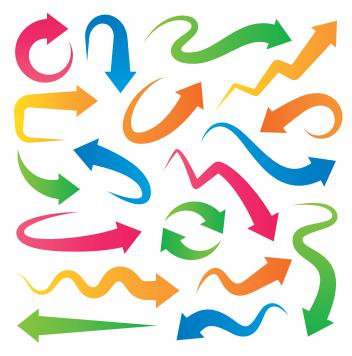
By Allyse Sedivy Triple Diamond



What should I do to succeed





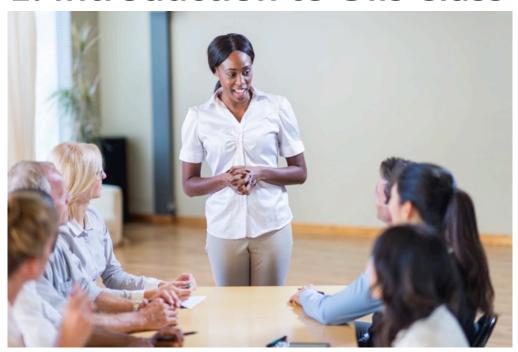
Successful Wellness Advocates follow a specific schedule



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



	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

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am							
11am							
Noon							
1pm							
2pm							
3pm							
4pm							
5pm							
6pm							
7pm				Oils Class			
8pm				BBT			
9pm				331			

3. Wellness Consults

Top Health Priorities for you or your family	90-Day Goels	Natural Solutions you have or need
2.		
1		
reate your Daily Wellness Plan. As the solutions you identified above and orga	rize them into your dely plan.	
MORNING	AFTERNOON	EVENING
Daily Wellness Habits		
□Frankinoesse ◎	DiDigestZen TerraZyrre* ♥ DidITERRA Balance* ●	☐ DigestZen TernaZyme® ② ☐ PB Assist=® ③
□doTERRA On Guard®	Distriction Charles of Stalky Pack®	□ Laverder ●
DLemon	• Typic	
that other wellness choices could supply increase water, deep, merciae, detary charge		ma-dollars and replace everyday fouushold items wit ality-dol1ERRO, preducts? So.p., sitrs, hav, lauveinc, close
g riceae ann, seig, amos, one y corp		
ive empowered with natural solutions. reste a 90-day well kess plan by adding the pro		emended to run between the 5°-15°5.
MONTHTURP Date:	MONTH 2 LRP Date:	MONTH 3 LRP Date

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

4. Continuing Education

Product Education

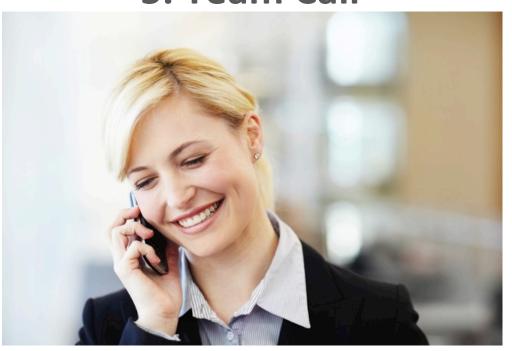
- Essential Oils 101
- The Power Behind Proper Health
 & Lifelong Vitality
- Healthy Weight Lifestyle
- Emotional Wellness, Hormone Balance & Mood Management
- Body Balancing with AromaTouch Technique
- Skin care
- Essential Science
- Pain Management

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

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am						Continuing	
TUaiii						Education	
11am						Ludcation	
Noon					Wellness Consult		
1pm							
		Wellness					
2pm		Consult					
3pm							
4pm							
5pm							
6pm							
7pm				Oils Class			
8pm				BBT			
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

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am						Continuing Education	
11am							
Noon					Wellness Consult		
1pm							
2pm		Wellness Consult					
3pm							
4pm							
5pm							
6pm							
7pm				Oils Class			
8pm				BBT			
9pm	Team Call						

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

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am 11am	Stratogy					Continuing Education	
Noon	Strategy Sessions				Wellness Consult		
1pm							
2pm		Wellness Consult					
3pm							
4pm							
5pm							
6pm							
7pm				Oils Class			
8pm				BBT			
9pm	Team Call						

7. Contacting & Following Up



7. Contacting & Following Up

- 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.

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am					C & F	Continuing	
11am	Strategy					Education	
Noon	Sessions			C & F	Wellness Consult		
1pm							
2pm		Wellness Consult					
3pm							
4pm			C & F				
5pm							
6pm		C & F					
7pm				Oils Class			
8pm				ВВТ			
9pm	Team Call						