**MINDSET**
who you are

The foundation of your success is who you are, combined with what you believe and value. Living these attributes will fuel your advancement and create a strong financial pipeline.

**SKILLSET**
what you do

doTERRA is a relationship business that can create a significant financial pipeline by consistently engaging in 5 pipeline-building activities (PIPES). The more you put into your line, the more you get out. To get greater results, turn up the flow!

**TOOLSET**
what you use

With doTERRA’s powerful product line and these business tools, you will provide powerful solutions, and naturally lead others to share and duplicate.

**SUCCESS PRINCIPLES**

BELIEF LEVELS

Influence
Your Why
Your Builders
You
Company/Opportunity
Product

PREPARE

INVITE

PRESENT

ENROLL

LIVE the lifestyle
CUSTOMERS

SHARE the Product
SHARERS

BUILD a Business
BUILDERS

LEAD Others
LEADERS

= Change lives, grow yourself & get paid for it!