

monthly TRAINING PLANNER

Date _____ Time _____

Place _____

BEFORE CLASS

- Hand out free drawing tickets (optional) _____
- Distribute Handout(s) _____

WELCOME 5-10 MIN.

- Set intention: _____
- Introduce agenda: _____
- Edify presenter(s) throughout: _____

2-3 HOURS LIVE
OR 1-1/2 HOUR
ONLINE FORMAT

PRODUCT TRAINING 30-60 MIN.

- Topic: _____
- Testimonial: _____ Presenter(s)
- Testimonial: _____ Testimonial
- Testimonial: _____ Testimonial

BREAK 10-15 MIN.

- Refreshments (optional): _____ Coordinator
- Make & take (optional): _____ Coordinator

BUSINESS TRAINING 30-60 MIN.

- Why dōTERRA, why now?: _____ Presenter
- Mindset, Skillset, or Toolset training: _____ Presenter(s)
- Role Player Application activity: _____ Facilitator(s)

RECOGNITION 10-20 MIN.

Invite attendees to stand and highlight top achievers by having them share their experience or give a testimonial. Facilitator

Rank advancements last month:	• Executive	• Silver	• Diamond
	• Elite	• Gold	• Blue Diamond
	• Premier	• Platinum	• Presidential Diamond

- Top enroller last month
- Enrolled someone this month
- Special accomplishments (incentives, volume, retention rate, etc.)
- Success testimonial(s): _____ Testimonial

- Who earned:**
- Power of 3 — \$50
 - Power of 3 — \$250
 - Power of 3 — \$1500

CALL TO ACTION 5-15 MIN.

- Call to action / challenge: _____ Organizer
- Promote upcoming trainings: _____ Coordinator
 - Monthly _____ Regional _____
 - Convention _____ Other _____
- Select drawing winner(s): _____
- Offer key resources / tools for purchase: _____ Resource / Tool