



diamond clubs
SUCCESS PLANNER

Diamond Club can be rich terrain to grow and strengthen your emerging business. With your heart and focus on their growth and success, Diamond Club will be energizing for you and your team! Then as your builders begin to grow their emerging business, duplication happens and you tap into powerful momentum needed to reach your goals and dreams. Take time to be intentional so Diamond Club really multiplies and leverages your time and energy to build others and your business in lasting ways. You've got this! You're perfectly supported here! Trust the process. Lean into this journey and it will take you to your dreams and beyond!



Maximizing Diamond Club is like building a fire. As you share, teach, support and train, your team growth can emerge into a growing fire. With time and focus on a plan with the end in mind, that fire will burn bright. You'll make choices that help all of these fires to burn on their own and warm many by their glow, rippling out to start many more fires in the process. In every effort focus on lighting fires in others and empowering them to grow. When Diamond Club is done properly, it can support you in reaching your advancement goals and experience lasting success. When done incorrectly, you can spend a lot of time and energy with little or no growth, duplication, or advancement for your efforts.

DIAMOND CLUB *Success Tips*

- 1 Focus on growth, duplication, and advancement, rather than enrollments.** By doing this, enrollments will naturally occur.
- 2 Create a plan, including classes, trainings, mentor calls and wellness consults,** that will build and support your team. The key to duplicating yourself is empowering your new and developing builders to lead.
- 3 Instead of giving your team fish, teach them to fish and then teach them how to teach others to fish.** Do this by training them to lead and teach in everything you do. Set the goal that by the end of Diamond Club they are confident, self-sufficient, and empowered to grow. Plan how you will continue to support after Diamond Club.
- 4 Use your time in between travel wisely.** Make time for self-care, family, and continuing to give wise support to current leaders and teams.
- 5 Trust in systems to support the freedom and growth you desire for yourself and your team.** Get equipped using tools, oils and system support to maximize your empowering efforts.
- 6 Involve all upline in support, including as many of your leaders as possible.** Share the load because they are all sharing the benefit (i.e. freezer meals, babysitting, one of the three financial sponsors, extra support to your home team, etc.).

WHY DIAMOND CLUB? WHY NOW?

Diamond Club requires diligence and hard work to succeed. Your why will carry you through the hard times and help you stay focused on the big picture of what you are creating with each new enrollment, class, wellness consult, and training. Whatever rank you are at, reach for your next rank and then advance as it opens up.

- 1 Why are you doing Diamond Club now? _____

- 2 What do you hope to create by doing Diamond Club? What is your big vision? _____

- 3 What might go wrong? What normally gets in the way? _____

- 4 What will you do when this happens to keep on track with your goal? _____

GOALS*

THIS MONTH

I am a _____ on or before _____
Rank End of Month 1

I am so grateful because _____
Make a statement as if you've already achieved your goal

And I feel _____
Express emotion in advance for how your achievement will feel

END OF DIAMOND CLUB

I am _____ on or before _____ earning _____ /month
Rank End of Diamond Club

Current Retention Rate: _____ % Retention Rate Goal: _____ % _____ %
30 Days 60 Days 90 Days

RANK*

To reach your rank goal, consider: Where do you want to see growth on your team? How can you support those leaders? Who needs dōTERRA? Who do you want to build with? Revisit Expand Your Contacts and Contact Tracker.

- What are the three most important things to do for growth/to reach your rank goal?*
- 1 _____
 - 2 _____
 - 3 _____

POWER OF 3 Fill in the Power of 3 Planner to identify gaps to fill and track your progress.




First: \$50 \$250 \$1500
 New enrollees converted to LRP: _____ Customers converted to LRP: _____
 Key Action/Support needed _____

RECOGNITION Check your virtual office. Celebrate and savor your team's successes!

How will you recognize and celebrate your team's advancements? _____
 Rank advancements: _____ Top Enrollers: _____

Fill in the appropriate Rank Planner to track your progress. Highlight team focus areas and list responses on the back.

While in Diamond Club, set your intention to help your builders and leaders experience success with building while benefiting from momentum and learning to stand strong on their own as a leader for their team. Use PIPES to stay engaged in effective growth action.

JAN		<h3>PLAN & PREP</h3> <ul style="list-style-type: none"> • Connect with each of your key leaders to map out a plan for any travel, goals, and expectations during Diamond Club • Book February flights and make reminders to book all others flights 2-4 weeks prior • Continue to enroll and find key builders - engage them in the momentum of Diamond Club, inviting them to partner with you • Make family/childcare arrangements
FEB / MAR / APR / MAY		<h3>EVERY MONTH: MODEL & TEACH PIPES</h3> <h4>PREPARE</h4> <ul style="list-style-type: none"> • Be a product of the product, plan, gain knowledge, develop skills, get mentored. <h4>INVITE</h4> <ul style="list-style-type: none"> • Personal: Call, text or private message to invite to upcoming classes or to receive samples or connect for a one-on-one (follow the “3 Steps to Invite” from the Share Guide) • Marketing: Publicly invite / share about essential oils (social media) <h4>PRESENT</h4> <ul style="list-style-type: none"> • Product/Business Opportunity <h4>ENROLL</h4> <ul style="list-style-type: none"> • Follow-up and enroll into: enrollment kit, LRP and Business Opportunity <h4>SUPPORT</h4> <ul style="list-style-type: none"> • Customer Culture: Wellness Consults, Continuing Education, Drip Business Opportunity • Business Culture: Launch, train, mentor, promote, recognize
JUN		<h3>CONTINUE TO EMPOWER, STRENGTHEN, & SUPPORT</h3> <ul style="list-style-type: none"> • Continue to live and support your team in PIPES. • Plan a time to support later in the year. Plan other specific supports to meet the needs of individual teams

Support 4 Key Leaders to develop into Silver rank.

Why I share dOT solutions produ

your qualifying builders ➔



NAME:		SILVER + <input type="radio"/>
STRENGTHS		
THEIR WHY		
KEY SUPPORT NEEDED / INCENTIVES		
<input type="radio"/> Following the Silver+ Guide		<input type="radio"/> Reviewed their Silver+ Guide
THEIR BUILDER 1:	ELITE <input type="radio"/>	
3000 OV - _____ (Typical OV) = _____ (OV Needed)		
KEY SUPPORT NEEDED / INCENTIVES		
THEIR BUILDER 2:	ELITE <input type="radio"/>	
3000 OV - _____ (Typical OV) = _____ (OV Needed)		
KEY SUPPORT NEEDED / INCENTIVES		
THEIR BUILDER 3:	ELITE <input type="radio"/>	
3000 OV - _____ (Typical OV) = _____ (OV Needed)		
KEY SUPPORT NEEDED / INCENTIVES		

NAME:		SILVER + <input type="radio"/>
STRENGTHS		
THEIR WHY		
KEY SUPPORT NEEDED		
<input type="radio"/> Following the Silver+ Guide		<input type="radio"/> Reviewed their Silver+ Guide
THEIR BUILDER 1:	ELITE <input type="radio"/>	
3000 OV - _____ (Typical OV) = _____ (OV Needed)		
KEY SUPPORT NEEDED / INCENTIVES		
THEIR BUILDER 2:	ELITE <input type="radio"/>	
3000 OV - _____ (Typical OV) = _____ (OV Needed)		
KEY SUPPORT NEEDED / INCENTIVES		
THEIR BUILDER 3:	ELITE <input type="radio"/>	
3000 OV - _____ (Typical OV) = _____ (OV Needed)		
KEY SUPPORT NEEDED / INCENTIVES		

Check off when each builder has reached their goal. With every circle checked, you've reached Diamond!

OV = Overall Volume

← you!

I AM DIAMOND ON OR BEFORE

AND I FEEL

(last day of month)

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

Received Power Mentoring

ERRA natural
cts & lifestyle:



NAME: SILVER+

STRENGTHS

THEIR WHY

KEY SUPPORT NEEDED

Following the Silver+ Guide

Reviewed their Silver+ Guide

THEIR BUILDER 1: ELITE

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

THEIR BUILDER 2: ELITE

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

THEIR BUILDER 3: ELITE

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

NAME: SILVER+

STRENGTHS

THEIR WHY

KEY SUPPORT NEEDED

Following the Silver+ Guide

Reviewed their Silver+ Guide

THEIR BUILDER 1: ELITE

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

THEIR BUILDER 2: ELITE

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

THEIR BUILDER 3: ELITE

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

TRAIN YOUR *builders*

Train and prepare your builders to stand on their own throughout this process of empowerment. Usually a 3-time support process is ideal. Use the following examples to break down classes, mentoring, trainings and more into duplicable behavior.



INTENTION: Educate & empower others with dōTERRA's powerful natural solutions.

OUTLINE:

- Page 1 - Educate on science, CPTG/purity, and application.
- Page 2-3 - Share oils/products and solutions.
- Page 4-6 - Invite to enroll and enjoy the benefits of a dōTERRA wellness lifestyle. Invite to share and/or build.

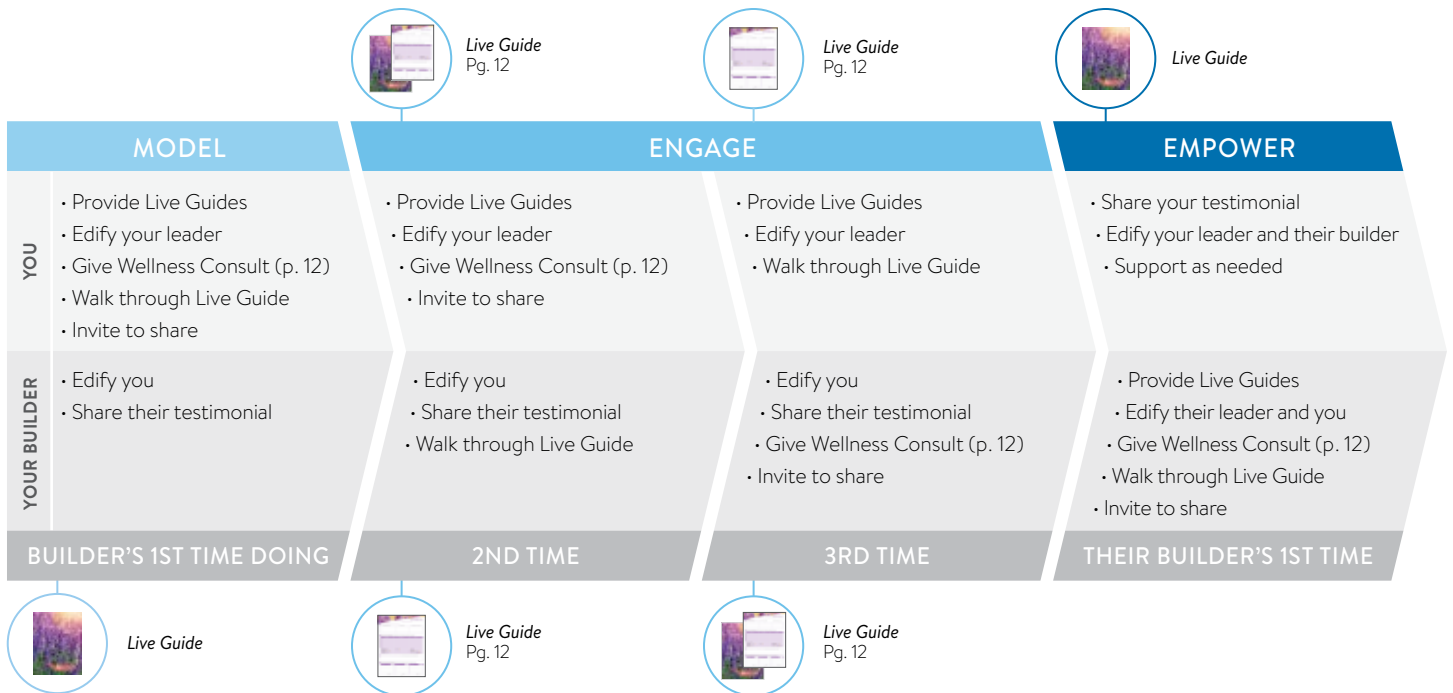


INTENTION: Empower guests to share effectively and inspire with the possibilities of building dōTERRA.

OUTLINE: (After 5-10 min. break to enroll & answer questions from the Intro Class)

- Share Guide (5 min): Teach and model 3 interactions.
- Build Guide (10-15 min): Educate about the dōTERRA opportunity and the available options using page 2-3 (7 min.). Engage them in the opportunity by inviting them to answer the 5 questions on page 4 and choose the path that best fits what they want to create.

LIFESTYLE OVERVIEW

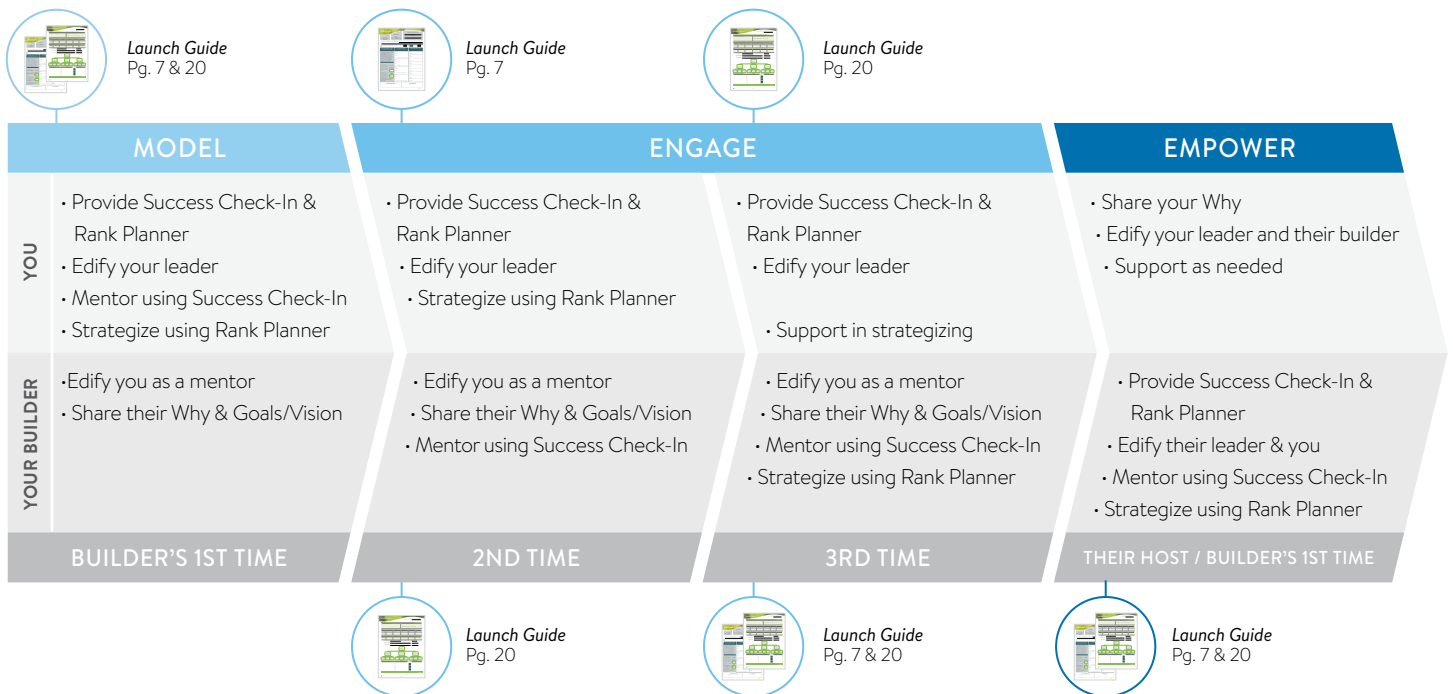


INTENTION: Connect natural solutions with the customer's top health concerns/goals; help them see the value of LRP to support their goals. Support & empower your leader so they develop confidence in their ability as a natural solutions provider.

OUTLINE:

- Wellness Consult: Find solutions using the Wellness Consult form (using Modern Essentials and Emotions & Essential Oils book as needed)
- Live Guide: Explain how to learn and buy more (Loyalty Rewards Program)
- Share Guide: Invite to share

MENTORING



INTENTION: Model powerful mentoring for your leaders. Assist to clear blocks and together create a strong plan and strategy for success.

IDEAS: Use the Power Mentoring form to guide the mentoring session and the Strategic Planner to map out a successful strategy for growth. Involve & edify your leader in Power Mentoring their leaders.

LAUNCH *Training guide*

Use this outline to train your team on Launch. Before the event, guests should complete the PREPARE column in the Launch Guide to get the most out of their time at the event.

2-3 HOUR PLAN

MONTHLY TRAINING GUIDE

Provide continuing education / product training and business training for your customers and builders live or online. Develop leadership and presenting skills as you involve your builders in planning and participating in your team trainings. Delegate as much of the the training as possible to develop presenting and leadership skills.

WELCOME 5-10 MIN.

- Welcome attendees, introduce agenda, and edify each presenter (as you transition through agenda).
Door prize tickets given at the door to those arriving on time (optional).

PRODUCT TRAINING 30-60 MIN.

- Tailor topics to meet the specific needs in your area and / or current product promotions. *Choose from these possible monthly themes:*

Jan. Cleansing or Weight Loss

Feb. Emotions, Love, Intimacy or Relationships

Mar. Leadership Retreat – Omit or Topic of Choice

Apr. Spring Cleaning for our Bodies and / or Homes

May Pregnancy, Childbirth, or Hormone Health

Jun. Gardening, Skin Care, or Men’s Health

Jul. Summer Fun and Cooking, or Exercise

Aug. Back to School / Emergency Preparation

Sep. LifeLong Vitality / Immunity

Oct. Convention – Omit or New Product Recap

Nov. Give Gratitude with an AromaTouch® Technique or Holiday Gifts

Dec. Stay Well through the Holidays / The Gift of Frankincense / Mood Management

Product Testimonial(s): Invite testimonial(s) relevant to theme or product focus.

BREAK 10-15 MIN.

- Videos / Q&A
- Refreshments (optional) – Ideas at: sharesuccess.com/share/classfood
- Make-n-Take (optional) – bath salts, hand sanitizer, air freshener or Live Guide recipes
More detail at: sharesuccess.com/business

BUSINESS TRAINING 30-60 MIN.

- *Why dōTERRA, Why Now:* Build Guide and /or company updates (5-10 min)
- Success Simplified overview
- Application Activity – *Role Play:* Example in front or “Now, turn to your neighbor and practice / share what was just learned.”
- Comp plan focus (5-10 min)
- PIPES focus

RECOGNITION 10-20 MIN.

Have team members stand to be recognized for their advancement and accomplishments:

- Rank Advancement this month
- Power of 3 Advancement
- Enrolled someone this month
- Top Enroller last month
- Special Accomplishments
- Issue a call to action or a challenge
- *Optional:* Drawing for door prize giveaway (i.e. products or support tools)
- Executive
- Elite
- Premier
- Silver
- Gold
- Platinum
- Diamond
- Blue Diamond
- Presidential Diamond
- Power of 3 - \$50
- Power of 3 - \$250
- Power of 3 - \$1500
- Promote upcoming trainings and events
- *Optional:* Some choose to offer key resources for purchase to assist builders

To Bring:

- Raffle tickets and giveaways
- Name tags and markers
- Pens & Handouts
- Options to Buy:*
- Oil Reference Guides
- Emotions and Essential Oils
- Success System Tools

Download the Planner at sharesuccess.com/library
Learn how to maximize this guide at sharesuccess.com/plans

Trip SCHEDULE

This recommended schedule has lots of options. Don't overdo or overwhelm — do what's useful in each area and eliminate what's not useful. Choose to focus on the best events that will serve each leader and area. Set each trip up for success by using the *Trip Planner* (on next page).

Make the most of meal times by using them as a time to connect with your leaders and their customers, contacts, and builders. Some great ideas are taking leaders out or inviting them to go with you or doing a potluck as a team. Find more detail on all of these in the following pages.

SCHEDULE DAY 1 (Thursday)

Fly in, aiming to arrive early afternoon

- 3:00pm** **APPOINTMENTS** (30 min. solo or 60 min. group)
 - Power Mentoring
 - Lifestyle Overviews
 - One-on-One's
- 5:00pm** **DINNER**
- 6:30pm** **SAMPLING PARTY**
- 7:00pm** **INTRO CLASS** (45 min. + 15 min. for closing)
- 8:30pm** **OPPORTUNITY CLASS** (30 min.)

This is packed full of options. Keep it simple and do what serves your team. Identify where you can bring the most value and eliminate the rest.

DAY 2 (Friday)

- 10:00am** **APPOINTMENTS** (30-60 min. each)
- 12:00pm** **LUNCH**
- 1:30pm** **APPOINTMENTS** (30-60 min. each)
- 5:00pm** **DINNER** Suggestion: Take leaders out or invite them to go to lunch with you or potluck at someone's home
- 6:30pm** **SAMPLING PARTY**
- 7:00pm** **INTRO CLASS** (45 min. + 15 min. for closing)
- 8:15pm** **OPPORTUNITY CLASS** (30 min.)

DAY 3 (Saturday)

- 9:00am** **LAUNCH TRAINING** (60-180 min.)
- 11:30am** **PLANNING SESSION** (30-60 min.)
 - Make a plan with team for the next month's classes and training, using the Trip Planner if you are returning the following month
 - Identify each leader and/or builders role in the upcoming events
 - Assist leader to plan key follow-up and other vital actions, as well as promoting your next trip

Afternoon flight home

Set your Diamond Club trips up for success by mapping out overall intentions, goals and connections desired.

INTENTION:	
KEY LEADER:	KEY LEADER:
THEIR KEY BUILDERS:	THEIR KEY BUILDERS:
THEIR KEY CUSTOMERS:	THEIR KEY CUSTOMERS:
THEIR KEY CONTACTS TO CONNECT WITH:	THEIR KEY CONTACTS TO CONNECT WITH:

SET A CLEAR INTENTION FOR THIS TRIP. CELEBRATE ALL PROGRESS AND ACHIEVEMENT.

	TARGET +	ACHIEVED
Enrollments		
Enrolled in LRP		
New Enrollees who booked classes		
New Enrollees committed to building <i>(1st steps in Build Guide)</i>		
Builders engaged in Launch		
Builders Trained (Launch Training)		

Travel logistics / notes: _____

Flight info _____
 Hotel _____
 Builder's home _____

Rental car _____
 Uber _____
 Builder pickup _____

DAY 1 _____

5am _____

● _____
6am _____

● _____
7am _____

● _____
8am _____

● _____
9am _____

● _____
10am _____

● _____
11am _____

● _____
12pm _____

● _____
1pm _____

● _____
2pm _____

● _____
3pm _____

● _____
4pm _____

● _____
5pm _____

● _____
6pm _____

● _____
7pm _____

● _____
8pm _____

● _____
9pm _____

● _____
10pm _____

● _____
11pm _____

● _____

TODAY'S INTENTION _____

INTRO CLASS

Topic: _____

Intro: _____

Beginning: _____

Middle: _____

Share oil experience: _____

Close: _____

OPPORTUNITY CLASS

Intro: _____

Share: _____

Build: _____

ONE ON ONES

LIFESTYLE OVERVIEW(S)

POWER MENTORING

* Remember to nourish yourself, plan connecting or break times over meals, and travel time.

DAY 2 _____

5am _____

6am _____

7am _____

8am _____

9am _____

10am _____

11am _____

12pm _____

1pm _____

2pm _____

3pm _____

4pm _____

5pm _____

6pm _____

7pm _____

8pm _____

9pm _____

10pm _____

11pm _____

TODAY'S INTENTION _____

INTRO CLASS

Topic: _____

Intro: _____

Beginning: _____

Middle: _____

Share oil experience: _____

Close: _____

OPPORTUNITY CLASS

Intro: _____

Share: _____

Build: _____

ONE ON ONES

LIFESTYLE OVERVIEW(S)

POWER MENTORING

* Remember to nourish yourself, plan connecting or break times over meals, and travel time.

DAY 3 _____

5am _____

6am _____

7am _____

8am _____

9am _____

10am _____

11am _____

12pm _____

1pm _____

2pm _____

3pm _____

4pm _____

5pm _____

6pm _____

7pm _____

8pm _____

9pm _____

10pm _____

11pm _____

TODAY'S INTENTION _____

INTRO CLASS

Topic: _____

Intro: _____

Beginning: _____

Middle: _____

Share oil experience: _____

Close: _____

OPPORTUNITY CLASS

Intro: _____

Share: _____

Build: _____

ONE ON ONES

LIFESTYLE OVERVIEW(S)

POWER MENTORING

* Remember to nourish yourself, plan connecting or break times over meals, and travel time.

LAUNCH *your dreams*

Map out below when and where your travel/classes will be during Diamond Club, as well as any classes or trainings that will happen after in June.

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
Friday						
Saturday				1		
Sunday	1 New Year's Day			2		
Monday	2			3	1	
Tuesday	3 Blue & Pres Summit			4	2	
Wednesday	4	1	1 Florida Leadership	5	3	
Thursday	5	2	2	6	4	1
Friday	6	3	3	7	5	2
Saturday	7	4	4	8	6	3
Sunday	8	5	5	9	7	4
Monday	9	6	6	10	8	5
Tuesday	10	7	7	11	9	6
Wednesday	11	8	8	12	10	7
Thursday	12	9	9	13	11	8
Friday	13	10	10	14	12	9
Saturday	14	11	11	15	13	10
Sunday	15	12	12	16 Easter	14 Mother's Day	11
Monday	16 Incentive Trip	13	13 California Leadership	17	15	12
Tuesday	17	14 Valentine's Day	14	18	16	13
Wednesday	18	15	15	19	17	14
Thursday	19	16	16 AU Convention	20	18	15
Friday	20	17	17	21	19 EU Convention	16
Saturday	21	18	18	22	20	17
Sunday	22	19	19	23	21	18 Father's Day
Monday	23	20 President's Day	20	24	22	19
Tuesday	24	21	21	25	23	20
Wednesday	25	22	22	26	24	21
Thursday	26	23	23	27	25	22
Friday	27	24	24	28	26	23
Saturday	28	25	25	29	27	24
Sunday	29	26	26	30	28	25
Monday	30	27	27		29 Memorial Day	26
Tuesday	31	28 Florida Leadership	28		30	27
Wednesday			29		31	28

Download this and other planner pages at sharesuccess.com/library

Gauge the needs of each area to know when to draw on these different experiences to meet different needs.

AROMATOUCH MASSAGE

- Giving an AromaTouch massage is a great way to add more value to your Diamond Club trips. Consider including AromaTouch as a part of the Wellness Consult, adding it as an additional incentive for enrollment, or even giving an AromaTouch to your leaders in appreciation for their efforts and support.

AROMATOUCH TRAINING

- If you are a certified AromaTouch Instructor, you can add additional value and even create additional income by holding a training when it supports.

CUSTOMER APPRECIATION NIGHT

- Invite everyone in the area who has ever purchased to attend
- Offer free:
 - Refreshments made with oils
 - “Make and Takes”
 - 10 minute Wellness Consults
 - iTOVİ scans
- At the event, invite all to attend an upcoming class

GROUP MENTORING AT MONTHLY TRAINING

- Divide the attendees into groups based on what level they are trying for in dōTERRA (eg. Earning Product for Free, Supplementing Income, Replacing Income, or Multiplying Income)
- Invite each attendee to share their top block, having the group offer ideas and insights on how to break through

GROUP POWER MENTORING

- Invite all interested leaders to bring a completed Rank Planner and Power Mentoring form
- Look at common blocks and support with strategy ideas and training

SAMPLING PARTY

Share oil experiences in a fun, casual environment. Oil experiences can include:

- Spa (make bath salts/sugar scrub)
- Cooking (simple treats made healthier and tastier)
- Wellness support (make roll-on bottles for calming/immune support)
- Laundry (make laundry detergent)
- Weight loss (Trim Shake tasting, green smoothies, Slim & Sassy),
- AromaTouch hand/foot massages, Zyto scans, etc.

SPEED PRODUCT TRAINING

- Allow attendees to select from different stations/tables where they can attend a 10 min. class based around the same theme (i.e. emotional healing, cold & flu season, etc.)
- Set a timer to have everyone change stations/tables every 10 minutes so each attendee can experience a wide range of powerful topics and implementation

