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 doTERRA™ 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.

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
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 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

**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

**Develop Strong Retention**
- I nurture a 65%+ retention rate

**Attract Influencers**
- I feel confident attracting influencers

**Create a Healthy Team Culture**
- I hold team trainings
- I can clear conflict
- I understand developmental stages

**Prepares You**
- I am building a MASSIVE WHY
- I focus on what it feels like to be Diamond
- I read, watch, or listen to:
  - "The Power of Intuition: Mastering Your Life and Business"
  - "Divine Leadership, A Divine Vision"


"I am DIAMOND! Celebrate!"
**PLANNER**

**DIAMOND PLAN**
Support 4 Key Leaders to develop into Silver rank.

**CELEBRATE DIAMOND**

4 SILVERS = you're diamond!

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