

dōTERRA ROLES

Anyone can be a dōTERRA parent or enroller, but being a responsible dōTERRA parent requires engagement as a builder and leader.

- Deena Jordan

There are so many possibilities with dōTERRA. Outlined here are the four main roles and typical responsibilities.

Sponsor

LIVE

I am a dōTERRA User.

- I choose to live with the new health possibilities dōTERRA offers me and use dōTERRA regularly.
- I want to continue learning about the oils.
- If friends or family show interest, I am happy to refer them to my dōTERRA Consultant for support.
- I use my book, online forums, dōTERRA customer service, and my Consultant as needed for support.
- I receive wholesale pricing: a 25% discount on all products.
- I can choose to earn Loyalty Rewards Points, giving me 10-30% back in free product.
- I can choose to participate in the Product of the Month and other specials.

PREMIER

SHARE

I am a dōTERRA Sharer.

In addition to being a dōTERRA User...

- I enjoy sharing my dōTERRA experiences with others.
- I enjoy helping others find hope and healing with dōTERRA.
- I like getting my dōTERRA products for FREE.
- I invite others to events to learn what I've learned and am learning.
- I host an event myself and share my experiences to help others find new health possibilities.
- I naturally support others as I share with them.
- I am interested in learning more of how the oils can support my own and others' wellness.
- I co-teach with my dōTERRA team leader.
- As those I have shared with open up their own wholesale accounts, I receive a 20% Fast Start Commission for their first 60 days of purchase with a 100+ PV LRP.
- As I give good support to those I've shared with, I can create a Power of Three Bonus and grow my Unilevel Bonus with a 100+PV LRP.

Enroller

BUILD

I am a dōTERRA Builder.

In addition to being a dōTERRA Sharer...

- I'm passionate about sharing dōTERRA with others!
- I choose to actively learn more about the oils so I can effectively help others.
- I fine tune my approach to others so I can be most effective in reaching them.
- I experience personal development as I take part in training and mentoring offered by dōTERRA and my team leaders.
- I teach and initiate classes so others can have the opportunity to experience dōTERRA.
- I prepare for and support classes by bringing my oils, products, handouts, and other needed materials.
- I support those that I enroll by following up with a Wellness Consults.
- I go to my team leaders and dōTERRA for guidance and support.
- As I grow in experience, I feel more confident and find myself guiding others to join me in teaching and supporting others.
- I use the *Enrollment and Placement Guides* to carefully place each enrollee for optimal growth.
- I am committed to personal growth and learning the business.
- I am dedicated to growing a strong dōTERRA business as it works for me - full or part time.
- As I advance, I receive Performance Pool bonuses.

LEAD

I am a dōTERRA Leader.

In addition to being a dōTERRA Builder...

- I am passionate about health and wellness.
- I work well with people.
- I support of those with whom I've shared dōTERRA.
- I choose to put time and energy into my dōTERRA business.
- I teach confidently and am a powerful closer.
- I recognize and support strength in my team on every level.
- I choose to invest the money needed to grow my business.
- I use my circle of influence to promote wellness, share dōTERRA, and empower others.
- I am driven to grow into my dreams.
- I leverage my time and energy with a duplication system so I can focus on relationships.
- I support and train my team at monthly trainings.
- I live my life vision and I am mission driven.
- I celebrate my team members' successes, even when they surpass my own.
- I keep commitments and enjoy the fruits of my efforts.
- I live the Success Habits and am mastering the Core Actions.
- I am accountable and reach out with a desire to learn more and grow.
- I keep myself vibrant by continuing to bring solutions, enroll others, and inspire builders to become leaders.
- I know I am Diamond+ and trust my own growth time line.
- I push through limiting beliefs and become a better leader each day.
- I receive unlimited compensation.