

E

Elite=3,000
volume from your entire
organization

ELITE PLAN

3 Classes
5+ enrollments/1000PV per class
and/or
15 One-on-Ones (200+PV each)

Date and time

And I feel

Fuel your success by expressing emotion in
advance for how your achievement will feel.

♥ Why I share the dōTERRA products & opportunity: _____

🕒 How many hours will I invest weekly in my business?: Minimum Target Outrageous

CALCULATE NEEDED VOLUME AND CLASSES/ONE-ON-ONES

Get your presentation in front of enough people to create the volume/enrollments needed for your goal. Presentations can be classes hosted by yourself or a sharer/builder, one-on-ones, or a combination of both. Choose the kinds of presentations that excite you and your prospects.

SCHEDULED VOLUME 3,000 OV

Write all currently scheduled LRP volume, including your own. -

NEEDED VOLUME =
Subtract scheduled volume from 3,000.

NEEDED ENROLLMENTS ÷ 200 (avg. new enrollment)
Divide needed volume by your average enrollment volume. »

NEEDED CLASSES/ ONE-ON-ONES Needed volume ÷ 1,000
Needed enrollments=needed one-on-ones. For classes, divide needed volume by average class volume (1,000). »

SCHEDULE CLASSES
(Teach class hosts to invite effectively)

CLASS 1 Date/time:

Host: _____ Presenter: _____

Location: _____

Intentions: _____

Upline/DVD teaches, I share my story

CLASS 2 Date/time:

Host: _____ Presenter: _____

Location: _____

Intentions: _____

Upline/DVD teaches part, I teach part

CLASS 3 Date/time:

Host: _____ Presenter: _____

Location: _____

Intentions: _____

I teach, Upline/DVD supports as needed

CLASS 4 Date/time:

Host: _____ Presenter: _____

Location: _____

Intentions: _____

I teach entire class

SCHEDULE ONE-ON-ONES

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Name: _____

Date/Time: _____

Enroll with a Kit Incentive
(i.e. dōTERRA 8-Vial Keychain)

Book a Class Incentive
(i.e. Fill keychain with Family Physician Oils)