

Mentoring Program #1: <https://youtu.be/-PdJNJz7B1Q>

Mentoring Basics:

You are in business for yourself, but not by yourself. Partnering with your upline mentor can dramatically increase your own success and the success of your builders. To grow, you spend time both receiving mentoring and mentoring others.

Everything duplicates. By showing up accountable to your mentor, you attract greater accountability from your team. Mentoring is about bringing out the brilliance in others and helping them find their passion, solutions, and drive. As you discover yours, you are better able to serve your builders as their strategy and accountability partner.

“Your growth determines who you are. Who you are determines who you attract. Who you attract determines the success of your organization. If you want your organization to grow, you have to remain teachable.” - John C. Maxwell

BE MENTORED

1. Schedule weekly calls with your mentor. Reach out more frequently as needed in a predetermined method of communication.
2. Send a picture of your completed worksheet prior to each weekly call.
3. Call your mentor at the appointed time.

TIPS TO BE MENTORED

- Call on time.
- Treat the Check-In as an indispensable tool for success and growth.
- Come prepared to discover your own solutions, rather than expecting your mentor to solve everything for you.
- Turn to your mentor for strategy, not therapy.
- Utilize consistent personal development to surpass limitations and to be better prepared to find solutions and strategize.

BE RESILIENT

Difficulties happen to everyone. There may come a time when you become discouraged. Your mentor will know this has happened if you stop calling, stop enrolling, or start making excuses. If this happens, how would you like your mentor to respond to help you move back to a state of commitment and resilience? Share with your mentor in your next Mentor Call.

Content:

You are ready to earn an income from doTERRA, want to learn more about the business and are ready to begin sharing your experience and the amazing doTERRA products.

You understand to earn commissions you must maintain a 100pv Loyalty Rewards Order monthly and the way to earn income is to share the oils and products, allowing others to open wholesale accounts through your introduction, and supporting them to purchase the products they need at the best possible prices. It is also your role to educate others on the best way to save the most money on the products they wish to purchase and in most cases that means explaining the Loyalty Rewards Program and encouraging your enrolees to activate the program and use more of the doTERRA Product range.

It is the intention of this Mentor Program to provide you with a Framework and self-paced study material so that ideally over 5 weeks you can Kickstart your Business and build yourself to the rank of Elite, at which time your monthly oil order should be covered by commissions. As you introduce others to the doTERRA products, they too may be interested in sharing and earning, and you are welcome to offer them this mentoring program as well, as a support for them to do exactly the same as you, and to share the doTERRA products while earning commission.

This module covers:

1. Your Enroller, your sponsor, your up-line builders, your groups, Facebook Pages, events
2. Group mentoring call details
3. Back office – how to set it up and get around
4. Loyalty Rewards – what is it, how do you set up and maintain your monthly order
5. Bank accounts, pay forms, commissions
6. You WHY – video Simon Sinek – exercise to write / develop your WHY
7. Buckets vs Pipelines video

Mentoring Program #1 – workbook – Week #1

Task 1:

Please complete this:

What is your Member Number? _____

Who is Your Enroller? _____

What does Enroller Mean? _____

Who is Your Sponsor? _____

What does Sponsor Mean? _____

Who are your up-line Builders? _____

What is an Up-line and what is a down-line? _____

What Facebook Groups have you joined, can you join? _____

Are you following your team Facebook Pages? _____

Where can you find out about events? _____

Task 2:

Please arrange a weekly Telephone call or Webchat with your enroller/upline builder. Is it booked in your and their diary?

Day: _____

Time: _____

Phone Number / Zoom Chat: _____

Join your Team Group mentoring call – when is that and how do you join in? Is it a webinar / Zoom Chat / Skype? _____

Task 3: Please complete Task 3 online

Are you serious about this being a business? Do you need a Business Name, or are you going to operate in your own name? To learn more about your Business start-up please visit our website:

<https://healthywellthy.com.au/start-your-business/>

Back office – how to set it up and get around. Please complete Task 3 online – watch the video on your back office and website URL.

What is your doTERRA website URL address: www.mydoterra.com/ _____

Task 4: Please complete Task 4 online

Loyalty Rewards – what is it, how do you set yours up and how do you change it monthly? How do you do a USA Loyalty Rewards Order? How do you use POINTS to place an order?

When is your next LRP order? _____

Task 5: Please complete Task 5 online

Work through this task online and where necessary please download and complete your Direct Deposit Authorisation Form. Also visit www.doterraeveryday.com.au , select TOOLS and AUSTRALIAN TOOLS and explore the various Forms, Product Brochures and Flyers available.

Task 6:

So here is some homework for you. Please complete Task 6 online - Your WHY – watch the video by Simon Sinek.

Now please work through the following:

Studies at major universities show that the most successful people make clear goals, write them down, review them often, and have an accountability system. To create the success you intend, follow the directions on this worksheet to harness the power of intentional goal setting using proven methods.

1. WHAT DO I WANT MORE OF? Choose your top 3.

- ☐ Finances are not a source of stress
- ☐ Debt-free
- ☐ Plenty of money in savings
- ☐ Financially prepared for the future
- ☐ Experiences I desire (travel, education/self-improvement, lifestyle, etc.)
- ☐ Living my dreams
- ☐ Feeling inspired & fulfilled doing what I do
- ☐ Spending more time with those I care about
- ☐ Making a difference (service, charitable giving, etc.)

2. WHAT ELSE DO I WANT TO CREATE IN MY LIFE?

How much monthly income do you need to create these goals? \$ _____

3. WHAT ARE MY doTERRA GOALS?

Be clear on WHAT you want to create, WHEN you will achieve it, WHY it is important to you, and HOW you will go about accomplishing it. As you accomplish your goals, you change lives, grow yourself, and get rewarded for it. Draw from the ranks and incomes in your Build Guide as you write your goals. Share these goals with your upline, and post them where you see them daily (i.e. bathroom mirror, bedside, etc.).

Goal from Build Guide	90 Day Goal	1 Year Goal
<p>I AM ELITE RANK IN: (Circle one)</p> <p>60 days 30 days 14 days</p> <p><i>minimum</i> <i>target</i> <i>outrageous</i></p>	<p>WHAT \$ _____/mo.</p> <p>_____</p> <p>rank</p> <p>WHEN _____</p> <p>Goal Date</p>	<p>WHAT \$ _____/mo.</p> <p>_____</p> <p>rank</p> <p>WHEN _____</p> <p>Goal Date</p>

4. WHY IS IT IMPOR TANT FOR ME TO STAY COMMITTED TO ACCOMPLISH THESE GOALS?

Journal to clarify and enhance your WHY and to receive insight on how to achieve these goals.

How will my life change when I reach my 1-year goal? _____

What will life be like if I never reach this goal? _____

WHY are you doing doTERRA – what is your reason for getting up in the morning to share and inspire with doTERRA?

What are the actions needed to propel your WHY into being:

Task 7:

Please watch the video online - Buckets vs Pipelines