

Business Launch | Week 1 Assignment + Notes

Check List:

1. Watch the Video
2. Find an accountability partner (you can ask your upline to match you with someone on similar place in their doTERRA journey). Connect with them by 10am everyday and tell them what you are going to get done today, and then let them know if you did by 6pm.

Homework (PREPARATION STEP):

1. What is your “sharing story”? What was the first time you “got” the essential oils and what doTERRA is all about? Why are you creating a doTERRA business? How can you share this with people from the heart? PRACTICE THIS OVER + OVER and get super comfortable sharing this with people.
2. What is my AM, Midday, and PM routines with oils/vitamins? How am I always, always being a product of the product? Builds belief in product and alignment with “selling” essential oils.
3. Book 4 events for the month of June. This could be one on one meetings or in person classes. Book these IN THE FIRST WEEK, do not put this off. You have to have these on the calendar so that you can prepare.
4. Create or go through your 100 names list.
5. Connect with 2 people per day: eg hear someone’s life’s story and struggle.

NOTES

Remember 3 things you need to be successful (oils are involved with everything):

1. Mindset | we’ll talk about soon.
2. Skillset | Use oils, share oils, teach others to do the same
3. Use Toolkit | Essential life book/app, EOEbooks app, doTERRA ebooks, empowered success series, empowered life webinars, dropli, everything essentials website, doTERRA websites
4. Share/Teach Toolkit | Empower success guides, class in a box, rank + PO3 planner, memory jogger, success check in, success tracker, drawing entry form, class planner, strengths finder guide (use YOUR strengths).

Know the Lingo:

- LRP - loyalty rewards program
- LLV - life-long vitality
- CPTG- certified pure therapeutic grade
- Po3- Power of 3
- POM- product of the month [when you place an LRP order 125PV+ on or before the 15th of the month you get this for free]
- PV - product value [all commissions, ranks, promotions, etc based on this]

- OV- overall volume [your pv + your downline]
- WC- Wholesale customer [not able to earn commissions or enroll other people]
- WA- Wellness Advocate [able to enroll other people + make commissions]

Basic Requirements:

1. Log in and set your cart to 100PV+
2. What's your why? What do you want to create?
3. Be resourceful
4. Be committed, this is a business, not a hobby.
5. Take total responsibility.
6. Focus on gratitude + what's going right in your business.

Mindset:

1. Decide + Commit
2. Focus on Victory
3. Dream Big.. let yourself want what you want.
4. Visualize + meditate every single day
5. Do the most important thing every day until it is finished.

Quotes for the Week:

"Done is better than perfect."

"Action creates clarity."

"Everybody starts somewhere."

"Who can I serve today?"