

I love how doTERRA is creating vibrant health and wellness in my body through consistent use! As a doTERRA business owner, I am not only providing the world with powerful essential oils and wellness products, but I am also building complete financial freedom by sharing it with others.

I am clear on my **Why**. I know why I am engaged in this business and I know exactly what dreams it is helping me create for myself and my family. I look at my Vision Board first thing every day and feel incredibly confident in receiving each one of those dreams. I am so grateful that doTERRA is the mechanism to bring them to me!

I understand the vital importance of spending time each day on growing myself as a person in order to attract new leaders. Therefore, my first business priority and most pivotal Success Habit is **Personal Development**. I spend at least a half hour each day – outside of my focused business time – listening to audio CD's or reading out of books that help me grow my leadership abilities and understand sales, network marketing, abundance principles and inspiring people. I love that I am in a business that allows me to grow in these ways and get paid to do it!

I am doing doTERRA as a serious business and I dedicate 0:00 to 0:00 each day, working it with focus. I have an efficient system that can be duplicated. It is the **Success System**. I feel grateful and excited to have the **Success System** as a tool, and I share this tool with my team. As a leader, I set the example for my entire organization by following the **Daily, Weekly and Monthly Success Habits in the Lead Guide**.

I am totally focused during my business hours. I immediately go to the "**Contacts**" section of my **Success Planner** and review my prospects, always adding names as they come to me. I am optimistic about each phone call and know each call is a step towards building a massive residual income. I make my phone calls when my mind is fresh and I have plenty of energy and passion. I have solutions for people!

I know that "the fortune is in the follow up." I consistently call on **2 new contacts a day**. These people come to my mind through inspiration or show up through daily interactions. I find greatest success in getting people to my events by using the **4 Touches**: 1) I give them a sample to experience. 2) I follow up personally talking to them and inviting them to a class. 3) I send them a reminder email or text the week of the class, and 4) I send them a reminder text 3 hours before the class.

I love how people are flocking to my classes! It feels great to look out over my group and know that these people have been gathered to learn from ME! I thrive as a teacher of wellness. Every week, I teach **at least 1 class and hold at least 1 one-on-one**. I present with certainty and passion. I feel very confident in the way I present and share the business opportunity; whether I am doing it one-on-one or in front of a group. I have courage. I take charge and people respect my confidence.

I empower others to **Learn, Live, Share, Build** and **Lead doTERRA!** I am a powerful communicator. I attract people with drive and work ethic, who are seeking. They recognize quickly this is something they want to take hold of.

I love growing my business through building personal relationships! As SOON as someone enrolls in my organization, I schedule a **Wellness Consult**, then send them a **Welcome email**. During the Wellness Consult, we make a wonderful connection! I give them a **Live doTERRA** brochure and empower them to enroll in the **Loyalty Rewards Program**. I feel power rise in me as I invite them to get their oils paid for by hosting their first class! It is exciting, as they agree to host, to hand them a **Share doTERRA** brochure and begin coaching them in the **4 Touches!**

After my IPC's host a class, I give them a **Build doTERRA** brochure and confidently and compassionately teach them the 3 ways to create income in doTERRA. I listen to them. I have a great ability to help people make a decision with urgency. I help them recognize there's never been a better time to take action! I am able to instill in them a confidence in doTERRA and the comp plan.

I share the business opportunity with at least ___ **customers weekly** (from the "**Customers**" section in my Success Planner) by inviting them to a business training or a one-on-one. Because of my influence with people, I am able to create curiosity in the business that helps my prospects become anxious to search for more information. It feels amazing to add ___ new Customers to the "**Builders**" section of my Success Planner every month!

My new builders are immediately trained in the Success System. I get them a **Lead Guide** and **Success Planner** right away. I help each of them reach the rank they desire within 90 days of their enrollment.

It is easy to see who my emerging leaders are. They follow the **Success System** and regularly update their **LifeVision**. They move to ACTION. I have created a great team of leaders. My team is energetic and has fun doing this business together.

I hold weekly **Success Mentoring Calls** with my team leaders, using the "Mentor Notes" as my template. The Mentor Notes are in my "**Builders**" section of the Success Planner. I inspire my leaders to do Success Mentoring Calls with their leaders. I also enjoy the weekly Success Mentoring Call with my upline leader and together we strategize ways for me to grow my business with purpose and power.

I am the type of person others want to follow. I am a positive influence on my team. I appreciate and accept feedback that is given to help me improve. I daily look for ways to support and encourage my downline. My success is measured by how many people I help become successful. It is so exciting and fulfilling to see those that I introduced to the business become hopeful – and successful - about their financial future! doTERRA is my business and people look to me as a leader in this business. Therefore, I continuously keep my mind sharp and updated on the products and on business skills.

I spend 10 minutes daily self-educating myself in the **Lead Guide** in conjunction with the **MydoPro** website for product & business knowledge. It feels good to cross those boxes off in my Lead Guide! In addition, I model education by attending **monthly trainings**, live or Livestream, and teach my team to do the same.

I have distinguished myself as a leader in doTERRA. By _____ I have hit _____ rank and by _____ ...Diamond.

My business flows. I work hard and sacrifice, but I also experience joy I'd never imagined. I know that I am building my family's future, and my own personal potential. It is worth it! I will persevere, no matter what. I will be persistent, because I know that persistence is what creates success and miracles.

I am a master of the **Belief Levels** in the Lead Guide. I believe in the product, I believe in doTERRA, I believe in this opportunity, I believe in myself, I believe in my leaders, I believe in my Why, and I believe in my ability to be an Influencer.

My financial dreams are being met as I am consistently making at least \$_____ per month or better, beginning _____. In 2014, I make \$_____ a year or better and am working approximately _____ hours a week. What a Lifestyle! This has blessed my life and my family as we are now able to enjoy every single thing on my Vision Board!