Weekly Success Schedule

What's the surest way to success? It's being consistent with the core business-building activities. These activities compound on each other when they happen in a dedicated fashion.

Seven Crucial Weekly Activities for Success

1. Introduction to Oils Class
2. Basic Business Training
3. Wellness Consults
4. Continuing Education Class
5. Team Call
6. Strategy Sessions with Key Builders
7. Contacting and Follow-up

See the example success schedule below. It contains every core business-building activity to grow your business. ***Notice all the white space***, and also how many activities can easily be fit in between other priorities (family, other job, etc.) Commit to building seriously, and your results will become serious!

Doing this weekly success schedule every week for 12 months is the surest way to Diamond in 12 months. If you are trying to solidify Diamond or help other key leaders in your organization become Diamond, follow this schedule consistently.

Intro to Oil Classes (1 hour)

- You must have the same class at the same time on the same day in the same place.
- This speeds up duplication because anyone who wants to bring someone to a class, knows exactly when and where the next oil class will be.
- After a while you will have hundreds of people duplicating the same class each week with thousands of new enrollments.
- When you have a week with little or no attendance, keep going, be consistent, it will pay off.
- This weekly class is *critical* for massive duplication.

Basic Business Training (20 minutes)

- This happens directly after your oil class every single week.
- This must happen right after your oil class because the people are already there in the room!
- This gives them an additional exposure!
- Talk about three things
- 1. Building a Pipeline (residual income)
- 2. Simplified Compensation Plan (what's the possibility of what dōTERRA can be for them? This is not the time to get complex and draw circles!)
- 3. Business Success Stories (don't share the money; share how it changes someone's life and experience.)

Wellness Consults (1 hours)

Schedule Wellness Consults whenever people purchase oils at an oil class. They should be about 45 to 60 minutes long. Doing them at the customer's home is most effective. The goal of the Wellness Consult is to have the customer get on LRP and attend Continuing Education classes.

Continuing Education (1 hour product education & 1 hour business education)

85% of our checks are from product users. If we don't continually support our product users, we're throwing away the biggest part of our business. The intention of Continuing Ed is that by the end of their Continuing Ed experience, they've fallen in love with at least 5 products they will never stop ordering for the rest of their lives. It's way more effective in person because people have the physical experience of being there and they pay more attention.

- Product Education (rotate every 8 weeks)

1. Essential Oils 101
2. The Power Behind Proper Health & LLV
3. Healthy Weight Lifestyle
4. Emotional Wellness, Hormone Balance, & Mood Management
5. Body Balance with aromaTouch Technique
6. Skin Care
7. Essential Science
8. Pain Management

- Business Education (rotate every 4 weeks) (right after the product session)

1. Getting Started (Making a list, Sampling, Inviting to a class)
2. Compensation Plan
3. How to Teach an Essential Oil Class
4. Elite in 6 Weeks

- Have cards and a graduation from Continuing Ed! It works in Malaysia, Mexico, Tennessee, and everywhere.
- Saturday mornings work best. Food comes out during the business section.
- Every continuing ed class includes LRP education

Team Call (30 minutes)

- 30 minutes max.
- This is held by Diamonds and above (your team needs to be big enough)
- Team calls work best Monday night at the beginning of the week.
- These are important so that nobody gets left behind.
- Schedule
- Welcome (2 minutes)
- Product training (5 minutes)
- Training on a specific business skill (whatever is coming up in the strategy calls) (15 minutes)
- Recognition or Testimonials (5 minutes)
- Find unique things to recognize
- Someone who goes out of the way to be at an event
- Someone who enrolls someone with a big kit
- Reminders & close (upcoming events & Promotions) (3 minutes)

Weekly Strategy Sessions with Key Leaders (30 – 60 minutes each)

Step 1 – Reconnect and ask discovery questions
Step 2 – Review goals/priorities & action items from last week
Step 3 – Setup action plan for the coming week
Step 4 – Put action items in your calendar
Step 5 – Important reminders

Weekly Strategy Worksheet

for Upline Use

Step 1—Reconnect & Ask Discovery Questions

- Tell me about….(your week, your family, your work)
- How are you feeling about doTERRA?
- What's the best thing that happened with your business this week?
- What's the most frustrating thing that happened with your business this week?

Step 2—Review Goal/Priorities & Action Items from Last Week

Step 3—Review Builder Worksheet:

Things to review:

1. Who will be hosting/teaching classes?
2. How many classes need to be set up on each qualifying team?
3. Have you chosen your Incentives/Promotions for next month on qualifying legs, and have you discussed the incentives/promotions with your leaders?

Step 4—Identify 3 Top Priorities for this Next Week

What is your first Goal/Priority for this week? _____
How will you get this done:

_____

_____

_____

When will you have this completed? Date: _____
How can I support you with this Action Item? _____

What is your second Goal/Priority for this week? _____
How will you get this done:

_____

_____

_____

When will you have this completed? Date: _____
How can I support you with this Action Item? _____

What is your third Goal/Priority for this week? _____
How will you get this done:

_____

_____

_____

When will you have this completed? Date: _____
How can I support you with this Action Item? _____

Step 5—[Both upline and downline] put action steps on calendar
Step 6 – Important Reminders

Weekly Strategy Worksheet

for Downline Use

Step 1—Prepare for Strategy Session

- Fill out Builder Worksheet
- If your Builder Worksheet is already filled out, review it.

Step 2—Review Goal/Priorities & Action Items from Last Week

Step 3—Review Builder Worksheet with Upline:

Things to review:

4. Who will be hosting/teaching classes?
5. How many classes need to be set up on each qualifying team?
6. Have you chosen your Incentives/Promotions for next month on qualifying legs, and have you discussed the incentives/promotions with your leaders?

Step 4—Identify 3 Top Priorities for this Next Week

What is your first Goal/Priority for this week? _____
How will you get this done:

_____

_____

_____

When will you have this completed? Date: _____
How can upline support you with this Action Item? _____

What is your second Goal/Priority for this week? _____
How will you get this done:

_____

_____

_____

When will you have this completed? Date: _____
How can upline support you with this Action Item? _____

What is your third Goal/Priority for this week? _____
How will you get this done:

_____

_____

_____

When will you have this completed? Date: _____
How can upline support you with this Action Item? _____

Step 5—[Both upline and downline] put action steps on calendar
Step 6 – Important Reminders

Contacting & Following Up (4 hours per week)

- Anyone that you talk to or follow up with that is NOT YET signed up in doTERRA.
- Try to contact and follow up at different times on different days to reach different people when they are available.
- Cluster calls close together in one block of time
- However many builders you think you need, multiply that number by 4.

Misc. Time Usage

- Travel (2 hours)
- Answering questions in person or on the phone (2 hours)

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am	Strategy Sessions				C & F	Continuing Education	
11am							
Noon				C & F	Wellness Consult		
1pm							
2pm		Wellness Consult					
3pm							
4pm			C & F				
5pm							
6pm		C & F					
7pm				Oils Class			
8pm				BBT			
9pm	Team Call						

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9am							
10am							
11am							
Noon							
1pm							
2pm							
3pm							
4pm							
5pm							
6pm							
7pm							
8pm							
9pm							