

ALWAYS DO THE RIGHT THING - INTEGRITY IN THE CENTRE OF OUR BUSINESS

The doTERRA Way: this has not been written in stone... however, we are aware of what the doTERRA culture is... Founding member David Stirling says, in one of our promotional videos:

doTERRA is a company that you can trust, a company that you can rely on to always do the right thing.

Also, we know that one of our mottos are:

“Sourcing the Best and Giving the Most” This does not only refer to our oils... it also refers to the advocates. We have seen that people with this mentality are those who excel within the business model.

doTERRA is also a gracious partner and most of the leaders advocate a mentality of abundance and not a scarcity mentality.

Still... this is a business, and we all invest time and energy in the business and in return we reap reward for our efforts.

In Network Marketing people refer to an upline, a downline and sister-legs... they all have the same objective, all have shared interest, and all share the same passion... this, in rare occurrence, may lead to challenging circumstances, just like it would in any other conventional business.

Customers have the right to choose, whilst we have the obligation to educate and to ensure that our business grows, there are a few fundamental tips and recommendations that I would love to share.

WHEN YOU SHARE SAMPLE:

- Learn the skill to close a deal ASAP.
- Fortune lies in the Follow up.
- Build Relationship and Trust with potential members and keep contact.
- Make a clear statement that the prospect should not continue to enroll without your guidance as that would mean that they will be supported by another team and that you will miss out on any benefits of sharing with them.

WHEN YOU ENROL:

- Ask who the first person was who introduced the potential client to doTERRA, be generous and courteous and ask if they would not prefer to be enrolled by them.
- If you feel that you have the better means to support this person, or that you have a preferred relationship, you are free to present that to them and to tell them that you would support their decision. Our objective is to encourage people to use the natural alternative and essential oils.
- Always remember that integrity is worth more than Frankincense... Have a mentality of abundance.

WHEN YOU ARE A LEADER:

- Prep your new Builders and make sure that they honour and respect this culture.
- Be open in communication with your sister legs... If you walk in truth and light, love and peace will always conquer.

As an illustration, let me refer to a few situations that I have experienced:

Experience nr 1: ASIA

- Somebody was referred to me by a mutual friend.
- I spent time to share my knowledge about doTERRA.
- - This person is ready to enrol and just before we continue, she says: "My sister-in-law who lives in Asia will be very glad to hear that I have finally decided to join... she has been sending me samples for ages."
- My reaction: "I'm, glad that you told me that, it would be better for your family-relationships if you supported your sister-in-law. I realize that you only want to use the oils, and she would love to share her passion with you... however, if you want to build the business, I will be able to give you better support as I know the market and we have great systems in place. Before we continue, give your sister-in-law a call and ask her what you should do".
- Since then, I have never received any reply from this person on my messages, however I am at peace.

Experience nr 2: FB Lead

- I receive a message in response to a paid Facebook ad. The person asks if I am Person A.
- I tell her that we are not the same person and that we all have our own business.
- She says that she has now spoken with both of us, and she feels more comfortable working with me.
- I continue with the enrolment.
- During a casual conversation, I tell Person A that I was aware of the fact that this person has spoken with her, and that she said that she preferred to be in my team.
- Please NOTE I did NOT go looking for this person, she reacted on an FB ad.

Experience nr 3: Intro to Oils Event

- Person C, in my team hosts an event.
- I am invited to Present and Intro to Oils Class.
- Person D, in a sister leg of Person C, calls me and asks if she could invite a prospect whom she would like to enrol. Person D is not attending the event and lives in another city.
- The guest of Person D now wants to enrol with Person C as she has built relationship.... We refer her back to Person D.... It is the right thing to do.

Experience nr 4: DIY Event

- A Sharer in my downline calls me, she has a user in in her team (Person E) who has decided to start building and she wants to enrol somebody (Person F),
- She asks if I will I be willing to host an online Intro Class and assist with the enrolment.
- After the class the prospect tells me that she and the new builder have been friends for ages, they met each other at a DIY with Oils - event that was advertised publicly.
- The event had an admission fee and at that stage Person E had no intention of Building the Business.
- I ask Person F, are you sure that you would not prefer to return to the host of the event and become part of her team.
- She assures me that the two of them decided, after the event that they would love to combine their energy and start building the business and supporting each other.
- I continue and assist Person E in enrolling and supporting Person F.

- If I had known who the host of the initial DIY workshop was, and if I had known that she was somebody in one of my sister-legs whom I have personally met, I would have given her a courtesy call- thanking her for including Person E at her event and I would have told her that she has now decided to start building the business.
- Unfortunately, this did not happen which resulted in an uncomfortable situation, which we could resolve after open communication.

Experience nr 5: Salon

- Person G in my team organises an event at a salon and I am the presenter.
- The salon owner and one of the guests (person H), both want to enrol.
- Person G sets up a Zoom Meeting with the salon owner to continue with the enrolment of her and plans to enrol the guest, Person H soon after.
- Person H replies to an Instagram Ad of Person J, she does not tell Person J that she has already attended a live event and that she has received gifts and samples from Person G.
- Person J continues with the enrolment.
- There have been no ill intentions, however - if Person J asked person H if she has ever received samples or if she had asked where she heard of doTERRA the first time, she might have underlined her option to work with that person. However, in this specific case, the person replied to a paid Instagram Post, person J was under the impression that this was her first contact with doTERRA.

In Summary:

- Everybody has the right to choose with whom they partner.
- Every Tribe has their own Vibe
- Not everybody is a perfect fit for your team.
- When you have a mentality of abundance, you will understand that potential growth of the company far exceeds the needs of an individual.
- Always put yourself in the position of both people and the take, action.
- Have open communication, become part of a community of Wellness Advocates, all Like-Minded people with the same objective.
- People choose to work with those whom they closely resonate with – it is a long-term relationship.
- This is all part of building the business- always try to do the right thing... This will minimize situations, but it does not eradicate it.
- Network Marketing is not Perfect, but it is better than anything else – Eric Worre
- Keep your eye on the prize... do NOT get side-tracked.
- Integrity is what you do if nobody is looking.
- If you are on the receiving end of an unfortunate situation, do not ponder or allow one situation to side-track you. Focus on the potential and positive experiences.

Daleen Steyn

