

expand TO GOLD

Expanding to Gold is about believing in your builders. This is the rank where inspiring your builders to become stewards over their own teams becomes fundamental to success. Begin this rank by reflecting on the strengths, gifts, and valuable qualities of your builders. Show your belief in your builders as they learn to believe in themselves.



+ action

HOW TO ACHIEVE GOLD:

- SHARE OILS
- ENROLL CUSTOMERS & BUILDERS
4+ customers and
1+ builder a month
- LAUNCH BUILDERS
As you support your builders
in this same process.

PREPARE

Prepare for Rank Advancement

- ☐ I placed a 150PV LRP order
- ☐ I completed my Gold Planner
- ☐ I reviewed my builders' planners
- ☐ I completed my Power of 3 Planner
- ☐ I time block my days & weeks
- ☐ I attend team & company events

Strategize with Your Mentor

- ☐ I completed Power Mentoring
- ☐ I do a weekly Success Check-in with my mentor
- ☐ I have an accountability partner

Recognize & Incentivize

- ☐ I invest for success
- ☐ I have a recognition plan
- ☐ I strategically incentivize

INVITE

Connect with Prospects

- ☐ I expand my prospects
- ☐ I know my target market
- ☐ I connect with my target market

Invite Powerfully

- ☐ I invite with certainty

PRESENT

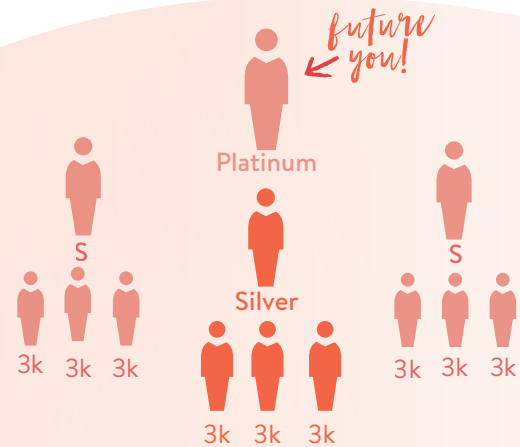
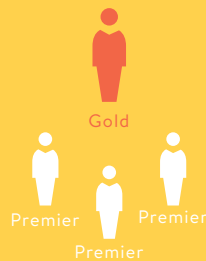
Present Weekly

- ☐ 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

= results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME

- Target income \$4,750/month
- Solidify \$1500 Power of 3 Bonus



FUTURE PLATINUM INCOME = \$8,100/MO.

Keep your sights on your 2-5 year plan, and inspire your team to also commit to the long-term. Massive success in network marketing is the result of inspiring a large number of people to do a small number of simple things repeatedly.

ENROLL

Enroll Customers & Builders

- ☐ I enroll with certainty
- ☐ I inspire and commit sharers and builders

Develop Team Leadership

- ☐ I engage new partners in my business
- ☐ I strategize with my mentor to place new enrollments

Follow Up

- ☐ I typically follow-up within 48 hours
- ☐ I do Lifestyle Overviews with new enrollees

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 host monthly Launch Trainings
- ☐ I identify true leaders
- ☐ I can grow with all types of builders

Nurture Strong Customer Culture

- ☐ I customize my support to my team

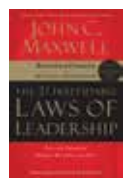
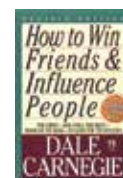
PREPARE YOU

Develop Mindset

- ☐ I've cleared the path ahead
- ☐ I know my role as CEO
- ☐ I am learning to lead
- ☐ I read, watch, or listen to:



(Audio only)



☐ I am GOLD! Celebrate!

the last day of month

And I feel

Fuel your success by expressing emotion in advance for how your achievement will feel.

G

Gold

P

P

P

Premier Premier Premier

GOLD PLAN

Support 3 Key Builders through the Premier Guide

♥ Why I share dōTERRA natural solutions products & lifestyle: _____

⌚ How many hours will I invest weekly in my business?: Minimum: Target: Outrageous:

BUILDER 1 Veronica

GOAL: PREMIER +

- ☐ Reviewed their Premier (or higher rank) Planner
☐ They have begun launching 2+ builders

BUILDER 1 TO EXECUTIVE 2,000
 Write all currently scheduled LRP volume. -

NEEDED VOLUME
 Subtract scheduled volume from 2,000. =

NEEDED CLASSES/ ONE-ON-ONES
 Divide needed volume by average class volume (1000). \div Average Class Volume \gg

BUILDER 2 TO EXECUTIVE 2,000
 Write all currently scheduled LRP volume. -

NEEDED VOLUME
 Subtract scheduled volume from 3,000. =

NEEDED CLASSES/ ONE-ON-ONES
 Divide needed volume by average class volume (1000). \div Average Class Volume \gg

Plan for additional volume (to total 5,000+)

BUILDER 2 Nucleus klinikken

GOAL: PREMIER +

- ☐ Reviewed their Premier (or higher rank) Planner
☐ They have begun launching 2+ builders

BUILDER 1 TO EXECUTIVE 2,000
 Write all currently scheduled LRP volume. -

NEEDED VOLUME
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 Divide needed volume by average class volume (1000). \div Average Class Volume \gg

Plan for additional volume (to total 5,000+)

BUILDER 3

GOAL: PREMIER +

- ☐ Reviewed their Premier (or higher rank) Planner
☐ They have begun launching 2+ builders

BUILDER 1 TO EXECUTIVE 2,000
 Write all currently scheduled LRP volume. -

NEEDED VOLUME
 Subtract scheduled volume from 2,000. =

NEEDED CLASSES/ ONE-ON-ONES
 Divide needed volume by average class volume (1000). \div Average Class Volume \gg

BUILDER 2 TO EXECUTIVE 2,000
 Write all currently scheduled LRP volume. -

NEEDED VOLUME
 Subtract scheduled volume from 3,000. =

NEEDED CLASSES/ ONE-ON-ONES
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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:

ME
GOLD

BUILDER 3
PREMIER

BUILDER 2
PREMIER

BUILDER 1
PREMIER

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders