

# My BUSINESS CONSULT



## WHAT IS A PIPELINE?

• Original adaptation from Robert Kiyosaki •

Imagine there was a village that was far away from any water source. Naturally, it was someone's job to walk to the nearest well and haul buckets of water daily. There was no better job security in the whole village - everyone needed water and was willing to pay, so the demand was high. The man hauling buckets of water seemed to have the perfect job. Or did he? If he needed to make more money for his family, he needed to work more hours. If he or a family member got sick, he could not take the time off that he needed. If he didn't work, he didn't get paid. He had job security, yes. But, he did not have financial freedom or time freedom.

Sometimes, the best solutions come from the hardest problems. The man got creative and decided to change his fate. He hauled buckets daily to pay his bills and provide for the village. In the evening, he made sacrifices and began to dig a pipeline. This process took a few years. It required constant attention, focus and a determined attitude. The reward came the day the man could turn on a spigot and sell buckets of water to everyone in the village. They now had colder, fresher, faster, cheaper water! The man created a constant cash flow that would even pay him on holidays and sick days. He created financial freedom and time freedom so he could pursue his dreams.

LIVE *Naturally*

# Exploring THE OPPORTUNITY

1. What would be the best part of **running your own business**?
2. How do you feel about **network marketing**?
3. What intrigues you about the **opportunity with dōTERRA**?
4. What would **residual income** mean to your family?



## About dōTERRA



### THE COMPANY

- Well-established, debt-free company with steady growth
- Making a difference across the world through Cō-impact Sourcing® initiatives



### THE PRODUCT

- Top-of-the-line wellness products
- Extensive 3rd party testing



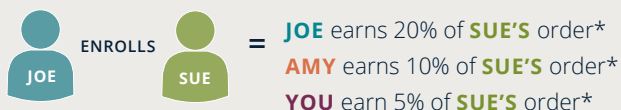
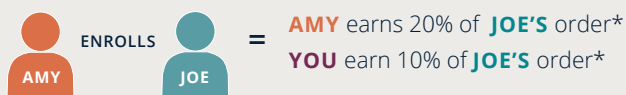
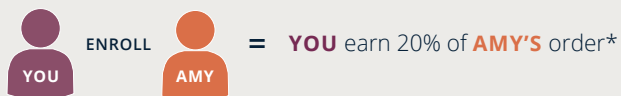
### THE OPPORTUNITY

- Minimal start-up cost
- No inventory, shipping or overhead required
- Generous compensation plan
- Unprecedented retention rate of 65% company-wide
- **You** have every opportunity to reach the highest levels of earning potential

# HOW TO *Earn*

An LRP of 100 PV monthly is the only requirement to earn with dōTERRA!

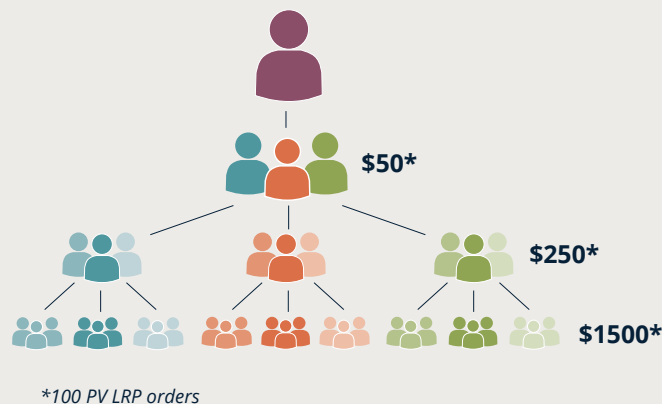
## FAST START



\*based on the PV amount of the order

## POWER OF 3

- Paid monthly based on structure
- Each team needs 600 Team Volume to receive this bonus



## UNILEVEL

<i>you</i> in dōTERRA				Monthly earnings based upon 150 PV average				<i>you</i> in a typical unilevel plan			
%		x3	x3								
2%	1	3	\$9	\$31	1	7%					
3%	2	9	\$40	\$81	2	6%					
5%	3	27	\$202	\$243	3	6%					
5%	4	81	\$607	\$607	4	5%					
6%	5	243	\$2,187	\$1,822	5	5%					
6%	6	729	\$6,561	\$3,280	6	3%					
7%	7	2187	\$22,963	\$6,561	7	2%					
TOTAL = \$32,569				TOTAL = \$12,625							

## LEADERSHIP BONUS POOLS

- Additional bonus paid monthly for achieving rank



7% based on global company earnings each month

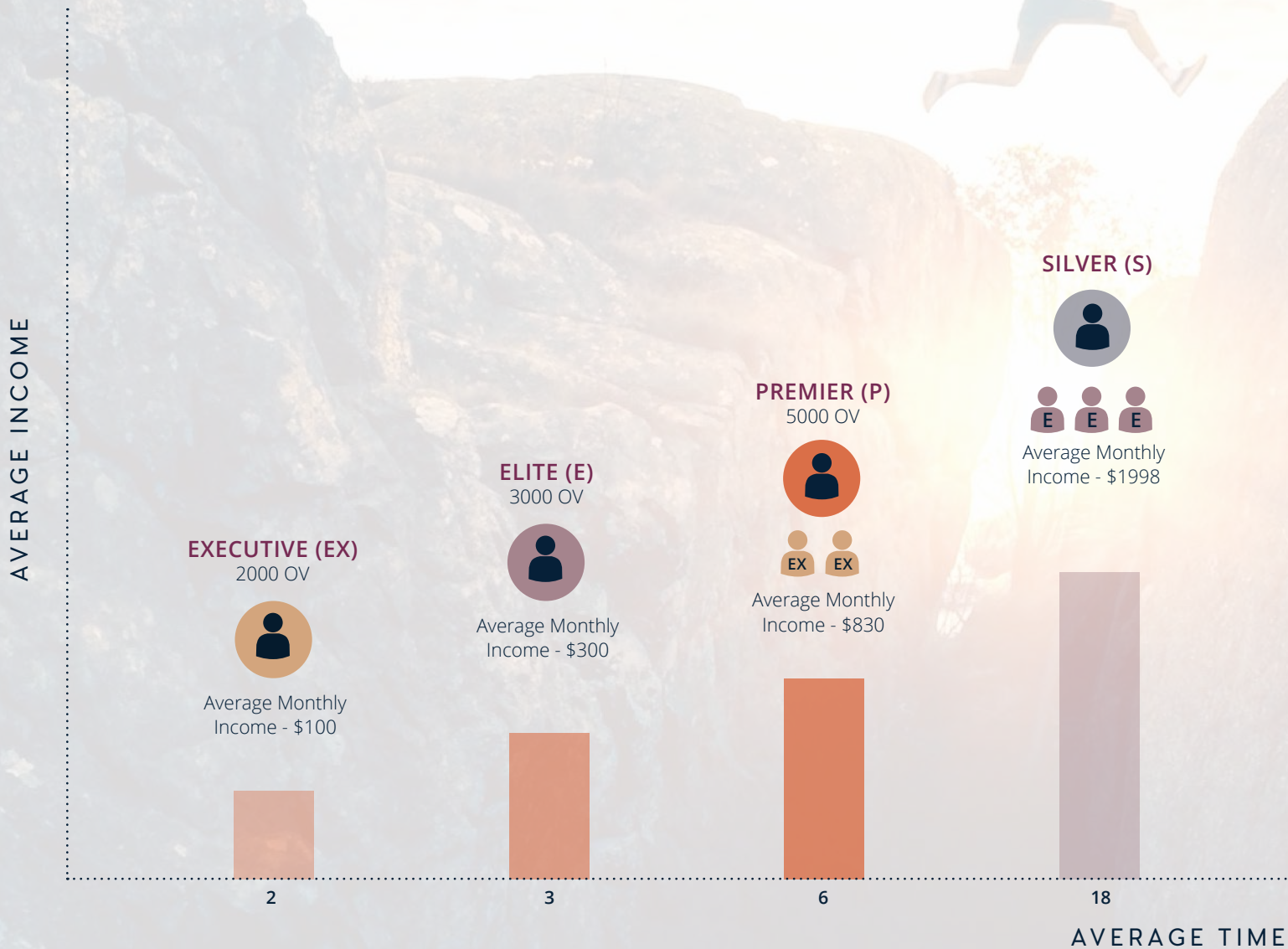
## RETAIL

- Wellness Advocates earn 25% on products ordered at retail price



“THE BEST WAY TO PREDICT THE FUTURE  
IS TO *create* IT!”

- PETER DRUCKER



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### PHASE 1

- Solidify your why
- Complete Roadmap to Success course
- Share, teach, enroll & follow up

*Average monthly income: \$300-500*

*Weekly commitment: 5-20 hours*

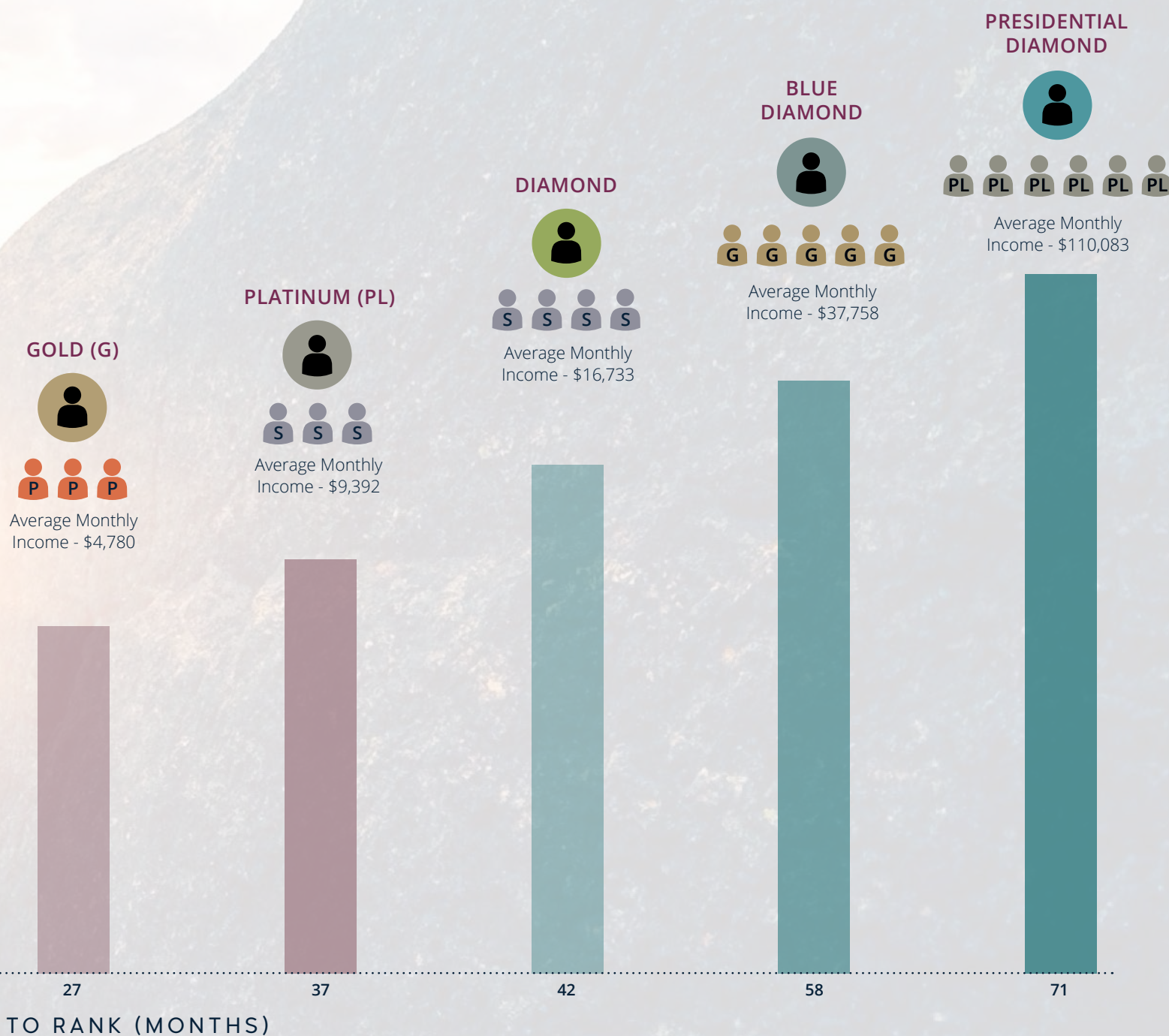
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### PHASE 2

- Continue to share, teach, enroll & follow up
- Educate & launch new builders
- Commit to continued personal development

*Average monthly income: \$2000+*

*Weekly commitment: 10-30 hours*



# 3

## PHASE 3

- Continue to lead by example in the basics
- Inspire, train, support & duplicate
- Never stop learning & growing

Average monthly income: **\$10,000+**

Weekly commitment: **20-40 hours**

*“Entrepreneurship* IS LIVING A  
FEW YEARS OF YOUR LIFE LIKE MOST PEOPLE WON'T,  
SO THAT YOU CAN SPEND  
THE REST OF YOUR LIFE LIKE MOST PEOPLE CAN'T.”

- UNKNOWN



# LET'S GET *Started*

1. **Place a 125 PV LRP order** before the 15th of each month to ensure commission eligibility and receive the benefits of dōTERRA's reward program.
2. **Download Roadmap to Success** course from [livenaturallytools.com/downloads](http://livenaturallytools.com/downloads).
3. **Gather needed business materials** by ordering the Build Naturally Bundle from [livenaturallytools.com](http://livenaturallytools.com) and request to join the Live Naturally System Facebook group for training tutorials.
4. **Get plugged into your upline leader's builder group** .....
5. **Consistently use dōTERRA's product line.** We learn by trying! And we share more naturally with others when we have genuine personal testimonies. Begin integrating them into your health and beauty regimens, exercise routines, meal preparation, home cleaning, sleep protocols, and relaxation methods.



## SET YOUR *Goals*

### 30-DAY GOAL

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### 90-DAY GOAL

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### 1-YEAR GOAL

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# START *Naturally*

## 1. Schedule several classes with an upline mentor within 1 week



## 2. Invite 100 people to learn about oils

- Give them your dates and allow them to choose which class they want to attend.

## 3. Utilize the 3 Contact Method

- **2 weeks prior to classes:** Invite everyone. Personal is best! Sample or give an oil experience to as many as possible.
- **1 week prior to classes:** Call or text to confirm the date they are attending. *Sample Script: "I'm so excited about my essential oil classes next week! Just wanted to see which day you are planning to attend?"*
- **Day of class:** Text a reminder to "let them know" something. *Sample Script: "Just wanted to let you know it's fine to park in the driveway or the street. It's going to be fun. Can't wait to see you!"*

## 4. Book classes from classes

- In order to maintain/build your momentum, be sure to focus on getting classes booked from your first several classes. Utilize drawing entry forms and/or calendar with open dates. Advertise what you give to your hosts.

## 5. Prepare to teach

- Actively participate while your upline teaches the first 3 classes. The goal is to teach the 4th class yourself.



## *Daily* ACTIVITIES FOR SUCCESS

### LEADS

- Give someone an oil experience.
- Invite someone to an upcoming class or schedule a one-on-one.
- Work with an upcoming class host.
- Follow up with someone who has attended class and has not yet enrolled.

### PERSONAL ENROLLMENTS

- Ensure that all your personal enrollments have received a Membership Consult.
- Do a 30-day, 60-day, 6-month and 1-year check-in.
- Send out information on upcoming class host incentives.
- Share an oiling tip to increase their knowledge and experience.

### BUILDERS

- Start builders on Roadmap to Success 8-week course.
- Communicate weekly with personally enrolled builders.
- What are obstacles you can help them overcome?
- How many classes and one-on-ones do they have this month?
- What are their 30-day, 90-day and 1-year goals?



USE THE **BUILD WELL ORGANIZER** TO TRACK ACTIVITY!

# 100 Names List

Who will you invite to your first several classes? Don't prejudge anyone; do a full name dump. Think about family members, friends, neighbors, associates from school/church/clubs, coworkers, product or service providers. (ex: Who cuts your hair? Who do you bank with?)

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*"The difference between your dreams  
and reality is called action."*

LIVE Naturally  
LIVENATURALLYTOOLS.COM