

A person's hands are holding a map, with a yellow rectangular overlay in the center containing text. The background is a blurred image of a person's face and a map.

PHASE 1

ROADMAP to SUCCESS

USING THE LIVE *Naturally* SYSTEM

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..... **Starting the Journey**

(password: livenaturally)

WELCOME

Welcome to your dōTERRA Roadmap to Success! We're thrilled that you've decided to embark on the adventure that is building a business with dōTERRA. This journey is unique for everyone, but one principle remains true of every person who successfully builds. That principle is the **MUST** of educating others about oils and getting them started on their own oiling journeys! Every one of us does this, over and over again, and it is an absolute joy getting to empower others with these gifts of the earth. This 8-week guide is one highly effective method of learning how to proficiently share so that you can take the skills you learn and run with them with confidence!

let's get started, shall we?





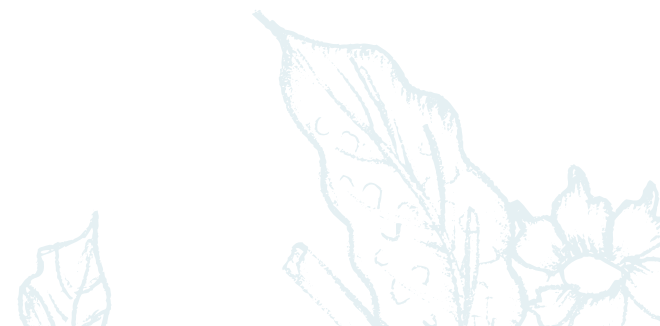
THE PLAN

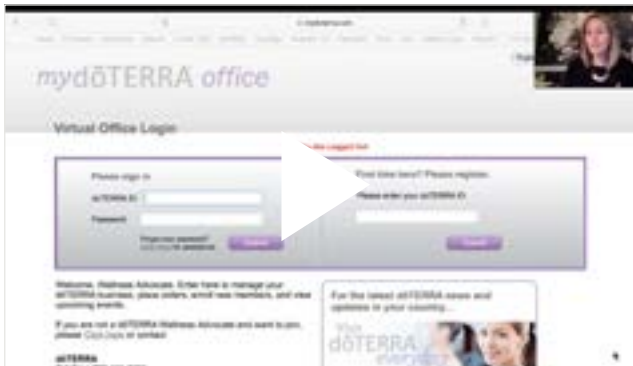
we get it!

We all understand the tedious balancing act that comes with spinning multiple plates. Whether you work a full time job, care for a family, are a committed member of the community, life is constant attention to many different moving parts. Investing the time into growing an asset (residual income) with dōTERRA is an incredibly fulfilling and worthwhile aim. Most builders start by devoting 5-10 hours a week to creating enough income with dōTERRA to pay for their products; the products that help them to live a healthy lifestyle to balance all the other moving parts!

Because time is of the essence, this pace-planner will focus on key income generating activities including, but not limited to:

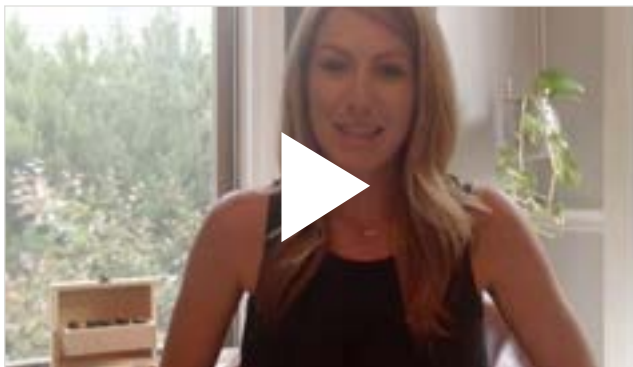
- **Use your oils** and open up your experience to others!
- **Learn to effectively educate others** about the benefits of essential oils.
- Learn to follow up effectively in order to assist those you enroll in living a *lifestyle* of wellness.





..... **Setting Up an LRP**

(password: livenaturally)



..... **Being a Product of the Product**

(password: livenaturally)

BEFORE WE BEGIN

1. **Complete a Business Consult** with your upline mentor and identify goals.
2. **Commit to a 125pv LRP order** before the 15th of each month to ensure commission eligibility as well as receive the benefits of dōTERRA's reward program.
3. **Gather needed business materials** by ordering the Build Naturally Bundle from livenaturallytools.com.
4. **Request to join the Live Naturally System Facebook group.**
5. **Consistently use dōTERRA's product line.** We learn by trying! And we share more naturally with others when we are personally enjoying the benefits of dōTERRA's wellness products in many different aspects of our living. We also authenticate how useful and helpful these natural products are to others when we are integrating them into our own health and beauty regimens, exercise routines, meal preparation, home cleanliness practices, sleep protocols, and relaxation methods. Conversely, it's very difficult to share something that you don't use. It will feel contrived. Here, at Live Naturally, we want you to find the most natural connections with people without conversations feeling forced or claims unwarranted.

Leading naturally from the heart

People do not buy what you do, ... they align themselves with what you believe. We are a belief based company in that we sell a product, yes- but we believe in a movement. What you believe will be tested and turned over and examined, and should be. What you truly believe will bleed through into why and how you do everything that you do. Allow wrong beliefs to be challenged and allow true belief to shine through.



Start With Why



Vision Boarding

ASSESS YOUR POSITION



WATCH:

Start With Why - Simon Sinek TED talk

<https://www.youtube.com/watch?v=sioZd3AxmnE> 20 min

Vision Board Video Exercise

<https://www.youtube.com/watch?v=iamZEW0x3dM> 10 min



DO:

"Find My WHY" Exercise 30 min

Create a Vision Board 1 hr

Establish a time with your upline mentor to chat weekly for 20-30min and complete the first call 30min



READ:

How to Win Friends and Influence People: Chapter 1 1 hr



PRODUCT CHALLENGE:

Use top 10 oils at least 1x each this week. Take LLV daily



BONUS!:

Peruse the dōTERRA University site for 15 mins each day:

<https://doterra.com/US/en/university/living> 1 ½ hrs

// TOTAL TIME: 3hrs 30 mins



..... Start Naturally Guide

THE ART OF NETWORKING



WATCH:

Start Naturally Guide Training Video 30 min
<https://vimeo.com/185095251> Password: livenaturally



DO:

Fill out your 100 Names List..... 1 hr
Book 4 classes with your upline packed into 1 week, 2 weeks out 30 min
Personally invite your 100 people with your 4 class date options 3-4 hrs
 (break it up into several different day/time options)



READ:

How to Win Friends and Influence People: Re-read Chapter 1..... 1 hr



PRODUCT CHALLENGE:

Continue to use 10 main oils and LLV daily.
Post a testimony on Facebook in relationship to 1 of the top 10 oils... 10 min

// TOTAL TIME: 7 hrs

Leading naturally from the heart

We are a relationship-building business. That means that most people who take your advice will do so because they know you and trust you. Value the process of building trust. Take genuine interest in multiple facets of people's lives. We work hard to remain human in a sales driven world. Stay balanced in your relationships. Build bridges that can handle the weight of suggestion.



..... Class Tutorial



..... Class Host Brochure

PREPARE TO TEACH



WATCH:

Class Tutorial 40 min
<https://vimeo.com/189402185> Password: livenaturally

Class Host Brochure Training Video 10 min
<https://vimeo.com/185094863> Password: livenaturally



DO:

Nail your Intro! Design the first 5 mins of your class in a way that introduces you as an educator, not a distributor. Write out your story and time it to keep it to 3 mins in speaking length. "Why I started using essential oils"

Use 2nd contact with invitees: text message to verify the preferred date..1 hr



READ:

How to Win Friends and Influence People: Chapter 2 1 hr



PRODUCT CHALLENGE:

Continue with the foundational products and add something new to your routine this week.

Watch a sourcing video on cardamom, arborvitae, or lemon..... 20 min
<https://www.youtube.com/channel/UCOfpaxKnF8fqjRg05TGNHZQ>

// TOTAL TIME: 5 hrs 30 mins

leading naturally from the heart

You are a gift to others. You are the only you there is. The way you laugh, the things that make you passionate, the way you communicate is yours alone. Trust that you have something valuable to bring to every person you come in contact with. Be the best version of you and give other people permission to do the same. Confidence breeds more confidence.



Enrolling a New Wellness Advocate



Why LRP?

HOST 4 CLASSES



WATCH:

Enrolling a new Wellness Advocate/Customer 30 min
<https://www.youtube.com/watch?v=TxxeMb7TtYs>

WHY LRP? 30 min
<https://www.youtube.com/watch?v=QqV1tV3WK60>

How to Book Classes from Classes: 15 min
<https://vimeo.com/185096195> Password: livenaturally

Build Well Organizer Video 15 min
<https://vimeo.com/223164618> Password: livenaturally---



DO:

Observe the first 3 classes that your upline teaches and take notes on what he/she brings to class, how he/she packs her bag, class time management, etc.6 hrs

Practice teaching a class in front of the mirror while using the Live Naturally class material.

TEACH your first class!!! (tah-dahhhhhh!!!) and partner with your educator upline to gain feedback and celebrate all the positive things that happened.2 hrs

Schedule Membership Consults with each new enrollment at the time of the class 30 min

Enter new enrollments with your upline educator 1-2 hrs

Record your new enrollments into your Build Well Organizer 1 hr



..... How to Book Classes from Classes



..... Build Well Organizer

HOST 4 CLASSES



READ:

How to Win Friends and Influence People: Re-read Chapter 2..... 1 hr



PRODUCT CHALLENGE:

Create your own roller blend for stress management

// TOTAL TIME: 14 hrs

leading naturally from the heart

You can do this! Encourage yourself. Be aware of what you are feeding your mind as you prepare for a big week. Cast your thoughts on Possibility Thinking and service to others. I always say: "When the goal is service, there is no need to be nervous." Make it a priority to listen to people, and have a heart to serve them. It's going to be great!





..... Membership Consult



..... Successful User Page

MEMBERSHIP CONSULTS



WATCH:

Membership Consult 20 min
<https://vimeo.com/189401578> Password: livenaturally



DO:

Follow-up with your enrollments to verify Membership Consult dates..... 1 hr
Complete all membership consults with new enrollments. (Your upline will ideally be present for the first one.)

Add any new enrollments to your team's community Facebook group...10 min

Book classes with those who said they were interested in hosting..... 1 hr

Optional: Set up a Community User Page 1 hr
<https://vimeo.com/222675043> Password: livenaturally



READ:

How to Win Friends and Influence People: Chapter 3 1 hr



PRODUCT CHALLENGE:

Study the suggested products on the Membership Consult to ensure that you can speak from experience about 1-2 products in each of the Wellness Lifestyle categories 30 min

// TOTAL TIME: 7 hrs

Leading naturally from the heart

***Remember: The process we take people along with their doTERRA experience should feel like one pleasant date to the next. We don't need to spend excessive time, nor do we need to rush through it. Give people the time it takes to listen, observe and serve. Plan for an hour in your membership consult.*



..... Class Host Brochure



..... Class Host Gifts

TEACH 1-2 CLASSES



WATCH:

Review Class Host Brochure Video (include link) 10 min
<https://vimeo.com/185094863> Password: livenaturally

Video for Class Host Gift Ideas 5 min
<https://vimeo.com/222250067> Password: livenaturally



TO DO:

Prepare your host with a 5-10 min phone-call 20 min

Put together a class check-list (PDF - checklist print-off) 30 min

Put together host gifts 1 hr

Teach 1-2 Intro classes 4 hrs



TO READ:

How to Win Friends and Influence People: Re-read Chapter 3 1 hr



PRODUCT CHALLENGE:

Look for 1-2 opportunities to sample people each day 1 hr

// TOTAL TIME: 8 hrs

leading naturally from the heart

We always want to lead with thankfulness. When interacting with your host, set the tone with a gracious and positive attitude. Thank her for taking the time to open her sphere and participate in sharing great information. Treat her home with dignity and graciously embrace whatever environment you are being honored to enter. Be warm in all your interactions.



Why dōTERRA?



Business Consult

BUSINESS CONSULTS



WATCH:

Why dōTERRA? 30 min
<https://vimeo.com/222537388> Password: livenaturally

Business Consult 30 min
<https://vimeo.com/185095574> Password: livenaturally



DO:

Teach 1-2 Intro Classes 5 hrs

Schedule a Business Consult with your upline present to complete the first one 20 min



READ:

How to Win Friends and Influence People: Chapter 4 1 hr



PRODUCT CHALLENGE:

Try 2-3 different diffuser combinations and share your favorite recipe on your user Facebook page 30 min

// TOTAL TIME: 7 hrs 30 min

Leading naturally from the heart

One of dōTERRA's priority mission statements, along with having a "healer in every home" is to see wellness advocates walk in financial freedom. Presenting financial freedom is right up there with presenting wellness options. We believe that sharing the dōTERRA wellness advocate experience and job opportunity is a huge way to serve families who are looking for more breathing room in their finances. We believe that all of us should be financially free to give to the initiatives that make the world a better place.



Work/Life Balance



Power of Consistency

SHARE, TEACH, REPEAT



WATCH:

Work/Life Balance video or The Power of Consistency 20 min

<https://vimeo.com/222671901> Password: livenaturally

<https://vimeo.com/221655091> Password: livenaturally



DO:

Establish consistent, daily habits of sampling (we recommend 2 people/day, 5 days/week) booking classes, preparing class hosts, teaching, enrolling and following up. These activities, repeated consistently, are what will propel your dōTERRA business forward.

Complete the 168 Hour Exercise http://static.showit.co/file/33_olvHKT-X-D_jHmgJGCzg/66716/168hoursexercise2.pdf 4-5 hrs

Continue with your weekly mentor call time to create accountability and goal setting practices 30 min



READ:

How to Win Friends and Influence People: Re-read Chapter 4 1 hr



PRODUCT CHALLENGE:

Create a list of 3 oils that you will research this month and post a video about one of them on your user page 1 hr

// TOTAL TIME: 7 hrs 30 mins

Leading naturally from the heart

Consistency and Grit are mortar that hold these building blocks together. Everyone will have a day of discouragement at some point. Each of us will feel the sting of disappointment or feel frustrated with unmet expectations. As a leader, your example matters. How you talk about your journey and your own sense of resilience echos to all those who will be observing you. Make a commitment to only direct your frustrations up, to your upline and only direct encouragement and hope to your downline. Train others to do the same.

BONUS!

LEANING INTO SOCIAL MEDIA



Ask doTERRA™: Emily Wright



[Download the Daily Drop app](#)



Consider using the social media content through [“Amplify”](#) from doTERRA Corporate (cost incurring) \$14.99



MEET DANA & GINNA

we are two busy moms...

(4 kids each!) with no previous experience who were introduced to doTERRA and it was LOVE. Growing our businesses has grown US in ways we never could have imagined and we love helping others discover their own inner leadership grit!

We both love the outdoors (especially water!), good food, good coffee, good conversation, competitive games and spending time with our hubbies and kids.





LIVE *Naturally*
LIVENATURALLYTOOLS.COM



LIVE NATURALLY SYSTEM



LIVENATURALLYTOOLS