

Training Your new Builder

The following list is a suggested training program for your new builder. Please adapt it according to them. You don't have to do it in the order it appears. It is recommended to have at least weekly sessions of about one to two hours, either in person or over zoom for the first year of your new builders business (some builders will need more than this at the start, be prepared to speak to new builders daily for the first few months). This time will be needed to help train and support your builder in their doTERRA journey. This is one of the most important ways you can spend your time both to help solidify your own business but also to serve others.

Key: Ω - Suggests training should be done over zoom or in person → - training can be sent

Name of new Builder:

doTERRA ID:

Contact details

<i>Training</i>	<i>Date Completed</i>
Sample given with positive experience	Ω
Attended an Intro to the oils Class – post class email sent	Ω
Had a Wellness Consultation – post WC email sent	Ω
Added to Facebook groups, Newsletter list & doSUCCESS builder's area	
Email – 'why the business'	→
Intro to the Business – (Provided PowerPoint recommended!)	Ω
First 3 way call with up line – Initial goals established Long Term Goals <ul style="list-style-type: none"> • Builder would like to Supplement or Replace income? _____ • How much a month would they like to earn? _____ • By when would they like to achieve this goal? _____ • How many hours a week can they dedicate to doTERRA? _____ Short Term Goal <ul style="list-style-type: none"> • What is their initial monthly financial goal? _____ • By when would they like to achieve this goal? _____ 	Ω
Second 3 way call with up line – Business Plan and launch date set <ul style="list-style-type: none"> • Launch date for first 1-4 classes (depending on builder) Class 1: _____ Class 2: _____ Class 3: _____ Class 4: _____ 	Ω
Email – Live and Learn, Getting started Docs, Key Facebook pages (Fam Essentials kit and an oils page- Essential Gifts of the Earth)	→

<p>Follow up chat – Explain dosuccess.co.uk builders area and get them to sign up for approval.</p> <p>In the Getting Started Section work through the topics.</p> <p>PRIORITY</p> <ul style="list-style-type: none"> • <u>Daily</u> Mentor Calls • Four Steps to Build your Essential Oil Business <p>Show them how to track their progress (Reward on completion – All of Dr Lawsons Audio's about each Oil. These are amazing and are not available anywhere else)</p>	Ω
<p>Check understanding and can navigate following websites; Doterra.com, Source to you, Doterra University, Everything Essentials,</p>	
<p>Effective Sampling part 1 and 2 – Use PowerPoint provided</p>	Ω
<p>Send Sampling resources;</p> <ol style="list-style-type: none"> 1. Sampling summary 2. Sampling phrases 3. Handout to give with sample 4. Sampling flow chart 	→
<p>Basic Compensation Plan and placements– Use PowerPoint provided</p>	Ω
<p>Send Class preparation pack;</p> <ul style="list-style-type: none"> • Class Outline, Script for class, business class and 4 class training plan, invites • Class video • Class handouts – notes form, enrolment, price list and feedback form • Post class email 	→
<p>Follow up chat to help with Class preparation</p>	Ω
<p>Wellness Consultation – You can Use PowerPoint provided or just summarise</p>	Ω
<p>Send Wellness Consultation pack</p> <ul style="list-style-type: none"> • WC detailed summary and outline • WC Video • Post WC email? 	→
<p>Help them do First Wellness Consultation (if possible)</p>	Ω
<p>Basic Back Office and Placements – use PowerPoint provided (help place all new people for first few months)</p>	Ω
<h2>Continued Weekly Training</h2> <p>Do weekly one hour calls at least with new builder to help with the following;</p> <ul style="list-style-type: none"> • Class follow up for customers and also those who would like to host a class • Expand their network, continue to sample and book more classes • Identify, qualify and help to train their first builder up to their first wellness Consultation and if possible, help them teach one of their new builders first classes • Make sure the system is being duplicated! • Emotional support! 	
<p>Advanced Compensation Plan – when ready!</p>	Ω
<p>Advanced Placements</p>	Ω
<p>Advanced Back Office</p>	Ω