAL PV _____	TOTAL PV _____

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9pm							

4. Continuing Education

Product Education

- Essential Oils 101
- The Power Behind Proper Health & Lifelong Vitality
- Healthy Weight Lifestyle
- Emotional Wellness, Hormone Balance & Mood Management
- Body Balancing with AromaTouch Technique
- Skin care
- Essential Science
- Pain Management

Business Education

- Getting Started (Making a list, Sampling, Inviting to a class)
- Compensation Plan
- How to Teach an Essential Oil Class
- Elite in 6 Weeks

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9pm							

5. Team Call



5. Team Call

- 30 minutes long TOTAL
- Welcome – 2 minutes
- Training on specific oil or product – 5 minutes
- Training on a specific business skill – 15 minutes
- Recognition or Testimonials – 5 minutes
- Reminders & Close (upcoming events & promotions) – 3 minutes

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6. Strategy Sessions with Key Leaders

- Step 1 – Reconnect and ask discovery questions
- Step 2 – Review goals/priorities & action items from last week
- Step 3 – Setup action plan for the coming week
- Step 4 – Put action items in your calendar
- Step 5 – Important reminders

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7. Contacting & Following Up



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- Anyone that you talk to or follow up with that is NOT YET signed up in doTERRA.
- Try to contact and follow up at different times on different days to reach different people when they are available.
- Cluster calls close together in one block of time
- However many builders you think you need, multiply that number by 4.

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5pm							
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