

Rank up Prep List

There are usually 3 reasons that a rank goal in doTERRA isn't met: Lack of planning, Unrealistic expectations, and lack of follow up from classes + leads. Are you ready to make your goals real? Let's do this!

What is your current goal rank?



You're not supposed to figure out this rank map ... it's going to figure out YOU ;)

3 TRUTHS:

1. Everything that happens from this day forward, is happening FOR YOU. Obstacles + setbacks are the most common mis-interpretations of success in this business. Be grateful for them and be aware of your attitude through them.
2. As you grow to a new rank - everything that requires healing is going to bubble to the surface for you to guide you towards the next rank.
3. It's not about the rank - but it's not not about the rank. Your rank growth will come as your personal growth comes.

It's a reflection of how deeply you are living as the human BEing you already are ;)



EVERYDAY ESSENTIALS

ARE YOU READY TO HIT YOUR NEXT RANK?

Find your Road Map here through [Empowered Success](#)



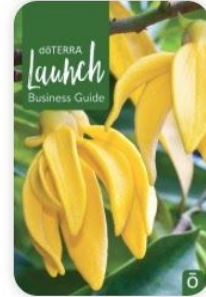
Live Guide



Share Guide



Build Guide



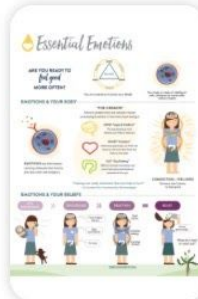
Launch Guide



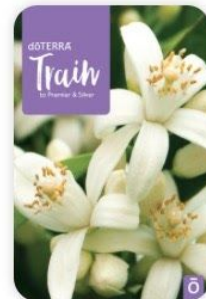
Healthy Can Be Simple Guide



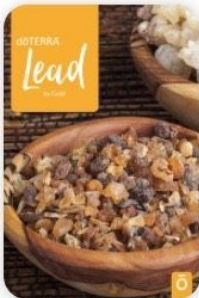
Natural Solutions Class



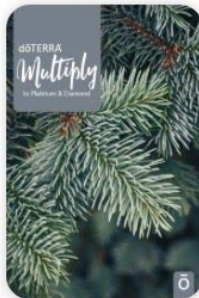
Essential Emotions Class



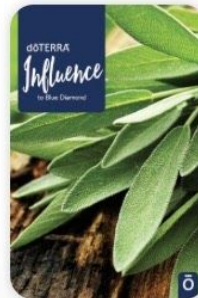
Train Guide



Lead Guide



Multiply Guide



Influence Guide



Inspire Guide



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Print this and let it guide you daily



WHO WILL I SHARE OILS WITH TODAY?

WHO HAS ATTENDED A CLASS I WILL FOLLOW UP WITH?

WHO HAS ENROLLED THAT I WILL HELP UNDERSTAND THE LRP?

WHO IS USING THE OILS THAT WOULD LOVE THE BIZ?

WHO IS BUILDING THAT I CAN OFFER SUPPORT TO?

WHAT WILL I READ, WATCH OR LISTEN TO THAT WILL HELP ME GROW?



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1-2 Weeks Prior to rank up month:

Here's why it makes sense to plan your rank up month in the 2 weeks prior to the month even starting:

On the 15th, you'll have a pretty accurate idea of what your LRP volume is in each leg for the following month. AND you want to prepare for success during rank up month and that needs to happen before that month hits!

Journal:

- ☐ How will I feel when I rank advance?
- ☐ Why is this the right time for you (& your team) to rank advance?
- ☐ Listen to this special 13 min Meditation on [Yessing Your Next Rank](#)

Checklist for knowing this is your month to rank advance:

- ☐ You have the physical, mental + emotional energy to turn the dial up!
- ☐ You have 15- 20 hrs set aside each week to be filled with 1-2 classes/events, enrolling time, follow up time, mentor time with your emerging builders
- ☐ You have the support of your family in helping with extra household responsibilities - dinner, laundry, cleaning etc. you cannot do this alone!

Your leaders are excited to make their goals ie) for going from Elite —> Silver:

- ☐ Have 3 committed leaders who want to hit elite and are ready to share/teach
- ☐ At least 800 OV in each of those 3 legs through LRP orders. From there you can break down the remaining approx 2200v needed in each leg ie) 10 x home essentials kits in each of those 3 legs

Create an anchor to connect you immediately to your goal:

- ☐ Choose your 'anchor essential oil' or customize a blend. Something you will wear and inhale daily to immediately connect you to your goal this month!
- ☐ Affirmation to state daily: I am fully supported in all areas of my life...I was born to create my dreams. I am always at the right place at the right time.

Create a Morning Vibe: Decide how you're going to spend the first 20 min of each day

- ☐ What time will you wake up?
- ☐ What will be the first thing you look at? i.e.) your affirmation, spiritual book, personal gratitude list
- ☐ What is on your list for the day and what are your top 1-3 priorities?
- ☐ What are your committed doTERRA hours today?

Create an Evening Vibe: Journal EVERY night for the next 4 weeks on these 4 things:

- ☐ Update your back office volumes in your rank tracker
- ☐ What was the highlight of your day?
- ☐ What is something nice you did for yourself today?
- ☐ What is tomorrow's focus?



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1-2 Weeks Prior to rank up month:

- ☐ Track all the planned LRP orders happening in each leg so you are aware of volume needs
- ☐ If you have emerging builders on your team -have a call with each of them to understand their goals for the coming month and share your goal with them
- ☐ Also chat with all people you've enrolled to see who would be interested in hosting a class
- ☐ Consider doing a sampling blitz and inviting all people who respond to your class lineup
- ☐ Post an image to social media/newsletter/text blitz your community to let them know you have the following dates avail to come teach an oils class to their friends + fam. First come first serve and you have a fun hosting gift set aside for them
- ☐ Plan meals, babysitting and date nights into the calendar next month
- ☐ Create welcome packages to incentivize people to enrol at your upcoming classes. We recommend using the materials from the Class in a Box for this - each welcome package could have a:
 - ☐ Living Mag
 - ☐ 5ml wild orange
 - ☐ Mini Usage guide
 - ☐ Other options:
 - ☐ a sample packet of deep blue, the toothpaste and a doterra lip balm .
 - ☐ a doterra travel key chain
- ☐ Complete your Goal Rank Worksheet:
 - ☐ ELITE RANK Builder Worksheet: <http://bit.ly/dtelitesheet>
 - ☐ PREMIER RANK Worksheet: <http://bit.ly/premierrank>
 - ☐ SILVER RANK Worksheet: <http://bit.ly/silverrank>
- ☐ [Watch this vid](#) from Brianne Hovey to know why the 1st + LAST week of the month are the most important!



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During rank up month:

- ❑ Take every opportunity to invite people to your classes this month - especially those you've sampled
- ❑ Follow up with every person that comes to your classes within 48 hours to thank them for coming and offer a call and purchase info if they didn't enroll. Plan to also follow up with all of these 'warm' people in the last week of the month. Lindsay Hamm recorded this AMAZING video on [tips for effective followup](#). A great listen while you're in your home office this week
- ❑ Connect with people you've already enrolled to see if they'd like to have their welcome call. This will lead to some LRP orders being created. Here are some LRP resources to share with them:
 - ❑ [LRP folder with lots of resources](#)
- ❑ Follow up with WARM MARKET 2x this month: Search the word "oils" in your inbox + FB messages
 - Schedule a 3 hr block of follow-up time in week 1. Also block off time to be able to hop on the phone with leads asap. {diamonds always hop on the phone}
 - *"Hi Sara, Thought I would circle back one more time and see if you had any questions or wanted to get started with some oils? I'll be working from home most of tomorrow so feel free to reach out!"*
 - *"Hey Kristy, Was thinking about you today and thought I'd say hello! I know you've been thinking of getting started with essential oils...you're going to LOVE them! I'll be in my home office today and tomorrow from 12-3 if you had any questions and/or want to get setup. Here are the quick steps if you're interested in setting yourself up:*
 - Click Here (link to your doterra website join + save tab)
 - Click the 'join doterra' box at the bottom of the screen
 - Select wholesale customer unless you want to share + earn with doTERRA, then click wellness advocate
 - Fill in your personal info and then on the next screen choose whichever starter kit you're feeling pulled to.
 - Once you're setup, you'll receive a welcome email from me that's packed with juicy content and a link to book a 1:1 call with me to go over your questions once your oils arrive! Excited to welcome you into our awesome wellness community! xx
 - Schedule another 2 x 3hr block like this in the last week of the month to do the same.
- ❑ Update your volumes daily
- ❑ Have calls with your emerging leaders weekly



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Your **belief in yourself** is the most important ingredient!

Blend 2 drops each Wild Orange, Frankincense, Clary Sage, Lavender, and Peppermint.

Diffuse or apply to wrists, back of neck, heart, and bottoms of feet.

Affirmation: "I am consciously connected to all the abundance, inspiration and opportunity that surrounds me. It flows effortlessly to me. I am vibrating out so much goodness and love that every hour someone wants to join this journey with me. I am visible. I am clear on what I need to do at all times and I trust that I am being lead exactly where I need to be."



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Belief Breakthrough



Your levels of belief can expand as you repeat the Core Actions and engage in personal development. Complete the Belief Worksheet (p. 65). Wherever your scores were low, follow these concrete steps in that area nurture your belief levels!



	Limiting Belief	Alternate Belief
Product	I don't know enough. They don't work. They're too expensive. I can't afford LRP. I won't use enough for 125 LRP. I don't have enough time to learn enough. I trust others more than myself with my health.	I know enough for today. I know where to learn more. I trust the gifts of the earth to care for me and those I love. I honor and invest in the health of my body/mind/spirit. Natural products support my wellness lifestyle. I have all the time I need. I take accountability for my health.
Company/ Opportunity	I don't trust doTERRA as a viable company. Network marketing is a scam. Essential oils are a fad. I'll never make any money. I'm overwhelmed and don't know where to start. You had to get in early/be at the top to make any \$.	I partner in the vision and direction of doTERRA. Authentic network marketing is a powerful model. Essential oils play an integral role in a wellness lifestyle. I live in harmony with the law of the harvest. I am supported by proven systems that nourish my growth. I stand as a leader in the movement for wholeness.
You	I don't trust myself. Others can be successful, but I never will. I'm not enough. I hate sales. I'm not good at business (or sales). I can't be a good mom and successful in doTERRA.	I honor my inner voice. I create massive value for I am a producer. I learn more and become more so I can serve more. Because I am empowered, I empower others. I am accountable. I can put my family first AND be successful.
Your Leaders	My downline leaders are not building. I can't find any leaders. I don't get along with my leaders. My downline won't follow my lead. I'm stuck because my leaders are stuck. I'd rather die than speak in public.	I plant and nurture the seeds of health and hope in others. I see value and potential in others so clearly, they see it in themselves. I am united and create powerfully with my leaders. We grow in abundance and success as we strengthen and serve.
Your Why	I'm just a nobody with nothing to offer. Other people have big vision/dreams. I'm a better follower than leader. I'll just be disappointed when I don't reach a goal.	By divine design, I am an infinite creator. I dream so big I become the person who achieves it. I was born to be free and lead others to freedom. As I live my purpose, I experience wellness, joy, freedom & abundance.
Your Influence	I don't have any special gifts. I choose safety over taking chances. I don't know enough people. I can't make a difference. I'm fine with my life.	I express my gifts in brilliance. I choose life, love, and gratitude. I am connected. My vision is clear. I choose to make a positive impact in the world. Joy, courage, and abundance are my legacy.



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Truth Talk Time...

Do you feel STUCK?

Do you have a hunch that you might be treating your doTERRA biz more like a hobby than a calling?

Have you ever wondered what it looks like behind the scenes when someone is growing?

I just saw this post that was made in a doTERRA premier/silver mastermind group - this is what we mean we talk about taking ownership.

Really take this post to heart before you startup conversations about how stuck you feel you are...

Whenever something feels overwhelming, rather than spend a small amount of time like 10-30 minutes, we spend no time at all. So setting consistent times weekly/monthly was important bc days fly by ... Do the PIPES,.

Usually it's the "I" (Inviting) that's not happening. At least it's not happening with new contacts. If someone is stuck, the first thing I say is: "Show me your contact list." And then "When was the last time new people were added on."

99% of the time, that reveals the problem.

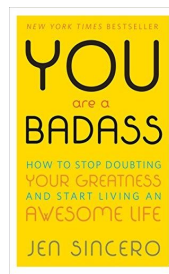
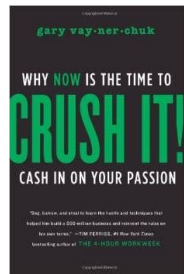
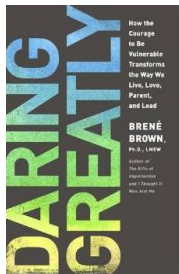
BOTTOM LINE: If your WHY is strong, you will stay up late, get up early and honour your business hours

Balance is a myth and the sooner you can let go of the clean house and the perfect look and get to work to create residual income the better.

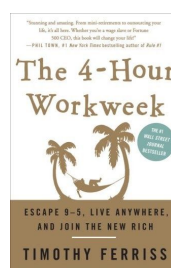
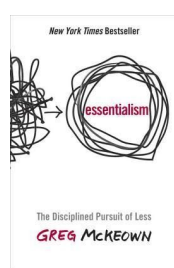
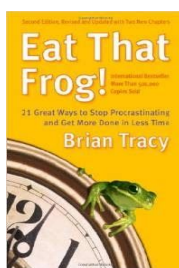
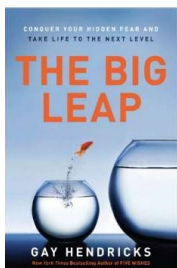


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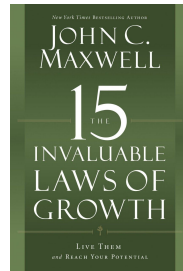
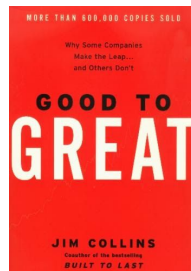
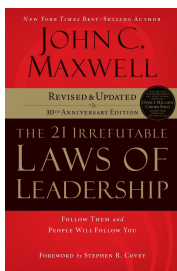
personal development books



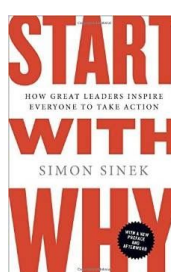
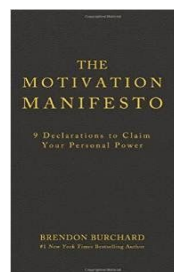
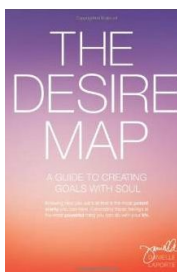
belief in yourself



Discipline + time management



Leadership

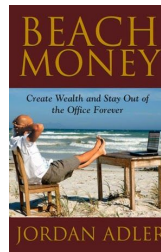
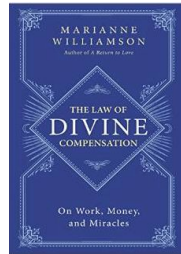
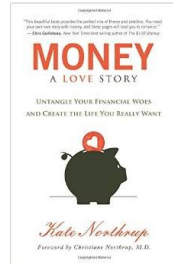


Living your Purpose

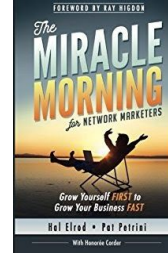
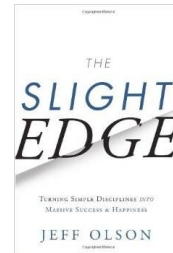
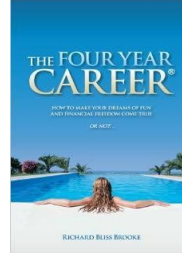
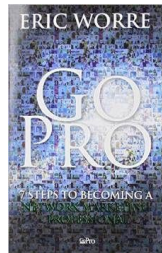


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abundance



the success skills
IN NETWORK MARKETING



Need to Clean up Your Energy?



Here are 3 energy workers/coaches that are also building doterra:

Emily at <https://www.anuvibrance.com>

Desiree at <https://desireemangandog.com>

Jen at <http://jeninchioistro.com/about/>



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