

# expand TO PLATINUM

Growing to Platinum means growing in conviction of your WHY. Know on a deep level not only why you want to advance in your rank, but why all of this matters to the many people involved. Reflect on why it's worth the time, focus, and emotional energy. Know your WHY so deeply that it becomes part of the fabric of who you are each day.



+ action

## HOW TO ACHIEVE PLATINUM:

- SHARE OILS
- ENROLL CUSTOMERS & BUILDERS  
4+ customers and  
1+ builder a month
- LAUNCH BUILDERS  
WHO DO THE SAME

▶ Watch the training videos for each section at [sharesuccess.com/platinum](https://sharesuccess.com/platinum)

### PREPARE

#### Prepare for Rank Advancement

- I completed my Platinum Planner
- I reviewed my builders' planners
- I completed my Power of 3 Planner
- I attend team & company events

#### Strategize with Your Mentor

- I completed Power Mentoring
- I do a weekly Success Check-in with my mentor
- I have an accountability partner

#### Create Order in Life & Business

- I map out my lifestyle
- I create order in my business

### INVITE

#### Focus on Target Markets

- I know my builders' target markets
- I know my target market

#### Invite Powerfully

- I invite with certainty

### PRESENT

#### Present Weekly

- I present 1+ class or 5+ one-on-ones weekly
- I present with certainty
- I do enough presentations with my builders to support my rank goal

#### Present at Team Events

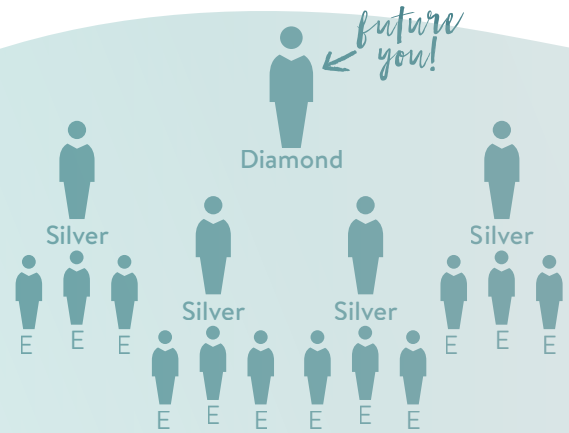
- I know which events to do

Your leadership is the key to cultivating a community people will remain loyal to.

= results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME

- Target income \$8,100/month
- Help leaders solidify their \$1500 Power of 3



Continue forward in gratitude. As you grow a strong Platinum structure, keep your next rank in mind. Begin your 4th leg only when you feel the first three are increasing in independence. You can build a 4th Silver leg faster knowing you can give it your energy because the first 3 legs are stable.

## ENROLL

### Enroll Customers & Builders

- I enroll with certainty
- I inspire and commit sharers and builders
- I teach my team to do Lifestyle Overviews & Customer Appreciation (p.X, p.X)

### Develop Team Leadership

- I engage new partners in my business
- I strategize with my mentor to place new enrollments

### Begin 4th Leg

- I am actively attracting/developing my 4th leg leader.

## SUPPORT

### Support Key Builders

- I do weekly Success Check-ins and/or group mentor calls with key builders
- I do monthly Power Mentoring with key builders
- I am developing leaders

### Provide Strong Team Training

- I know what kinds of trainings to provide
- I train by personality type
- I collaborate with cross-teams
- I know how to do a team call

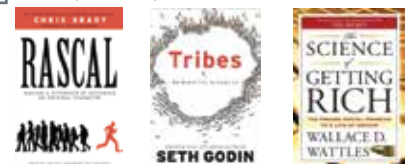
### Recognize & Incentivize

- I have a recognition plan
- I strategically incentivize

## PREPARE YOU

### Develop Mindset

- I am becoming a powerful leader
- I am choosing abundance
- I am releasing resistance
- I read, watch, or listen to:



I am PLATINUM! Celebrate!

# platinum PLANNER

## I AM PLATINUM ON OR BEFORE

the last day of month

And I feel

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

PI

Gold

S

Silver

S

Silver

S

Silver

### PLATINUM PLAN

Support 3 Key Leaders through the Silver Guide

♥ Why I share dōTERRA natural solutions products & lifestyle: \_\_\_\_\_

🕒 How many hours will I invest weekly in my business?: Minimum:  Target:  Outrageous:

**LEADER 1**

**GOAL: SILVER +**

Reviewed their Silver (or higher rank) Planner  
 They have begun launching 3+ builders

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**BUILDER 1 TO ELITE** 3,000  
 Write all currently scheduled LRP volume. -

**NEEDED VOLUME**  
 Subtract scheduled volume from 3,000. =

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**BUILDER 2 TO ELITE** 3,000  
 Write all currently scheduled LRP volume. -

**NEEDED VOLUME**  
 Subtract scheduled volume from 3,000. =

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**BUILDER 3 TO ELITE** 3,000  
 Write all currently scheduled LRP volume. -

**NEEDED VOLUME**  
 Subtract scheduled volume from 3,000. =

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### Important Monthly Planning Dates

- 1st:** Recognize Success
- 5th:** Map out rank and Power of 3
- 14th:** Check rank and Power of 3
- 27th:** Finalize rank and Power of 3

### Class Incentives

Enrollments:  
  
 Book a class:

### Rank/Bonus Incentives

Launch – Elite:  
  
 Premier:  
  
 Power of 3:

ME  
PLATINUM

LEADER 2  
SILVER

LEADER 3  
SILVER

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders