Support 2 Key Builders through the Launch Process

Enroll 25+ people team-wide

Why I share the doTERRA natural solutions products & lifestyle:

Personal goals:

Personal Development Focus:

Builder 1
GOAL: EXECUTIVE + (2,000 OV)

- Reviewed their Elite+ Planner
- Enrolled in Launch Challenge

SCHEDULED VOLUME
Write all currently scheduled LRP volume.

- 2,000

NEEDED VOLUME
Subtract scheduled volume from 2,000.

- 2,000

NEEDED CLASSES
Divide needed volume by 500 (or your average class volume).

- 500

CLASSES SCHEDULED
1.
2.
3.
4.

ONE-ON-ONES
Mark the number planned.

1 2 3 4 5 6 7 8 9 10

Builder 2
GOAL: EXECUTIVE + (2,000 OV)

- Reviewed their Elite+ Planner
- Enrolled in Launch Challenge

SCHEDULED VOLUME
Write all currently scheduled LRP volume.

- 2,000

NEEDED VOLUME
Subtract scheduled volume from 2,000.

- 2,000

NEEDED CLASSES
Divide needed volume by 500 (or your average class volume).

- 500

CLASSES SCHEDULED
1.
2.
3.
4.

ONE-ON-ONES
Mark the number planned.

1 2 3 4 5 6 7 8 9 10

My Presentations
GOAL: PREMIER (5,000 OV + 2 Ex. legs)

Focus on your own enrollments as you support your builder’s endeavors.

CLASSES
List the classes you’re presenting at or supporting.

1.
2.
3.
4.
5.
6.

ONE-ON-ONES
Mark the number planned.

1 2 3 4 5 6 7 8 9 10

Total Volume
Leg 1 scheduled volume

+ 5,000 OV

Leg 2 scheduled volume

Required total volume

Needed volume

*Other additional volume can come from:
- Volume over 2000 OV on Builder 1 or 2 legs
- New Enrollments not on Builder 1 or 2 legs
- Retail Sales / Preferred Members

*Enrollment Incentives:

i.e. Enroll with a kit within 24 hours of class to receive a doTERRA keychain

*Book a Class Incentives:

i.e. Book a class to receive a keychain filled with Family Physician or AromaTouch oils at your class.
Complete this chart at the beginning of each month.

Highlight where you need to focus (i.e. new enrollees or customers on LRP).