

Develop influence by refining your skills as a leader, and more importantly by understanding that a leader's truest influence is a result of his state of being. Influence is less of what a leader does, and more a natural consequence of who he is becoming. This is the meaning of influencing the world.



+ action

HOW TO ACHIEVE PRESIDENTIAL 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/presidentialdiamond

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

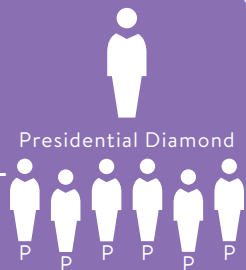
Present at Team Events

- I know which events to do

= results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME

- Target income
\$106,300/month



THE SUMMIT

Here, at the top of the summit, you view the world from different eyes. You see that every drop of oil, even when millions of drops collectively, plays a role in affecting the world.

Whether you choose to continue building an M1 or greater, or whether Presidential Diamond was the prize you sought, you have made a permanent difference. Now you know that your task is to empower as many people as you can to achieve the freedom and influence you experience.

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

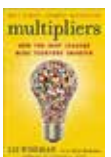
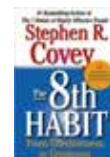
Establish a Team Identity

- 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 PRESIDENTIAL DIAMOND! Celebrate!

presidential DIAMOND PLANNER



Presidential Diamond



PRES. DIAMOND PLAN

Support 6 Key Leaders to develop into Platinum rank.

I AM PRES. 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.

♥ 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: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME	<input type="radio"/>	ELITE 1 NAME	<input type="radio"/>	ELITE 1 NAME	<input type="radio"/>
ELITE 2 NAME	<input type="radio"/>	ELITE 2 NAME	<input type="radio"/>	ELITE 2 NAME	<input type="radio"/>
ELITE 3 NAME	<input type="radio"/>	ELITE 3 NAME	<input type="radio"/>	ELITE 3 NAME	<input type="radio"/>
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
Enrolled in Platinum+ Success Challenge	<input type="radio"/>	Enrolled in Platinum+ Success Challenge	<input type="radio"/>	Enrolled in Platinum+ Success Challenge	<input type="radio"/>
Reviewed their Platinum+ planner	<input type="radio"/>	Reviewed their Platinum+ planner	<input type="radio"/>	Reviewed their Platinum+ planner	<input type="radio"/>

LEADER 2		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME	<input type="radio"/>	ELITE 1 NAME	<input type="radio"/>	ELITE 1 NAME	<input type="radio"/>
ELITE 2 NAME	<input type="radio"/>	ELITE 2 NAME	<input type="radio"/>	ELITE 2 NAME	<input type="radio"/>
ELITE 3 NAME	<input type="radio"/>	ELITE 3 NAME	<input type="radio"/>	ELITE 3 NAME	<input type="radio"/>
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
Enrolled in Platinum+ Success Challenge	<input type="radio"/>	Enrolled in Platinum+ Success Challenge	<input type="radio"/>	Enrolled in Platinum+ Success Challenge	<input type="radio"/>
Reviewed their Platinum+ planner	<input type="radio"/>	Reviewed their Platinum+ planner	<input type="radio"/>	Reviewed their Platinum+ planner	<input type="radio"/>

CELEBRATE PRESIDENTIAL DIAMOND

- LEADER 1 PLATINUM+
- LEADER 3 PLATINUM+
- LEADER 5 PLATINUM+
- LEADER 2 PLATINUM+
- LEADER 4 PLATINUM+
- LEADER 6 PLATINUM+

6 PLATINUMS = you're *presidential diamond!*

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

LEADER 3		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>	
Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>	

LEADER 4		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>	
Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>	

LEADER 5		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>	
Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>	

LEADER 6		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>		Enrolled in Platinum+ Success Challenge <input type="radio"/>	
Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>		Reviewed their Platinum+ planner <input type="radio"/>	