

expand TO DIAMOND

Diamond rank is an expansion of your WHY. This rank is about leading a movement, and doing it with the collective genius of at least four other leaders (Silvers). When you have achieved solid Diamond, the conviction you bring about dōTERRA™ has impacted hundreds or even thousands of lives. As you begin the process of achieving Diamond, do it with the certainty that your WHY will bring the right people to your cause.



+ action

HOW TO ACHIEVE DIAMOND:

- 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/diamond

PREPARE

Prepare for Rank Advancement

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

Strategize with Your Mentor

- I completed Power Mentoring
- I receive meaningful mentoring

Live a Diamond Lifestyle

- I delegate or hire out
- I live the lifestyle (p.X, p.X)
- I am achieving financial freedom

INVITE

Focus on Target Markets

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

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

= results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME
 - Target income \$16,000/month



Step into the role of a leader and see your income go from thousands to tens of thousands per month as you learn to lead a growing organization. Focus on becoming a leader of leaders with the steps below.

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)
- I teach business intros

Develop Strong Retention

- I nurture a 65%+ retention rate

Attract Influencers

- I feel confident attracting influencers

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

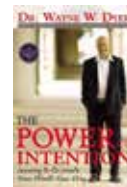
Create a Healthy Team Culture

- I hold team trainings
- I can clear conflict
- I understand developmental stages

PREPARE YOU

Develop Mindset

- I am building a MASSIVE WHY
- I focus on what it *feels* like to be Diamond
- I read, watch, or listen to:



I am DIAMOND! Celebrate!

diamond PLANNER

I AM DIAMOND 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.

D

Diamond

S

Silver

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Silver

S

Silver

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Silver

DIAMOND PLAN

Support 4 Key Leaders to develop into Silver rank.

♥ Why I share dōTERRA natural solutions products & lifestyle: _____

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

BUILDER 1		GOAL: SILVER +	
NAME			
BUILDER 1 ELITE <input type="radio"/>	BUILDER 2 ELITE <input type="radio"/>		
NAME	NAME		
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME		
VOLUME NEEDED	VOLUME NEEDED		
BUILDER 3 ELITE <input type="radio"/>	TOP ENROLLERS		
NAME			
TYPICAL ACTUAL VOLUME			
VOLUME NEEDED			
Following the Silver+ Guide <input type="radio"/>	Reviewed their Silver Planner <input type="radio"/>		

BUILDER 2		GOAL: SILVER +	
NAME			
BUILDER 1 ELITE <input type="radio"/>	BUILDER 2 ELITE <input type="radio"/>		
NAME	NAME		
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME		
VOLUME NEEDED	VOLUME NEEDED		
BUILDER 3 ELITE <input type="radio"/>	TOP ENROLLERS		
NAME			
TYPICAL ACTUAL VOLUME			
VOLUME NEEDED			
Following the Silver+ Guide <input type="radio"/>	Reviewed their Silver Planner <input type="radio"/>		

BUILDER 3		GOAL: SILVER +	
NAME			
BUILDER 1 ELITE <input type="radio"/>	BUILDER 2 ELITE <input type="radio"/>		
NAME	NAME		
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME		
VOLUME NEEDED	VOLUME NEEDED		
BUILDER 3 ELITE <input type="radio"/>	TOP ENROLLERS		
NAME			
TYPICAL ACTUAL VOLUME			
VOLUME NEEDED			
Following the Silver+ Guide <input type="radio"/>	Reviewed their Silver Planner <input type="radio"/>		

BUILDER 4		GOAL: SILVER +	
NAME			
BUILDER 1 ELITE <input type="radio"/>	BUILDER 2 ELITE <input type="radio"/>		
NAME	NAME		
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME		
VOLUME NEEDED	VOLUME NEEDED		
BUILDER 3 ELITE <input type="radio"/>	TOP ENROLLERS		
NAME			
TYPICAL ACTUAL VOLUME			
VOLUME NEEDED			
Following the Silver+ Guide <input type="radio"/>	Reviewed their Silver Planner <input type="radio"/>		

CELEBRATE DIAMOND

BUILDER 1 SILVER+

BUILDER 3 SILVER+

BUILDER 2 SILVER+

BUILDER 4 SILVER+

4 SILVERS = *you're diamond!*

*Calculate number of classes by dividing total PV needed by average class volume.

diamond SNAPSHOT

ME
DIAMOND

LEADER 1
SILVER

LEADER 2
SILVER

LEADER 3
SILVER

LEADER 4
SILVER

Their strengths/WHY

Their strengths/WHY

Their strengths/WHY

Their strengths/WHY

Their builders

Their builders

Their builders

Their builders