### ELITE PLAN

**Elite = 3,000 volume from your entire organization**

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

### 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.

### SCHEDULE CLASSES

**(Teach class hosts to invite effectively)**

<table>
<thead>
<tr>
<th>CLASS</th>
<th>Date/time:</th>
<th>Host:</th>
<th>Presenter:</th>
<th>Location:</th>
<th>Intentions:</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Upline/DVD teaches, I share my story</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Upline/DVD teaches part, I teach part</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>I teach, Upline/DVD supports as needed</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>I teach entire class</td>
</tr>
</tbody>
</table>

### 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: ____________________________

### SCHEDULED VOLUME

Write all currently scheduled LRP volume, including your own.

3,000 OV

### NEEDED VOLUME

Subtract scheduled volume from 3,000.

\[ \text{Needed volume} = 3,000 - \text{(scheduled volume)} \]

### NEEDED ENROLLMENTS

Divide needed volume by your average enrollment volume.

\[ \text{Needed enrollments} = \frac{\text{Needed volume}}{200 \text{ (avg. new enrollment)}} \]

### NEEDED CLASSES/ONE-ON-ONES

Needed enrollments = needed one-on-ones. For classes, divide needed volume by average class volume (1,000).

\[ \text{Needed classes/one-on-ones} = \frac{\text{Needed volume}}{1,000} \]

### Enroll with a Kit Incentive

(i.e. dōTERRA 8-Vial Keychain)

### Book a Class Incentive

(i.e. Fill keychain with Family Physician Oils)