

Upper Rank Maps

magnify TO PRESIDENTIAL

empower TO BLUE DIAMOND

multiply TO DIAMOND

expand TO PLATINUM

duplicate TO GOLD

duplicate TO GOLD

Expanding to gold is 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
WHO DO THE SAME

PREPARE

1 Plan for Rank Advancement

- ☐ I completed my Gold Planner
- ☐ I reviewed my builders' planners
- ☐ I prioritize and time block my days and weeks for my life success

2 Evaluate & Strategize

- ☐ I clearly track my prospects, customers, and builders
- ☐ I understand and have personalized PIPES for my business
- ☐ I do monthly Power Mentoring
- ☐ I strategize each week with my mentor

3 Leverage Technology

- ☐ I know how to use an online calendar that syncs with my personal devices
- ☐ I know how to host and operate a conference call
- ☐ I know how to use video calling for 1:1s and team calls
- ☐ I know how to use the Share Success Pro App
- ☐ I know how to use Docusign

INVITE

4 Invite Consistently

- ☐ I add 5+ prospects to my names list each week
- ☐ I lead by example as I continue to share and invite new prospects
- ☐ I am refining my ability to ask for referrals
- ☐ I participate in Team Blitzes
- ☐ I invite to live, share, and build
- ☐ I am refining my ability to invite and enroll business-builders

5 Successful Sharing

- ☐ I use social media to connect with prospects online

PRESENT

6 Present Effectively

- ☐ I lead by example as I continue to refine my product and opportunity presentations
- ☐ I teach and model compliant product and opportunity presentations for my team
- ☐ I provide regular product and business opportunity presentations for my team
- ☐ I do 3-way calls with builders to recruit new builders.



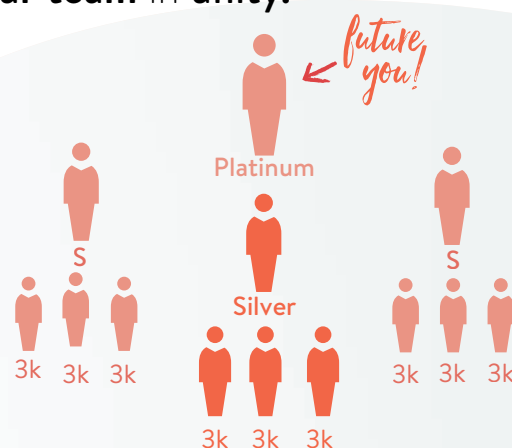
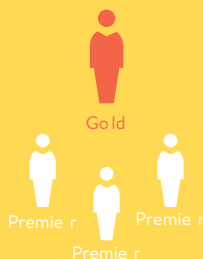
Watch the training videos for Gold at sharesuccess.com/gold

Duplication is the key to grow
your builders and **your team** in unity.

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.

Grow in **love**, keep your sights on your 2-5 year plan, and inspire your team to do the same. Massive success in network marketing is the result of inspiring several people to do a small number of simple things repeatedly.

ENROLL

7 Enroll Consistently

- ☐ I lead by example as I continue to follow up and enroll customers and builders
- ☐ I teach and enroll new customers in the LRP program
- ☐ I understand the doTERRA exceptions process
- ☐ I have a placement plan prior to enrolling
- ☐ I set clear expectations with leaders

8 Follow-up

- ☐ I do the 3 Steps to Follow-up
- ☐ I develop my leadership mindset & skillset to attract capable & committed builders
- ☐ I know the benefits of partnering with my doTERRA team
- ☐ I do what I ask my team to do
- ☐ I leverage my upline as needed during recruiting conversations

SUPPORT

9 Support Builders

- ☐ I focus on what my builders want and teach them to set SMART goals
- ☐ I do regular group mentor calls with key builders
- ☐ I teach new builders how to make money
- ☐ I promote and participate in monthly, launch, and team trainings

10 Develop Leadership

- ☐ I promote and attend Leadership Retreat and convention
- ☐ I grow with all kinds of builders
- ☐ I do mindset, skillset, toolset, training

11 Nurture Team Culture

- ☐ I have clearly identified my mission
- ☐ I am clear about my team culture
- ☐ I nurture a 65% retention rate

PREPARE YOU

12 Develop Mindset

- ☐ I am building belief in my builders
- ☐ I have cleared the path ahead
- ☐ I live the success habits
- ☐ I have refined my affirmations
- ☐ I am increasing my love for my team
- ☐ I do 15+ minutes of personal development daily
- ☐ I read or listened to:



☐ I am GOLD! Celebrate!

gold PLANNER

I AM GOLD ON OR BEFORE

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:

PERSONAL	TEAM
<input type="text"/> PRESENTATIONS	<input type="text"/> ENROLLMENTS
<input type="text"/> ENROLLMENTS	<input type="text"/> RETENTION (SPONSOR)
<input type="text"/> RETENTION (ENROLLER)	

BUILDER 1

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).

÷

Average Class
Volume

»

BUILDER 2 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
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÷

Average Class
Volume

»

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

BUILDER 2

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.

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NEEDED VOLUME

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NEEDED CLASSES/ ONE-ON-ONES

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÷

Average Class
Volume

»

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

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Average Class
Volume

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BUILDER 2 TO EXECUTIVE 2,000

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Average Class
Volume

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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 2
PREMIER

BUILDER 1
PREMIER

BUILDER 3
PREMIER

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders

expand TO PLATINUM

Growing to Platinum means growing in conviction of your WHY. Know on a deep level not only why you want to advance in your rank, but why all of this matters to others. Reflect on why it's worth the time, focus, and emotional energy. Know your WHY so deeply that it becomes part of the fabric of who you are each day.



+



PREPARE

1 Plan Rank Advancement

- ☐ I completed my Platinum Planner
- ☐ I reviewed my builders' planners
- ☐ I completed my Power of 3 Planner

2 Uplevel to Advance

- ☐ I regularly evaluate and strategize with my mentor and upline leaders
- ☐ I eliminate interference and care for myself

3 Create Order

- ☐ I schedule my success time
- ☐ I map out my year with key business building events
- ☐ I map out my lifestyle
- ☐ I create order in my business
- ☐ I unleash the power of my back office
- ☐ I increase my income

INVITE

4 Focus on Target Markets

- ☐ I actively seek out prospects in my target market, and share with and invite them
- ☐ I understand my leaders' target markets

5 Find New Prospects

- ☐ I make 2+ new contacts per week
- ☐ I look for opportunities to do booths or trade shows
- ☐ I join or attend social or networking groups
- ☐ I share doTERRA's Living and/or Leadership magazine with new prospects

PRESENT

6 Continuing Education

- ☐ I provide continuing education presentations for my team

7 Present for Team

- ☐ I provide online product and business opportunity presentations for my team
- ☐ I do 3-way calls and one-on-ones with my new builders
- ☐ I am a powerful presenter

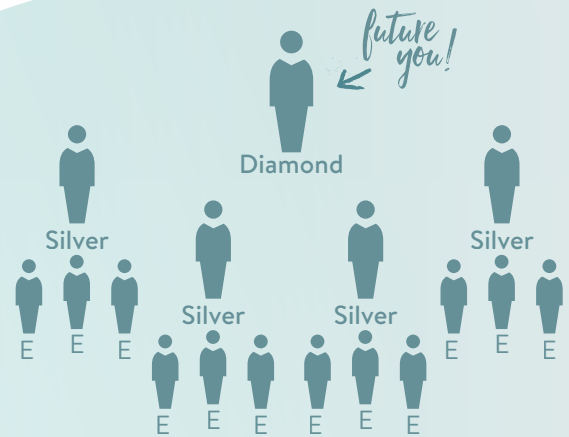
▶ Watch the training videos for each section at sharesuccess.com/platinum

Your **leadership** is the key to cultivating
a **community** people will remain **loyal** to.

results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME

- Target income \$8,100/month
- Help leaders solidify their \$1500 Power of 3



OILS IN EVERY HOME

Continue forward in **gratitude**. As you grow a strong Platinum structure, keep your next rank in mind. Begin your 4th leg when you feel the first three are increasing in independence. You can build a 4th Silver leg faster knowing you can give it your energy because your first 3 legs are empowered and growing.

ENROLL

8 Enroll Capable and Committed Builders

- ☐ I use the Commitment Form when enrolling potential front-line leaders (p. 16 Silver Guide)

9 Empower Builders

- ☐ I found my capable and committed 3rd or 4th leg front-line leader
- ☐ I enroll only capable and committed builders on my front line
- ☐ I understand and can share the compensation plan in depth
- ☐ I do question-based enrolling

SUPPORT

10 Train Team

- ☐ I cultivate a community of empowered product users
- ☐ I do training at Launch and Monthly Team Trainings, and on team calls
- ☐ I know how to enhance trainings
- ☐ I understand how to train and mentor by personality type
- ☐ I know how to do team calls

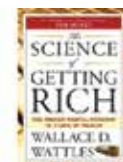
11 Recognize & Incentivize

- ☐ I recognize new rank advancements in my team
- ☐ I invest for success
- ☐ I create momentum

PREPARE YOU

12 Develop Mindset

- ☐ I am building belief in my team
- ☐ I am becoming a great leader
- ☐ I am releasing resistance
- ☐ I release and receive
- ☐ I am growing my gratitude
- ☐ I read or listened to:



☐ I am PLATINUM! Celebrate!

platinum PLANNER

PI

Gold

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Silver

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Silver

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Silver

PLATINUM PLAN

Support 3 Key Builders through the Premier Guide

I AM PLATINUM ON OR BEFORE

the last day of month

AND I FEEL

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

♥ Why I share dōTERRA natural solutions products & lifestyle:

PERSONAL	TEAM
<input type="text"/> PRESENTATIONS	<input type="text"/> ENROLLMENTS
<input type="text"/> ENROLLMENTS	<input type="text"/> RETENTION (SPONSOR)
<input type="text"/> RETENTION (ENROLLER)	

LEADER 1

GOAL: SILVER +

- ☐ Reviewed their Silver (or higher rank) Planner
☐ They have begun launching 3+ builders

BUILDER 1 TO ELITE 3,000

Write all currently scheduled LRP volume.

-

NEEDED VOLUME

Subtract scheduled volume from 3,000.

=

BUILDER 2 TO ELITE 3,000

Write all currently scheduled LRP volume.

-

NEEDED VOLUME

Subtract scheduled volume from 3,000.

=

BUILDER 3 TO ELITE 3,000

Write all currently scheduled LRP volume.

-

NEEDED VOLUME

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=

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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:

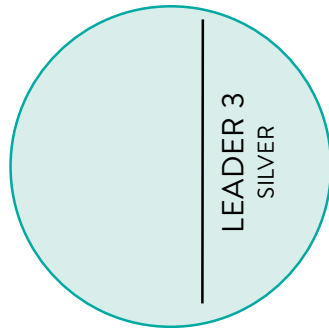
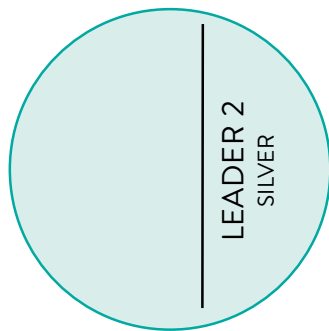
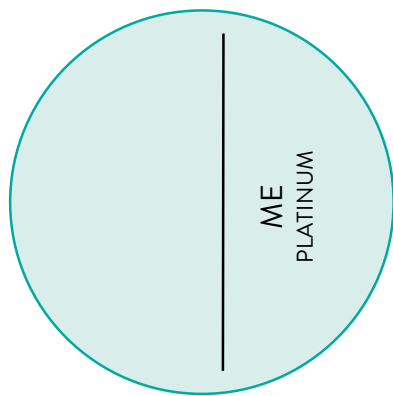
Book a class:

RANK/BONUS INCENTIVES

Launch – Elite:

Premier:

Power of 3:



Their strengths/WHY

Their strengths/WHY

Their strengths/WHY

Their builders

Their builders

Their builders

multiply TO DIAMOND

Diamond rank is about leading a movement, and doing it with the collective genius of four other Silver leaders. As you achieve solid Diamond, the conviction you bring about dōTERR has impacted hundreds or even thousands of lives. As you begin the process of achieving Diamond, do it with the certainty that your WHY will bring the right people to your cause. Remain committed to your long-term dreams & your why!



P PREPARE

1 Plan Rank Advancement

- ☐ I completed my Diamond Planner
- ☐ I reviewed my builders' planners
- ☐ I completed my Power of 3 Planner

2 Seek Mentoring

- ☐ I strategize with and get mentored from upline and crossline leaders

3 Plan for Success

- ☐ I live efficiently
- ☐ I live wise financial principles
- ☐ I trade and hire out
- ☐ I have a Recognition Plan
- ☐ I have a team support plan

I INVITE

4 Model Inviting

- ☐ I teach how to find prospects in my builders' target markets
- ☐ I teach and model effective sharing and inviting to new prospects
- ☐ I invite potential sharers and builders to host a class or build
- ☐ I invite people to the next level

5 Blitz with Team

- ☐ I know how to host team Blitzes

P PRESENT

6 Track Presentations

- ☐ I do presentations to fill in volume gaps

7 Present at Team Events

- ☐ I involve builders in presenting continuing education
- ☐ I enhance presentations
- ☐ I created powerful events

As you **invest** in your team, you will inspire them to follow your example, play big, and grow into a **movement**
a **community** people will remain **loyal** to.



E ENROLL

8 Track Enrollments

- ☐ I track team enrollments and volume

9 Enroll Influencers

- ☐ I commit influencers to partner with me
- ☐ I continue to enroll builders to fill in gaps
- ☐ I found my capable and committed 4th leg front-line leader

S SUPPORT

10 Train & Develop Team Leaders

- ☐ I host team monthly trainings
- ☐ I involve builders in organizing and facilitating trainings
- ☐ I do taproot mentoring
- ☐ I do advanced mentoring
- ☐ I do rank appropriate training and mentoring
- ☐ I do trainings

11 Create Healthy Team Culture

- ☐ I create a positive, safe and loving environment for my team
- ☐ I can clear conflict
- ☐ I understand developmental stages
- ☐ I invest in success
- ☐ I nurture builders and their Why

PREPARE YOU

12 Develop Mindset

- ☐ I am building belief in my why and in my builder's why
- ☐ I revisited my passion
- ☐ I am choosing abundance
- ☐ I visualize my dreams and goals daily
- ☐ I do 30+ min of personal development daily
- ☐ I get things done!

- ☐ I read or listened to:



☐ I am DIAMOND! Celebrate!

diamond PLANNER

D

Diamond

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Silver

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Silver

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Silver

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Silver

DIAMOND PLAN

Support 4 Key Leaders
to develop into Silver rank.

I AM DIAMOND ON OR BEFORE

the last day of month

AND I FEEL

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

♥ Why I share dōTERRA natural solutions products & lifestyle:

PERSONAL	TEAM
<input type="checkbox"/> PRESENTATIONS	<input type="checkbox"/> ENROLLMENTS
<input type="checkbox"/> ENROLLMENTS	<input type="checkbox"/> RETENTION (SPONSOR)
<input type="checkbox"/> RETENTION (ENROLLER)	

BUILDER 1 GOAL: SILVER +	
NAME	
BUILDER 1 ELITE <input type="checkbox"/>	BUILDER 2 ELITE <input type="checkbox"/>
NAME	NAME
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME
VOLUME NEEDED	VOLUME NEEDED
BUILDER 3 ELITE <input type="checkbox"/>	TOP ENROLLERS
NAME	
TYPICAL ACTUAL VOLUME	
VOLUME NEEDED	
Following the Silver+ Guide <input type="checkbox"/>	Reviewed their Silver Planner <input type="checkbox"/>

BUILDER 2 GOAL: SILVER +	
NAME	
BUILDER 1 ELITE <input type="checkbox"/>	BUILDER 2 ELITE <input type="checkbox"/>
NAME	NAME
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME
VOLUME NEEDED	VOLUME NEEDED
BUILDER 3 ELITE <input type="checkbox"/>	TOP ENROLLERS
NAME	
TYPICAL ACTUAL VOLUME	
VOLUME NEEDED	
Following the Silver+ Guide <input type="checkbox"/>	Reviewed their Silver Planner <input type="checkbox"/>

BUILDER 3 GOAL: SILVER +	
NAME	
BUILDER 1 ELITE <input type="checkbox"/>	BUILDER 2 ELITE <input type="checkbox"/>
NAME	NAME
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME
VOLUME NEEDED	VOLUME NEEDED
BUILDER 3 ELITE <input type="checkbox"/>	TOP ENROLLERS
NAME	
TYPICAL ACTUAL VOLUME	
VOLUME NEEDED	
Following the Silver+ Guide <input type="checkbox"/>	Reviewed their Silver Planner <input type="checkbox"/>

BUILDER 4 GOAL: SILVER +	
NAME	
BUILDER 1 ELITE <input type="checkbox"/>	BUILDER 2 ELITE <input type="checkbox"/>
NAME	NAME
TYPICAL ACTUAL VOLUME	TYPICAL ACTUAL VOLUME
VOLUME NEEDED	VOLUME NEEDED
BUILDER 3 ELITE <input type="checkbox"/>	TOP ENROLLERS
NAME	
TYPICAL ACTUAL VOLUME	
VOLUME NEEDED	
Following the Silver+ Guide <input type="checkbox"/>	Reviewed their Silver Planner <input type="checkbox"/>

CELEBRATE DIAMOND

BUILDER 1 SILVER+ ☐

BUILDER 2 SILVER+ ☐

BUILDER 3 SILVER+ ☐

BUILDER 4 SILVER+ ☐

4 SILVERS = *you're diamond!*

*Calculate number of classes by dividing total PV needed by average class volume.

ME
DIAMOND

LEADER 1
SILVER

LEADER 2
SILVER

LEADER 3
SILVER

LEADER 4
SILVER

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders

Their strengths/WHY

Their builders

empower TO BLUE DIAMOND

The mark of a Blue Diamond is the influence that leaders spreads throughout his team, community, and even the world. Influence represents the sum value of lives touched, and a great leader believes in his ability to influence a movement for good.



+

+ action

HOW TO ACHIEVE BLUE DIAMOND:

- SHARE OILS
- ENROLL CUSTOMERS & BUILDERS
4+ customers and
1+ builder a month
- LAUNCH BUILDERS
WHO DO THE SAME

PREPARE

1 Plan Rank Advancement

- ☐ I completed my Blue Diamond Planner
- ☐ I reviewed my builders' planners
- ☐ I completed my Power of 3 Planner

2 Use Advanced Strategy

- ☐ I strategize and collaborate with upline and crossline leaders
- ☐ I am implementing a 30/60/90 day plan to help key leaders advance

3 Invest and Prioritize

- ☐ I hire the right support
- ☐ I understand my personal seasons and priorities
- ☐ I have a plan to give back

INVITE

4 Invite Accountability

- ☐ I invite key committed builders to mentor with me for breakthroughs

5 Expand Internationally

- ☐ I seek out, share and invite international prospects
- ☐ I invite international prospects to build and achieve a founders position

PRESENT

6 Powerful Presentations

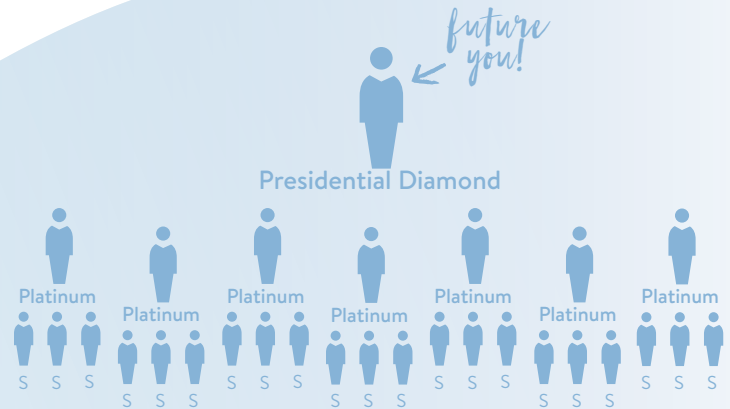
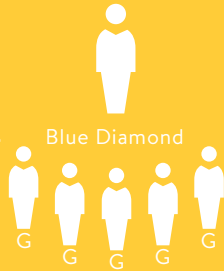
- ☐ I present powerful presentations online and in-person training

Believe in something bigger than you,
something big enough to inspire many dreams.

= results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME

- Target income
\$41,000/month



As you continue your advancement to the top rank in the company, trust in your leaders' role in the movement you are influencing. Continually fuel the inertia of your team through personal enrollments, and train leadership skills as a group.

ENROLL

7 Enroll Internationally

- ☐ I am enrolling and expanding internationally
- ☐ I understand the Founders Club rules and commit new international builders to become founders

8 Final 6th leader

- ☐ I found my 6th leg front-line leader and have them on the Success Path

SUPPORT

9 Provide Training

- ☐ I connect my team to Elite and rank appropriate training regularly throughout my team

10 Develop Leaders

- ☐ I am developing leaders throughout my team and supporting Diamond Club
- ☐ I promote and provide incentives to attend convention

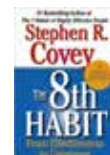
11 Nurture Team Culture

- ☐ I embrace and inspire each team member I meet
- ☐ I am developing my personal and team brand

PREPARE YOU

12 Develop Mindset

- ☐ I am building belief in my influence
- ☐ I am living my dreams
- ☐ I am clearing financial blocks
- ☐ I have a self-care routine
- ☐ I am expanding in all levels of my belief
- ☐ I have read or listened to:



☐ I am BLUE DIAMOND! Celebrate!

blue DIAMOND PLANNER

BD

Blue Diamond



BLUE DIAMOND PLAN

Support 5 Key Leaders
to develop into Gold rank.

I AM BLUE DIAMOND ON OR BEFORE

the last day of month

AND I FEEL

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advance for how your achievement will feel.*

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PERSONAL	TEAM
<input type="checkbox"/> PRESENTATIONS	<input type="checkbox"/> ENROLLMENTS
<input type="checkbox"/> ENROLLMENTS	<input type="checkbox"/> RETENTION (SPONSOR)
<input type="checkbox"/> RETENTION (ENROLLER)	

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:

LEADER 1	NAME		GOAL: GOLD +
BUILDER 1 PREMIER <input type="radio"/>		BUILDER 2 PREMIER <input type="radio"/>	BUILDER 3 PREMIER <input type="radio"/>
NAME	NAME	NAME	
TYPICAL VOLUME	TYPICAL VOLUME	TYPICAL VOLUME	
VOLUME NEEDED <input type="radio"/>	VOLUME NEEDED <input type="radio"/>	VOLUME NEEDED <input type="radio"/>	
EXEC 1 NAME <input type="radio"/>	EXEC 1 NAME <input type="radio"/>	EXEC 1 NAME <input type="radio"/>	
EXEC 2 NAME	EXEC 2 NAME	EXEC 2 NAME	
TOP ENROLLERS	TOP ENROLLERS	TOP ENROLLERS	
			Enrolled in Gold+ Success Challenge <input type="radio"/>
			Reviewed Gold+ planner <input type="radio"/>

LEADER 2	NAME		GOAL: GOLD +
BUILDER 1 PREMIER <input type="radio"/>		BUILDER 2 PREMIER <input type="radio"/>	BUILDER 3 PREMIER <input type="radio"/>
NAME	NAME	NAME	
TYPICAL VOLUME	TYPICAL VOLUME	TYPICAL VOLUME	
VOLUME NEEDED <input type="radio"/>	VOLUME NEEDED <input type="radio"/>	VOLUME NEEDED <input type="radio"/>	
EXEC 1 NAME <input type="radio"/>	EXEC 1 NAME <input type="radio"/>	EXEC 1 NAME <input type="radio"/>	
EXEC 2 NAME	EXEC 2 NAME	EXEC 2 NAME	
TOP ENROLLERS	TOP ENROLLERS	TOP ENROLLERS	
			Enrolled in Gold+ Success Challenge <input type="radio"/>
			Reviewed Gold+ planner <input type="radio"/>

LEADER 3		NAME		GOAL: GOLD +	
BUILDER 1 PREMIER <input type="radio"/>		BUILDER 2 PREMIER <input type="radio"/>		BUILDER 3 PREMIER <input type="radio"/>	
NAME		NAME		NAME	
TYPICAL VOLUME		TYPICAL VOLUME		TYPICAL VOLUME	
VOLUME NEEDED <input type="radio"/>		VOLUME NEEDED <input type="radio"/>		VOLUME NEEDED <input type="radio"/>	
EXEC 1 NAME <input type="radio"/>		EXEC 1 NAME <input type="radio"/>		EXEC 1 NAME <input type="radio"/>	
EXEC 2 NAME		EXEC 2 NAME		EXEC 2 NAME	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
				Enrolled in Gold+ Success Challenge <input type="radio"/>	
				Reviewed Gold+ planner <input type="radio"/>	

LEADER 4		NAME		GOAL: GOLD +	
BUILDER 1 PREMIER <input type="radio"/>		BUILDER 2 PREMIER <input type="radio"/>		BUILDER 3 PREMIER <input type="radio"/>	
NAME		NAME		NAME	
TYPICAL VOLUME		TYPICAL VOLUME		TYPICAL VOLUME	
VOLUME NEEDED <input type="radio"/>		VOLUME NEEDED <input type="radio"/>		VOLUME NEEDED <input type="radio"/>	
EXEC 1 NAME <input type="radio"/>		EXEC 1 NAME <input type="radio"/>		EXEC 1 NAME <input type="radio"/>	
EXEC 2 NAME		EXEC 2 NAME		EXEC 2 NAME	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
				Enrolled in Gold+ Success Challenge <input type="radio"/>	
				Reviewed Gold+ planner <input type="radio"/>	

LEADER 5		NAME		GOAL: GOLD +	
BUILDER 1 PREMIER <input type="radio"/>		BUILDER 2 PREMIER <input type="radio"/>		BUILDER 3 PREMIER <input type="radio"/>	
NAME		NAME		NAME	
TYPICAL VOLUME		TYPICAL VOLUME		TYPICAL VOLUME	
VOLUME NEEDED <input type="radio"/>		VOLUME NEEDED <input type="radio"/>		VOLUME NEEDED <input type="radio"/>	
EXEC 1 NAME <input type="radio"/>		EXEC 1 NAME <input type="radio"/>		EXEC 1 NAME <input type="radio"/>	
EXEC 2 NAME		EXEC 2 NAME		EXEC 2 NAME	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
				Enrolled in Gold+ Success Challenge <input type="radio"/>	
				Reviewed Gold+ planner <input type="radio"/>	

CELEBRATE BLUE DIAMOND	
BUILDER 1 GOLD+ (3 PREMIERS) <input type="radio"/>	<div>5 GOLDS = you're <i>blue diamond!</i></div>
BUILDER 2 GOLD+ (3 PREMIERS) <input type="radio"/>	
BUILDER 3 GOLD+ (3 PREMIERS) <input type="radio"/>	
BUILDER 4 GOLD+ (3 PREMIERS) <input type="radio"/>	
BUILDER 5 GOLD+ (3 PREMIERS) <input type="radio"/>	

magnify TO PRESIDENTIAL DIAMOND

Develop influence by refining your skills as a leader, and more importantly by understanding that a leader's truest influence is a result of his state of being. Influence is less of what a leader does, and more a natural consequence of who he is becoming. This is the meaning of influencing the world. Go back with new clarity. Do it again. Do it more.



in YOUR LEGACY



action

HOW TO ACHIEVE PRESIDENTIAL DIAMOND:

- SHARE OILS
- ENROLL CUSTOMERS & BUILDERS
4+ customers and
1+ builder a month
- LAUNCH BUILDERS
WHO DO THE SAME

PREPARE

1 Plan Rank Advancement

- ☐ I completed my Presidential Diamond Planner
- ☐ I reviewed my builders' planners
- ☐ I completed my Power of 3 Planner

2 Strategize and Collaborate

- ☐ I strategize and collaborate with doTERRA leadership and field leaders
- ☐ I invest in advanced mentoring or life coaching

3 Manage Priorities

- ☐ I have a lifestyle map
- ☐ I prioritize relationships

INVITE

4 Model Inviting

- ☐ I train and model compliant sharing on inviting

5 Inspire and Invite to Uplevel

- ☐ I inspire and invite builders to join Diamond Club or rank advance

PRESENT

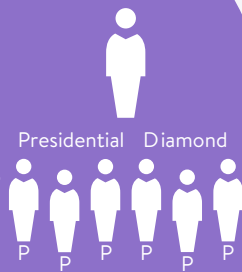
6 Present Powerfully

- ☐ I present at doTERRA leadership retreats, convention, and regional events
- ☐ I create powerful events and presentations
- ☐ I strengthen and use my voice for a cause

Achieve your purpose through
self transcendence and seek mastery to charity.

results

- CHANGE LIVES
- GROW YOURSELF
- CREATE RESIDUAL INCOME
- Target income \$106,300/month



THE SUMMIT

Here, at the top of the summit, you view the world with different eyes. You see that every drop of oil, even when millions of drops collectively, plays a role in affecting the world.

Whether you choose to continue building an M1 or greater, or whether Presidential Diamond was the prize you sought, you have made a permanent difference. Now you know that your task is to empower as many people as you can to achieve the freedom and influence you experience.

ENROLL

7 Assist Team Growth

- ☐ I continue to build my team
- ☐ I strategically place new enrollments to support rank and grow key leaders

8 Enroll with Compensation Plan

- ☐ I help others understand the true value of a pipeline
- ☐ I found my 6th frontline builder leg

SUPPORT

9 Collaborate Support

- ☐ I collaborate with leaders throughout doTERRA to provide powerful training events and retreats

10 Accelerate Growth

- ☐ I offer effective promotions and incentives for growth and rank advancement team-wide
- ☐ I stay in flow to multiply my vision and influence

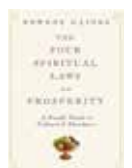
11 Nurture doTERRA Culture

- ☐ I welcome all leaders in doTERRA at my team events
- ☐ I host team parties at convention and recognize builders and leaders

PREPARE YOU

12 Develop Mindset

- ☐ I am building belief in my influence and legacy
- ☐ I am a humanitarian entrepreneur
- ☐ I practice principle-based leadership
- ☐ I strengthen my relationships
- ☐ I am aware of my Racket Cycle
- ☐ I am helping my team expand in all levels of their belief
- ☐ I read or listened to:



☐ I am PRESIDENTIAL DIAMOND Celebrate!

presidential DIAMOND PLANNER

PD

Presidential Diamond

PI PI PI PI PI PI
Plat. Plat. Plat. Plat. Plat. Plat.

PRES. DIAMOND PLAN

Support 6 Key Leaders
to develop into Platinum rank.

I AM PRES. DIAMOND ON OR BEFORE

the last day of month

AND I FEEL

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

♥ Why I share dōTERRA natural solutions products & lifestyle:

PERSONAL	TEAM
<input type="checkbox"/> PRESENTATIONS	<input type="checkbox"/> ENROLLMENTS
<input type="checkbox"/> ENROLLMENTS	<input type="checkbox"/> RETENTION (SPONSOR)
<input type="checkbox"/> RETENTION (ENROLLER)	

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:

LEADER 1	NAME		GOAL: PLATINUM +
BUILDER 1 SILVER <input type="radio"/>	BUILDER 2 SILVER <input type="radio"/>	BUILDER 3 SILVER <input type="radio"/>	
NAME	NAME	NAME	
ELITE 1 NAME <input type="radio"/>	ELITE 1 NAME <input type="radio"/>	ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>	ELITE 2 NAME <input type="radio"/>	ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>	ELITE 3 NAME <input type="radio"/>	ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS	TOP ENROLLERS	TOP ENROLLERS	
			Enrolled in Platinum+ Success Challenge <input type="radio"/>
			Reviewed their Platinum+ planner <input type="radio"/>

LEADER 2	NAME		GOAL: PLATINUM +
BUILDER 1 SILVER <input type="radio"/>	BUILDER 2 SILVER <input type="radio"/>	BUILDER 3 SILVER <input type="radio"/>	
NAME	NAME	NAME	
ELITE 1 NAME <input type="radio"/>	ELITE 1 NAME <input type="radio"/>	ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>	ELITE 2 NAME <input type="radio"/>	ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>	ELITE 3 NAME <input type="radio"/>	ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS	TOP ENROLLERS	TOP ENROLLERS	
			Enrolled in Platinum+ Success Challenge <input type="radio"/>
			Reviewed their Platinum+ planner <input type="radio"/>

CELEBRATE PRESIDENTIAL DIAMOND

LEADER 1 PLATINUM+ ☐ LEADER 3 PLATINUM+ ☐ LEADER 5 PLATINUM+ ☐
LEADER 2 PLATINUM+ ☐ LEADER 4 PLATINUM+ ☐ LEADER 6 PLATINUM+ ☐

6 PLATINUMS = you're *presidential diamond!*

*Calculate number of classes by dividing total PV needed by average class volume.

LEADER 3		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
				Enrolled in Platinum+ Success Challenge <input type="radio"/>	
				Reviewed their Platinum+ planner <input type="radio"/>	

LEADER 4		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
				Enrolled in Platinum+ Success Challenge <input type="radio"/>	
				Reviewed their Platinum+ planner <input type="radio"/>	

LEADER 5		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
				Enrolled in Platinum+ Success Challenge <input type="radio"/>	
				Reviewed their Platinum+ planner <input type="radio"/>	

LEADER 6		NAME		GOAL: PLATINUM +	
BUILDER 1 SILVER <input type="radio"/>		BUILDER 2 SILVER <input type="radio"/>		BUILDER 3 SILVER <input type="radio"/>	
NAME		NAME		NAME	
ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>		ELITE 1 NAME <input type="radio"/>	
ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>		ELITE 2 NAME <input type="radio"/>	
ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>		ELITE 3 NAME <input type="radio"/>	
TOP ENROLLERS		TOP ENROLLERS		TOP ENROLLERS	
				Enrolled in Platinum+ Success Challenge <input type="radio"/>	
				Reviewed their Platinum+ planner <input type="radio"/>	

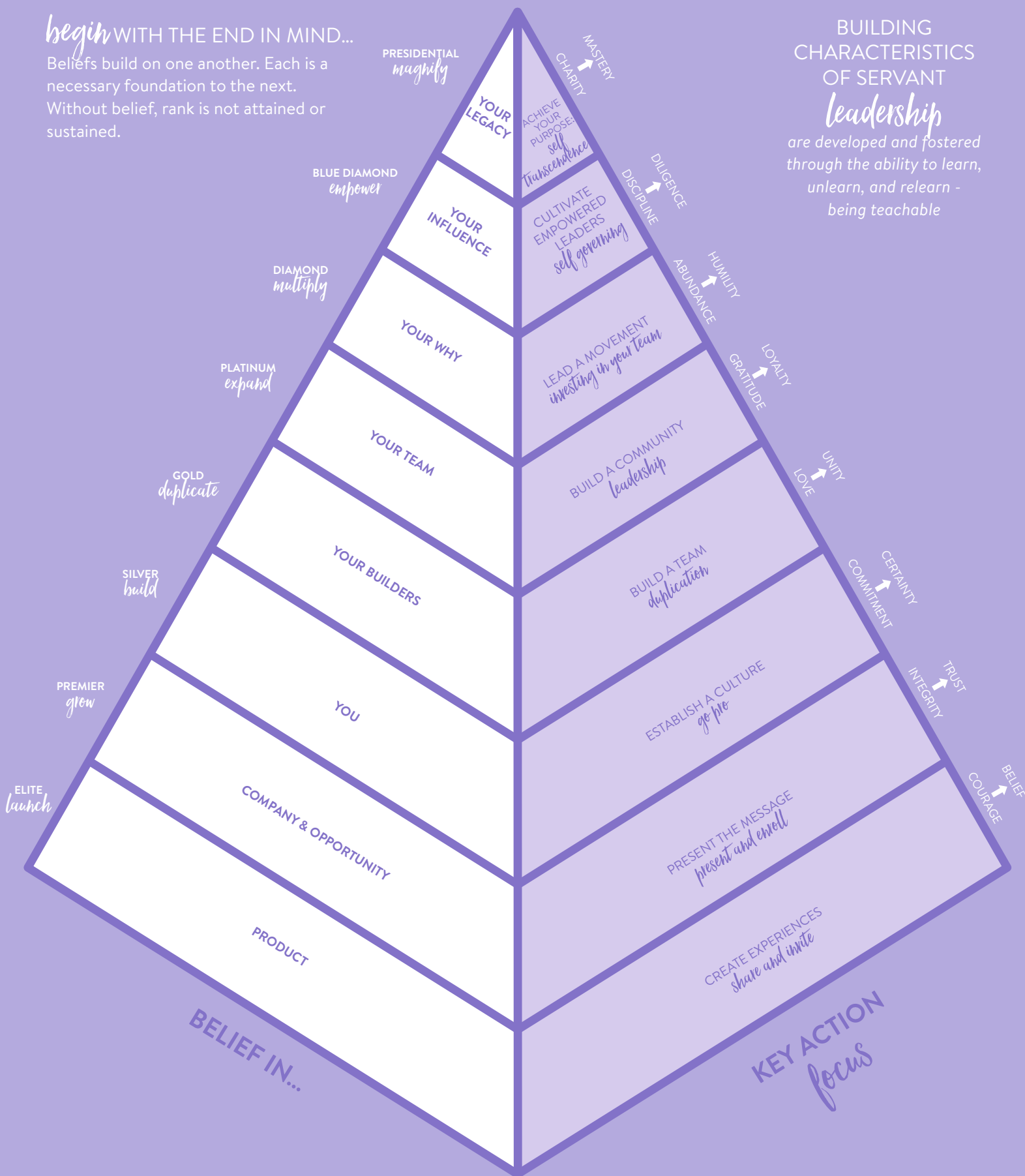
EXPANDED BELIEF LEVELS

begin WITH THE END IN MIND...

Beliefs build on one another. Each is a necessary foundation to the next. Without belief, rank is not attained or sustained.

BUILDING CHARACTERISTICS OF SERVANT *leadership*

are developed and fostered through the ability to learn, unlearn, and relearn - being teachable



YOU REAP WHAT YOU SOW... *do simple things more*