

I love how doTERRA is creating vibrant health and wellness in my own 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. How grateful I am for doTERRA being the mechanism to bring them to me!

I am doing doTERRA as a serious business and I dedicate 8:30 to 11:30 each morning, working on it with focus. I feel grateful and excited to have the **Success Binder** 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**.

During my focused business time, I immediately go to the "**Contacts**" section of my Success Binder and review my prospect list, always adding names as they come to me. I am optimistic about the outcome of each phone call I make. I recognize that each call I make is one step toward building a massive residual income. I am consistent in contacting a minimum of **2 new contacts a day**. These people come to my mind through inspiration or come into my life through my daily interactions. I make my phone calls two hours every morning when my mind is fresh and I have plenty of energy and passion. 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. Ultimately, I schedule an appointment or invite them to a class that fits into their schedule.

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 confidence, passion and enthusiasm. I feel very confident in the way I present in my classes and also how I share the business opportunity; whether I am doing it one-on-one or in front of a large group. I am a woman of great courage! I take charge and tell people what to do. They respect my confidence.

Because of my diligence and consistency, I share the business opportunity with at least **8 customers weekly** (from the "**Customers**" section in my Success Binder) by inviting them to a business training or a one-on-one. I attract people with passion and drive that are seeking an opportunity and they recognize quickly that this is something they want to take hold of. I spend 30 minutes at 9:00 am on M-W-F sending emails and making calls.

I am a powerful communicator. I have a great ability to help people make a confident decision with urgency. I help them recognize that there has never been a better time to take action. I am able to instill in them a confidence in doTERRA as a fabulous business for them.

My expertise pays off as I personally sponsor **3 new business builders** or more the first month I work the Success Binder and 1 each month after that. It feels amazing to add them to the "**Builders**" section of my Success Binder! I help each of them reach the rank they desire within 90 days of their enrollment. I am establishing a reputation for my ability to create a solid foundation in my organization and help my front line all maintain their commitment to Silver and beyond.

I educate each new builder on my team about the **Power of 3** and train my team to do the same. Each consultant understands the comp plan and our team goal of having 3 personally sponsored consultants within the first month that they start the business.

When I find a new builder, I help them engage in the business immediately and correctly from the moment they sign up. I explain that our team uses the Success Binder to build a solid foundation for our businesses. I teach the value and importance of being on the **Loyalty Rewards Program**, and inspire them to set up their Loyalty Rewards order immediately. I explain the importance of maintaining their Loyalty Rewards order of 150 PV each month, and finding 3 business builders within their first month who want to do the same. I teach my team to share the products and business opportunity using the **4 Connections/4 Touches**. I get my new builders involved in the first week by asking them to schedule a class and begin inviting the people they want to share these amazing products and opportunity with. I schedule a **Getting Started Training** with my new builders right away so that they have the information and tools to be successful from the beginning.

I must keep my mind sharp and updated on the products and the business. I spend time daily self-educating myself in the "**Training**" section of my Success Binder in conjunction with **doTERRA Pro** website for product & business knowledge. It feels good to cross those boxes off! In addition, I model education by attending **monthly trainings**, live or Livestream, and teach my team to do the same. I have the **Modern Essentials book** that trains me on the specific uses of each of the oils. This information equips me with the knowledge I need to present the business opportunity and share the produce with ease and confidence. I also encourage my team to do the same.

I have distinguished myself as a leader in doTERRA. By July 31, 2013 I have hit Silver and by February 28, 2014 ...Diamond.

I am the type of leader that others want to follow. I am a positive influence for good to all that I associate with in this business. I have a system that can be duplicated and is efficient. I build up my team with positive comments. I appreciate and accept feedback that is given to help me improve.

It is easy to see who my emerging leaders are. They follow the Success Binder down to the last detail and regularly update their LifeVision. They move to ACTION, not just stay suspended in planning and dreaming. I have created a great team of leaders. My team is energetic and has fun doing this business together. I hold weekly **Success**

**Coaching Calls** with my team leaders, and inspire them to do the same for their leaders. I also enjoy the weekly Success Call with my upline leader and together we strategize ways for me to grow my business with purpose and power.

People can see that I am a leader who serves. I compel others to serve me because of my willingness to serve them. I daily look for ways to support and encourage my downline consultants. 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 about their financial future.

I understand the vital importance of spending time each day on growing myself as an individual in order to attract new people into my sphere of influence. 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!

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 stick with it no matter what. I am persistent, because I know that persistence is what creates success and miracles.

My financial dreams are being met as I am consistently making at least \$5,000 per month or better, beginning October 31, 2013. In 2014, I make \$80,000 a year or better and am working approximately 20 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!