

# NEW BUSINESS BUILDER

## Checklist



[Access Business Builders Resources here.](#)

### MY BUSINESS WEBSITE

[WWW.MYDOTERRA.COM/](http://WWW.MYDOTERRA.COM/)

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### MY VISION WITH DOTERRA

### ACCOUNTABILITY

I UNDERSTAND THAT IT IS MY ROLL TO CONNECT IN WITH MY MENTOR TO LET THEM KNOW THE FOLLOWING:

1. WHERE I CURRENTLY AM WITH MY BUSINESS.
2. WHERE I WANT TO GO.
3. WHAT MY PLANS ARE TO GET THERE.
4. WHY THIS IS IMPORTANT TO ME.
5. WHAT I NEED THEIR HELP WITH.

I ALSO AGREE TO CONNECT IN WITH THEM WHEN I AM STUCK, NEED GUIDANCE AND WANT TO TAKE ACTION TO MOVE MY BUSINESS FORWARD.

### SET UP YOUR LOYALTY REWARDS CART

Set up your Loyalty Rewards Cart with 125pv to process on or before the 15th. This allows you to get paid weekly from doTERRA and to receive the FREE oil of the month.

### PURCHASE THE CLASS IN A BOX

Log into your back office and purchase the Class in a Box. It will provide you with all the tools you need to teach a class. Each Class in a Box has enough handouts for 10 people.

### MAKE A LIST OF CONTACTS

The reason why you want to make a list of people is to create a starting point/point of reference of who you want to connect in with about the oils. This is normally around 50-100 people. If you need a memory jogger, go to <https://bit.ly/yeamemoryrefresh>

### PUT YOUR CLASSES/EVENTS ON THE CALENDAR

You want to look at your calendar and plan on hosting/teaching at least four classes in your launch month. These can be once a week or two in two weeks. Either way, schedule them so they are all in the same calendar month. \*Virtual classes are an option if you are well connected online.

### EFFECTIVE INVITING

When you are reaching out to the people on your list about your launch, your energy around doing doTERRA as a business will dictate how they respond. If you have educational events that are both FUN and CREATIVE, that you are excited about, that will come through when you inviting people.

The best way to invite people to your class is to get personal with them. Ask them what is going on in their life. Listen to their pain points, what is stressful for them. Ask them if they have ever thought of using essential oils for "that" and if so, would they be open to coming to your next event or meeting up with you one-on-one to chat. This is all about ADDING VALUE to their life through the oils.

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### MY COMMITMENT LEVEL

#### *Pay for your Product*

- >3-5 HOURS PER WEEK
- >ELITE RANK IN 2-3 MONTHS
- >PREMIER RANK IN 6 MONTHS
- >PERSONALLY ENROLL 2-3 PEOPLE PER MONTH

\$300-\$700/ MONTH\*

#### *Supplement Your Income*

- >10-15 HOURS PER WEEK
- >ELITE RANK IN 1-2 MONTHS
- >SILVER RANK IN 6-9 MONTHS
- >GOLD RANK IN 1-2 YEARS
- >PERSONALLY ENROLL 4+ CUSTOMERS AND 1+ BUILDER PER MONTH

\$700-\$4,700/ MONTH\*

#### *Replace your Income*

- >15-30+ HOURS PER WEEK
- >ELITE RANK IN 1 MONTH
- >SILVER RANK IN 2-3 MONTHS
- >DIAMOND RANK IN 1-3 YEARS
- >PERSONALLY ENROLL 8+ CUSTOMERS AND 2+ BUILDER PER MONTH

\$4,700-\$16, 16,700/ MONTH\*

### MY 30-DAY GOAL

### MY 90-DAY GOAL

### MY ONE-YEAR GOAL

### UNDERSTANDING PIPES

PIPES is an acronym for the foundation of how this business is grown. These fundamentals do not change no matter what level you are at, so make sure this is exactly what you want to dive into.

### PREPARE

**Preparing:** Are you using your oils? Having new personal experiences daily? The first rank is always hit due to the leader's conviction with living the doTERRA lifestyle. Create a daily routine and challenge yourself to learn something new each day.

### INVITING

**Inviting:** You will go through your list and start connecting in with your people. This has to be done from a genuine place of wanting to help people with the oils.

### PRESENTING

**Presenting:** This business is built off of connecting in with people. This is done through one-on-ones, classes, events or workshops that you put on. Getting really good at teaching a basic introduction to doTERRA class will serve you well in your business.

(video links are in our business modules)

### ENROLLING

**Enrolling:** This is where you will start to earn a FastStart weekly bonus of 20% of whatever PV you enroll. You will close your class/event with "Okay, now I want to show you how to get these tools in your home. Let's pick the kit that best fits your needs and your budget." Then let them talk.

### SUPPORTING

**Supporting:** As new members join your team, you will guide them to understand how to use their wholesale account, show them our resources and community, and let them know you are there to support them. You also always want to let your new members know there is a business opportunity. It may surprise you who says yes to this opportunity!

\*NUMBERS FROM DOTERRA'S AVERAGE EARNING INCOME STATEMENT

