

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.



+ action

HOW TO ACHIEVE BLUE 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/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

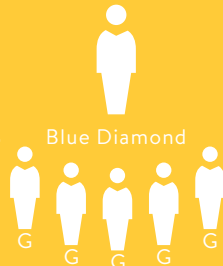
- I know which events to do

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

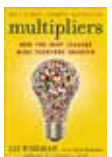
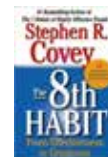
Establish a Team Identity

- 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:



I am BLUE DIAMOND! Celebrate!

blue DIAMOND PLANNER

I AM BLUE 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.



Blue Diamond



BLUE DIAMOND PLAN

Support 5 Key Leaders to develop into Gold rank.

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

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

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 | | NAME | GOAL: GOLD + | |
|---|--|---|--------------|---|
| BUILDER 1 PREMIER <input type="radio"/> | | BUILDER 2 PREMIER <input type="radio"/> | | BUILDER 3 PREMIER <input type="radio"/> |
| NAME | | NAME | | NAME |
| TYPICAL VOLUME | | TYPICAL VOLUME | | TYPICAL VOLUME |
| VOLUME NEEDED | | VOLUME NEEDED | | VOLUME NEEDED |
| EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> |
| EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> |
| TOP ENROLLERS | | TOP ENROLLERS | | TOP ENROLLERS |
| Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> |
| Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> |

| LEADER 2 | | NAME | GOAL: GOLD + | |
|---|--|---|--------------|---|
| BUILDER 1 PREMIER <input type="radio"/> | | BUILDER 2 PREMIER <input type="radio"/> | | BUILDER 3 PREMIER <input type="radio"/> |
| NAME | | NAME | | NAME |
| TYPICAL VOLUME | | TYPICAL VOLUME | | TYPICAL VOLUME |
| VOLUME NEEDED | | VOLUME NEEDED | | VOLUME NEEDED |
| EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> |
| EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> |
| TOP ENROLLERS | | TOP ENROLLERS | | TOP ENROLLERS |
| Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> |
| Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> |

| LEADER 3 | | NAME | | GOAL: GOLD + | |
|---|--|---|--|---|--|
| BUILDER 1 PREMIER <input type="radio"/> | | BUILDER 2 PREMIER <input type="radio"/> | | BUILDER 3 PREMIER <input type="radio"/> | |
| NAME | | NAME | | NAME | |
| TYPICAL VOLUME | | TYPICAL VOLUME | | TYPICAL VOLUME | |
| VOLUME NEEDED | | VOLUME NEEDED | | VOLUME NEEDED | |
| EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | |
| EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | |
| TOP ENROLLERS | | TOP ENROLLERS | | TOP ENROLLERS | |
| Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | |
| Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | |

| LEADER 4 | | NAME | | GOAL: GOLD + | |
|---|--|---|--|---|--|
| BUILDER 1 PREMIER <input type="radio"/> | | BUILDER 2 PREMIER <input type="radio"/> | | BUILDER 3 PREMIER <input type="radio"/> | |
| NAME | | NAME | | NAME | |
| TYPICAL VOLUME | | TYPICAL VOLUME | | TYPICAL VOLUME | |
| VOLUME NEEDED | | VOLUME NEEDED | | VOLUME NEEDED | |
| EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | |
| EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | |
| TOP ENROLLERS | | TOP ENROLLERS | | TOP ENROLLERS | |
| Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | |
| Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | |

| LEADER 5 | | NAME | | GOAL: GOLD + | |
|---|--|---|--|---|--|
| BUILDER 1 PREMIER <input type="radio"/> | | BUILDER 2 PREMIER <input type="radio"/> | | BUILDER 3 PREMIER <input type="radio"/> | |
| NAME | | NAME | | NAME | |
| TYPICAL VOLUME | | TYPICAL VOLUME | | TYPICAL VOLUME | |
| VOLUME NEEDED | | VOLUME NEEDED | | VOLUME NEEDED | |
| EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | | EXEC 1 NAME <input type="radio"/> | |
| EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | | EXEC 2 NAME <input type="radio"/> | |
| TOP ENROLLERS | | TOP ENROLLERS | | TOP ENROLLERS | |
| Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | | Enrolled in Gold+ Success Challenge <input type="radio"/> | |
| Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | | Reviewed Gold+ planner <input type="radio"/> | |

| CELEBRATE BLUE DIAMOND | |
|--|--|
| BUILDER 1 GOLD+ (3 PREMIERS) <input type="radio"/> | <p>5 GOLDS = <i>you're blue diamond!</i></p> |
| BUILDER 2 GOLD+ (3 PREMIERS) <input type="radio"/> | |
| BUILDER 3 GOLD+ (3 PREMIERS) <input type="radio"/> | |
| BUILDER 4 GOLD+ (3 PREMIERS) <input type="radio"/> | |
| BUILDER 5 GOLD+ (3 PREMIERS) <input type="radio"/> | |

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