The mark of a Blue Diamond is the influence that leaders spreads throughout his team, community, and even the world. Influence represents the sum value of lives touched, and a great leader believes in his ability to influence a movement for good.

Watch the training videos for each section at sharesuccess.com/bluediamond

**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 incentive plan
- I attend team & company events

**Strategize with Your Mentor**
- I completed Power Mentoring
- I receive meaningful mentoring

**Use Advanced Strategy**
- I hire the right support
- I am expanding internationally
- I am implementing a 30/60/90 plan to help key leaders advance

**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

HOW TO ACHIEVE BLUE DIAMOND:

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

The belief + action
Believe in something bigger than you, something big enough to inspire many dreams.

= results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME
  - Target income $41,000/month

As you continue your advancement to the top rank in the company, trust in your leaders’ role in the movement you are influencing. Continually fuel the inertia of your team through personal enrollments, and train leadership skills as a group.

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
- 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

Establish a Team Identity
- I am creating a team brand

PREPARE YOU

Develop Mindset
- I practice principle-based leadership
- I am clearing financial blocks
- I am growing belief in my influence
- I have a self-care routine
- I embrace all people
- I read, watch, or listen to:

- [Book Image]
- [Book Image]
- [Book Image]
### Why I share dōTERRA natural solutions products & lifestyle:

- Enrolled in Gold+ Success Challenge
- Reviewed Gold+ planner

### 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:

### LEADER 1

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**LEADER 1 GOAL: GOLD +**

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

**LEADER 2 GOAL: GOLD +**

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

---

**Why I share dōTERRA natural solutions products & lifestyle:**

- Enrolled in Gold+ Success Challenge
- Reviewed Gold+ planner

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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

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**Class Incentives**

- Enrollments:
- Book a class:

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**Rank/Bonus Incentives**

- Launch (Elite):
- Premier:
- Power of 3:
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**CELEBRATE BLUE DIAMOND**

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