



# Jonti Team Success Strategies

Getting started.  
Now.

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# Why NOW?

- Success comes when we take action.
- If you wait until you know everything...
  - You'll never start.
  - I still learn each day.
- You don't need to know everything, we have AMAZING resources.

$$S = (d + g + a) p^2$$

Success = desire + goals + activity \* **personal development squared!**

- Desire – You want it (believe you deserve it)
- Goals – You intend it (believe and write it)
- Activity – You live it (believe and do it)
- Personal Development – You become it, BELIEVE you are already there!

# Desire

- What's your WHY?
- Launch Guide, Page 6
- Without a strong why, many will just quit when success doesn't happen exactly the way they would like it to.
- Robert Kiyosaki's first business was a total flop, and he lost millions.
- Walt Disney was denied 302 times!

$$S = (d + g + a)p^2$$

# Goals

- Write them down!
- Vision board
  - Use the vision board. Stare at it several times per day.
- **MAKE A PLAN!** A Goal without a plan or a deadline is just a WISH.

$$s = (d + g + a)p^2$$



# Activity

- PIPES – Launch Guide pg 4
- Success is not a destination, it's a habit!
- These are tried and true! They work **IF** YOU DO THEM! (Read The Slight Edge by Jeff Olson)

$$S = (d + g + a)p^2$$

# Personal Development

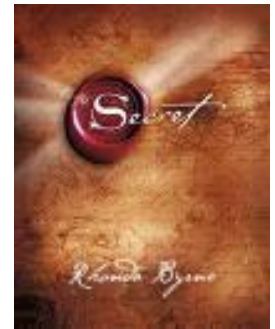
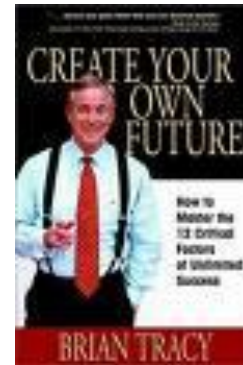
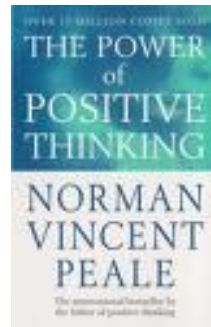
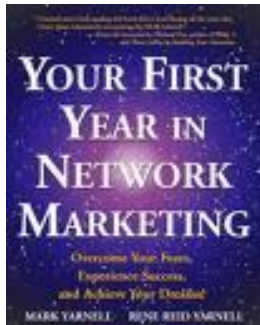
- It's SQUARED for a reason.
- This is THE most important!
- Success Challenge training
- Books
- Audios
- Podcasts

$$S = (d + g + a)p^2$$

# Personal growth

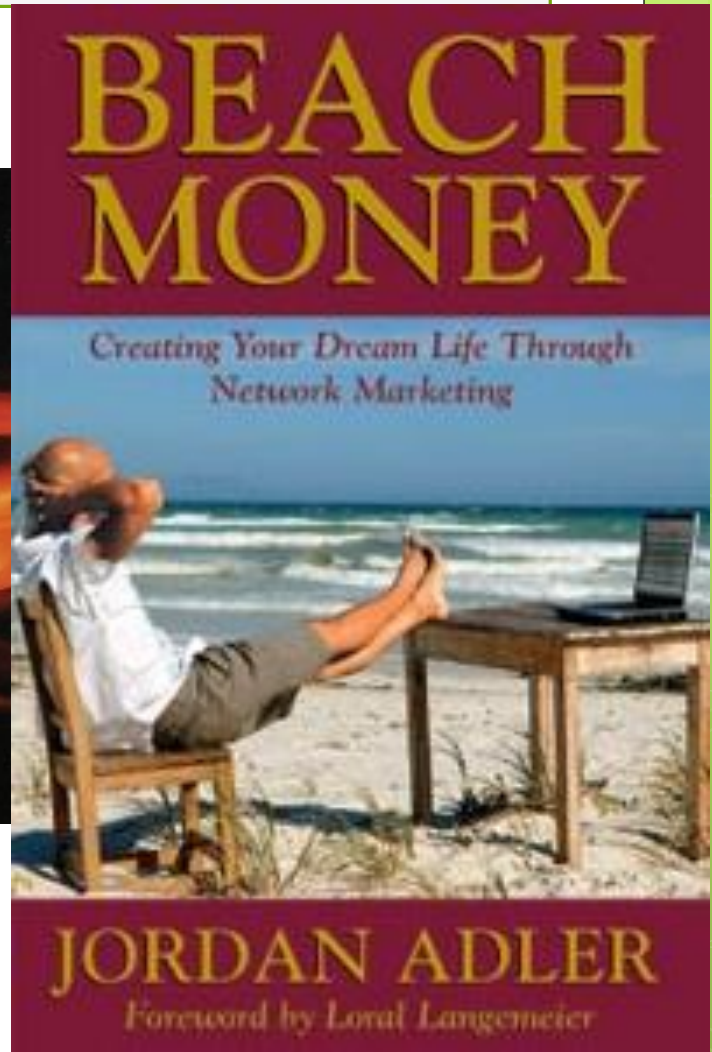
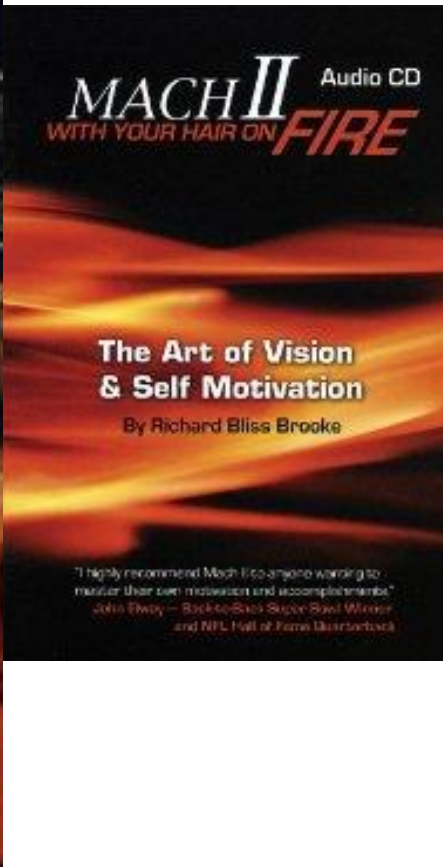
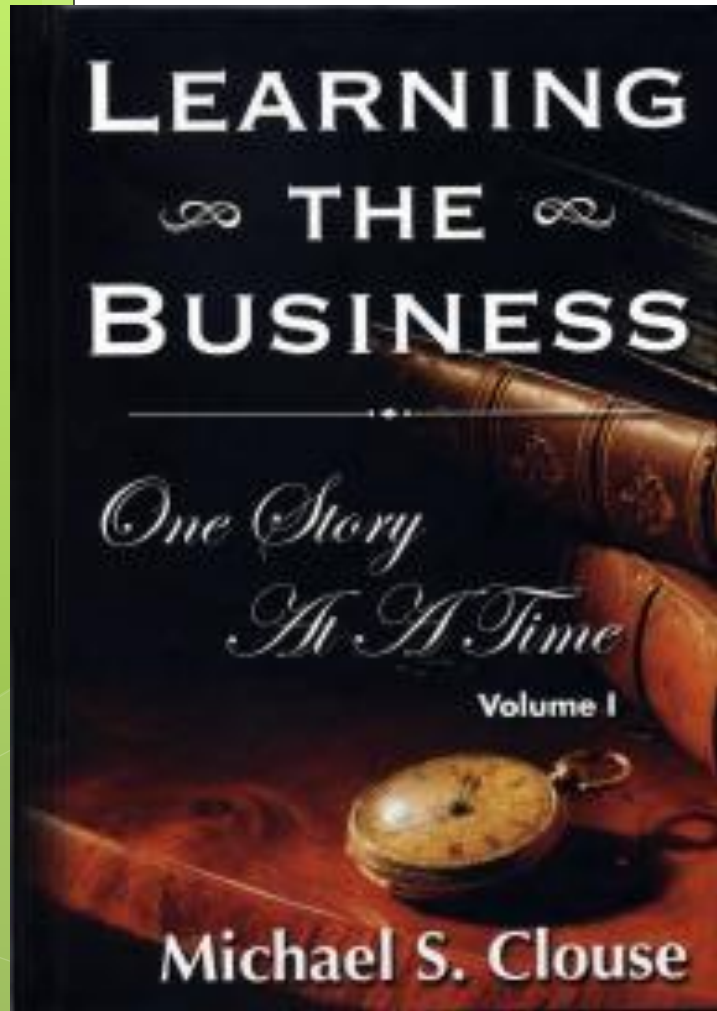
## Learn and then

## keep learning



List at [www.jontioils.com](http://www.jontioils.com) Look at the Team Resources tab





# KISS

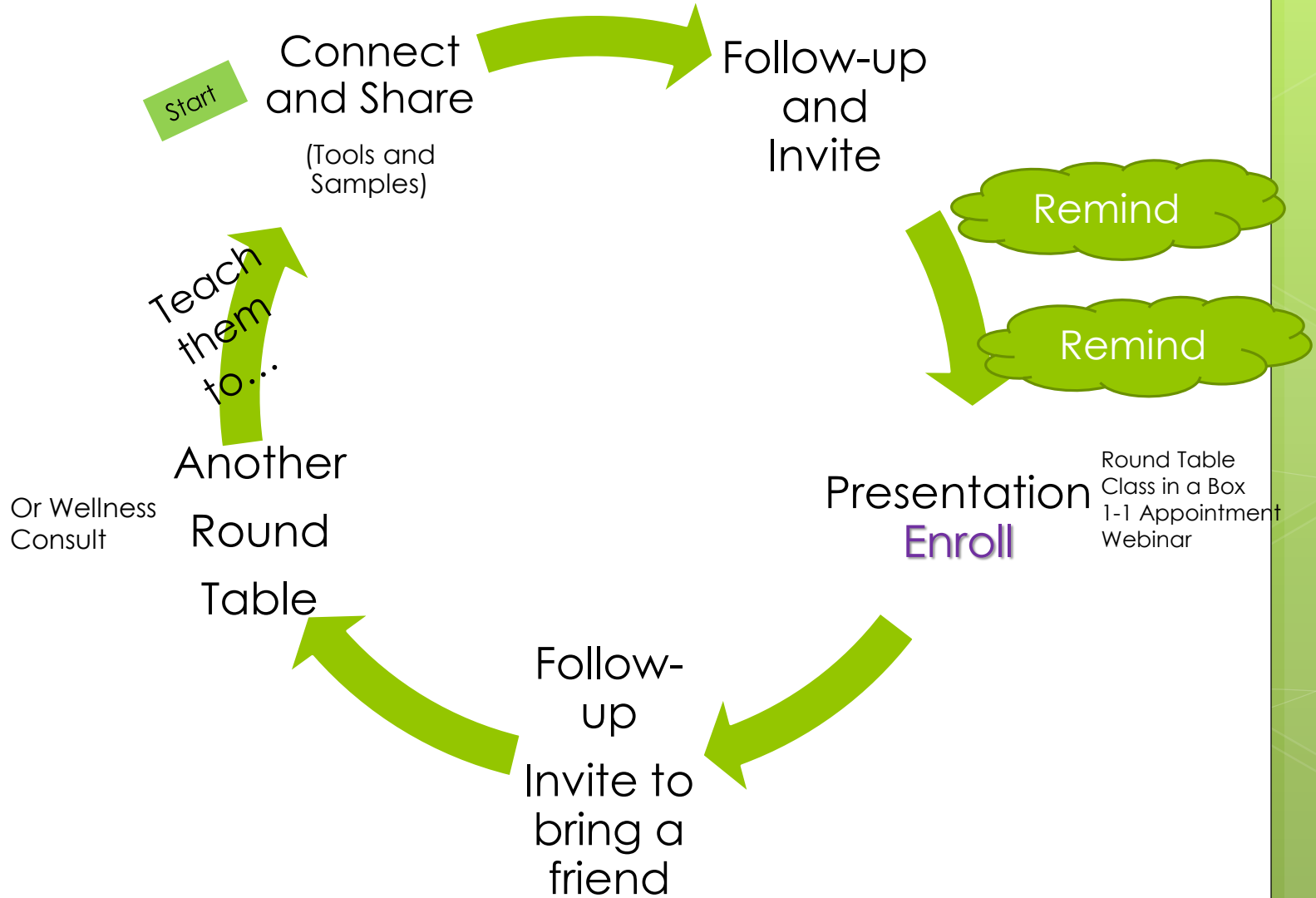
- “Keep it SO Simple”
- If an 8 year old can't do it, then don't teach it.
- If it doesn't duplicate, it doesn't matter.

# Be the MESSENGER

- Use 3<sup>rd</sup> party tools (and sshhhhhh....)
  - When you start talking, your new person will believe that he needs to be able to say all that stuff too, and THAT is not keeping it simple.
- Send YouTube (dōTERRA Corp channel) videos to introduce the company, Healing Hands, CPTG etc.
- Give Oil Sample (VITAL)
- dōTERRA product and business brochures ([doterratools.com](http://doterratools.com))
- 3<sup>rd</sup> Party Expert (3-way call)

\*\*Please use dōTERRA produced tools to remain compliant.

# Whole Cycle



launch YOUR BUSINESS



WELCOME TO LAUNCH YOUR BUSINESS!

Your dōTERRA success is built on the principle of duplication. In this Launch Guide you will learn the process of achieving Elite rank, and then how to duplicate it. Follow this duplication process, because your team will do what you do.

LAUNCH YOUR BUSINESS GUIDE



<http://www.sharesuccess.com/launch>

# 4 Steps to Share

24-48 Hours  
Max



Share  
Oil Experience



Follow Up  
& Invite



24 Hr Phone  
Reminder



4 Hr Text  
Reminder

1. Your Home Event
2. Public Event in your area
3. Webinar

7-10 days Max

# Success Habits

- Those who have created a substantial income engage in daily, weekly, monthly, and yearly habits.

# Daily

- Use the product –daily.
- Personal development daily.
- Connect with
  - 2+ Contacts
    - Connect, connect, connect, THEN SHARE.
    - Invite
  - 2+ Customers that are already enrolled
    - Follow-up
  - 2+ Builders



# Weekly

- Give 2+ presentations
- Learn more – using Share Success, watch videos, follow the Launch guide
- Team calls, and webinars
- Attend local events
- Receive mentoring
- Mentor your key leaders
  - You shouldn't be mentoring others unless you are being mentored yourself by someone who is where you would like to be in the business.

# Monthly

- Place 125+ PV LRP (150PV is ideal)
- Take advantage of promotions
- Engage in Monthly/Quarterly Trainings, live and webinar
- Use the Launch Planner, page 7

# Annually

- Attend Convention
- Attend Regional Events
- Post Convention and Spring Tours
- Work towards earning the Incentive Trip!!

## How to:

- It's all in the Share Success Launch system
- Get it at [ShareSuccess.com](http://ShareSuccess.com)
- Watch videos there and engage in the action steps!

# Do you have time?

- Can you truthfully take the time required to train each and every person?
- This is why we have a system. Plug them into the system.

# Side Note on Time Management

- Where are you now?
- Where do you want to be?
- How large is that gap?
  - What if nothing changes, are you ok with that?
  - Pain can motivate, pleasure can motivate.
- Can you commit to what it takes to change?
- If your commitment level is larger than your time available, what are you able to sacrifice?
- Believe that you CAN achieve no matter what.

# Where do I find:

- [www.jontioils.com](http://www.jontioils.com) on the Team Resources Tab
- Sharesuccess.com
- Doterra University through doterra.com