

# Premier PLANNER

## I AM PREMIER ON OR BEFORE

Date at end of month

### And I feel

Express emotion in advance for how your achievement will feel to fuel your success

P

Premier

Enroll

25+ people  
team-wide

Ex 2k+ Ex 2k+  
5K min

### PREMIER PLAN

Support 2 Key Builders through the Launch Process

♥ Why I share the dōTERRA natural solutions products & lifestyle: \_\_\_\_\_

||| Personal goals: \_\_\_\_\_

||| Personal Development Focus: \_\_\_\_\_

#### BUILDER 1

GOAL: EXECUTIVE + (2,000 OV)

- Reviewed their Elite+ Planner  
 Enrolled in Launch Challenge

**SCHEDULED VOLUME** 2,000

Write all currently scheduled LRP volume. -

#### NEEDED VOLUME

Subtract scheduled volume from 2,000. =

#### NEEDED CLASSES

Divide needed volume by 500 (or your average class volume). ÷ 500 »

#### CLASSES SCHEDULED

- 1.
- 2.
- 3.
- 4.

**ONE-ON-ONES** Mark the number planned.

1 2 3 4 5  
6 7 8 9 10

#### BUILDER 2

GOAL: EXECUTIVE + (2,000 OV)

- Reviewed their Elite+ Planner  
 Enrolled in Launch Challenge

**SCHEDULED VOLUME** 2,000

Write all currently scheduled LRP volume. -

#### NEEDED VOLUME

Subtract scheduled volume from 2,000. =

#### NEEDED CLASSES

Divide needed volume by 500 (or your average class volume). ÷ 500 »

#### CLASSES SCHEDULED

- 1.
- 2.
- 3.
- 4.

**ONE-ON-ONES** Mark the number planned.

1 2 3 4 5  
6 7 8 9 10

#### My Presentations

GOAL: PREMIER (5,000 OV +2 Ex. legs)

Focus on your own enrollments as you support your builder's endeavors.

#### CLASSES

List the classes you're presenting at or supporting.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**ONE-ON-ONES** Mark the number planned.

1 2 3 4 5  
6 7 8 9 10

Total Volume

Leg 1 scheduled volume \_\_\_\_\_

Leg 2 scheduled volume \_\_\_\_\_ +

Required total volume \_\_\_\_\_ - 5,000 OV

Needed volume\* \_\_\_\_\_ =

- \*Other additional volume can come from:
- Volume over 2000 OV on Builder 1 or 2 legs
  - New Enrollments not on Builder 1 or 2 legs
  - Retail Sales / Preferred Members

\*Enrollment Incentives: \_\_\_\_\_


















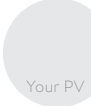

































i.e. Enroll with a kit within 24 hours of class to receive a dōTERRA keychain

\*Book a Class Incentives: \_\_\_\_\_

i.e. Book a class to receive a keychain filled with Family Physician or AromaTouch oils at your class.

# POWER OF 3 *planner*

Complete this chart at the beginning of each month.

|   |   |   |   |
|---|---|---|---|
|   |   |   | \$250   |
|   | \$50  |  _____<br> TV     |  _____<br> _____<br> _____       |
|   |  _____<br> TV         |  _____<br> TV     |  _____<br> _____<br> _____       |
|   |   |  _____<br> TV     |  _____<br> _____<br> _____       |
|  Your PV<br> TV |  Your Name<br> TV |  _____<br> TV     |  _____<br> _____<br> _____       |
|   |   |  _____<br> TV |  _____<br> _____<br> _____ |
|   |   |  _____<br> TV |  _____<br> _____<br> _____ |
|   |   |  _____<br> TV   |  _____<br> _____<br> _____ |
|   |   |  _____<br> TV |  _____<br> _____<br> _____ |
|   |   |  _____<br> TV |  _____<br> _____<br> _____ |
|   |   |   | \$1500  |

\*\*TV=Team Volume  
(Needed TV is 600)

Highlight where you need to focus (i.e. new enrollees or customers on LRP).