

Systems & Support



Duplication of Systems is the key ingredient to ensuring
TIME FREEDOM and RESIDUAL INCOME..

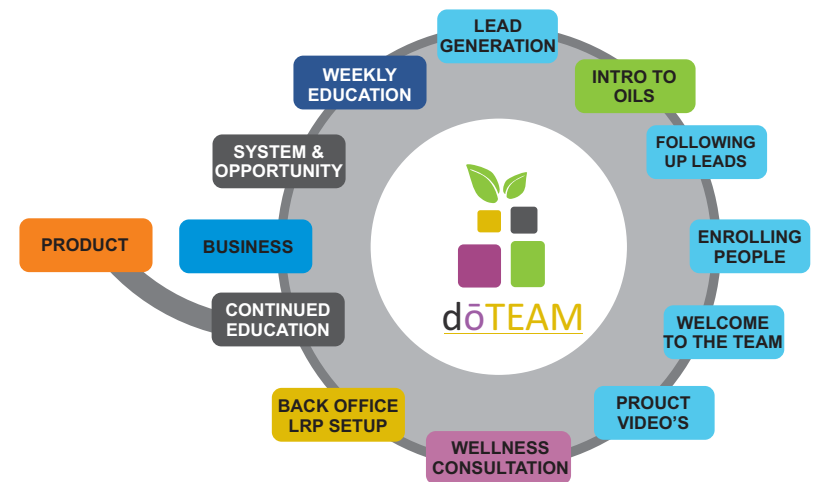
dōTEAM has a solid foundation of duplicatable systems, created by our upline who are seasoned Network Marketers. Their success is proof that the tracks that we run on are effective and sustainable.

Here are two visual interpretations of the our system. A roadmap will guide you step by step to achieve your goal (product support or business support).



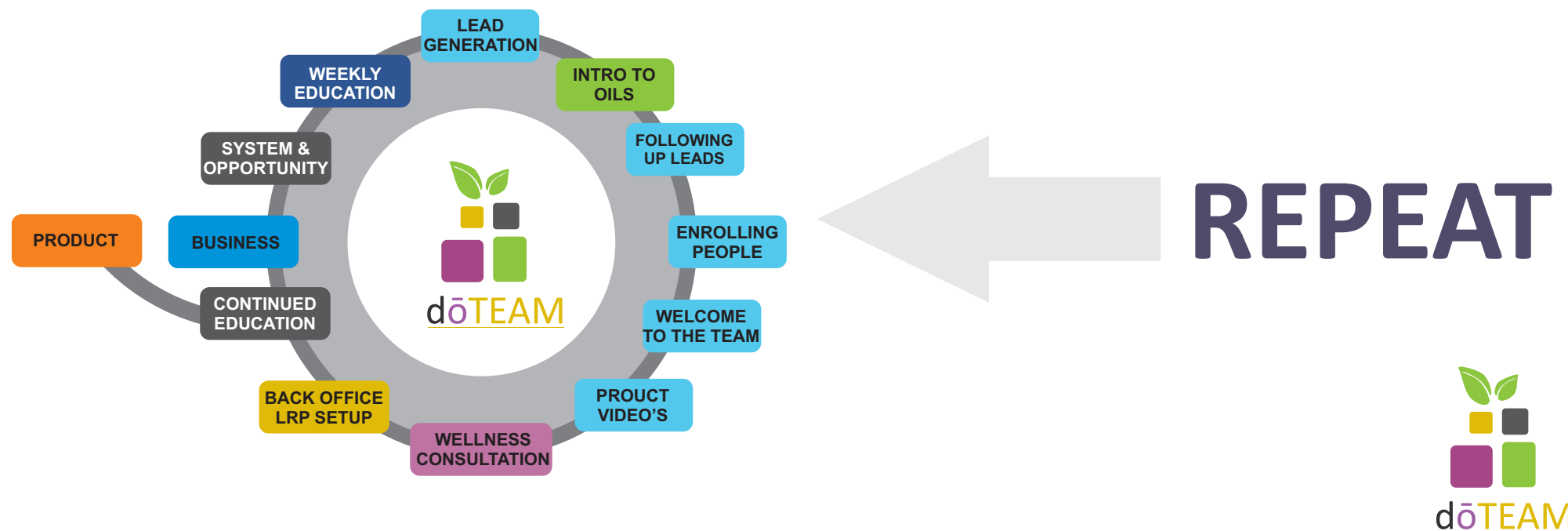
Because these steps are duplicated, the map can be illustrated in a circle:

Also referred to as the sales cycle.



Duplication is what creates the Exponential Growth – the Success the wealth the freedom

It is all about the SYSTEM, the WHOLE SYSTEM and nothing but THE SYSTEM!



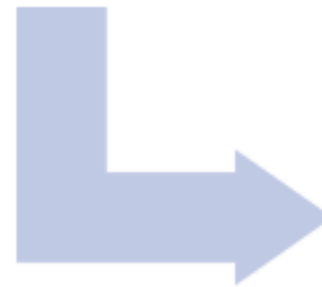
- ✓ Know the way
- ✓ Go the way
- ✓ Show the way



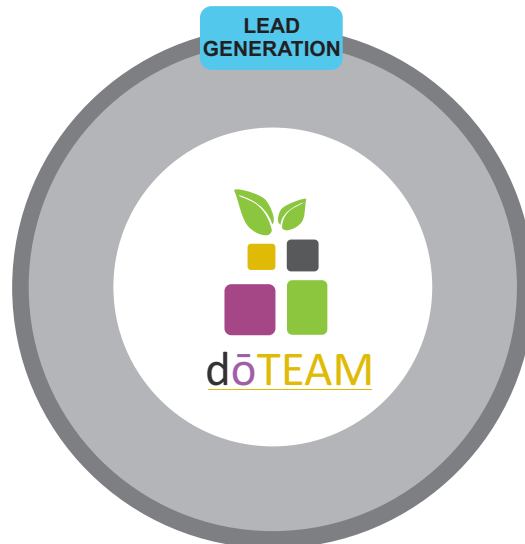
- ✓ 100 Names List (Warm Market)
- ✓ Ad pool
- ✓ Own Facebook ad
- ✓ Other...
- ✓ Numbers game!



- ✓ Sample & Invite
- ✓ PROMOTE the EVENT
- ✓ WhatsApp (template)
- ✓ Messenger/Text (template)
- ✓ Reminders



- ✓ Phone (script) - promote the EVENT
- ✓ Build Trust and Credibility
- ✓ Book the class
- ✓ Agree to speak afterwards



LEAD
GENERATION

INTRO TO OILS

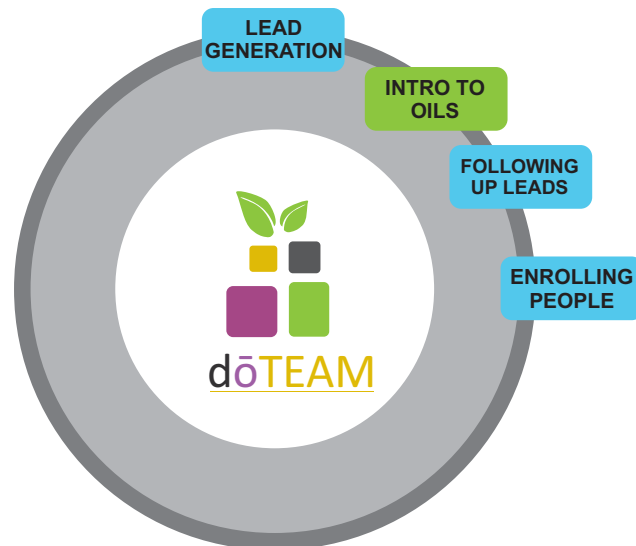
- ✓ Class is the KEY
- ✓ WhatsApp REMINDERS
- ✓ Extra Video clips leading up to class
- ✓ Welcome them on early if you can

FOLLOW UP

- ✓ On Zoom wherever possible
- ✓ Ask what did they like best?
- ✓ Ask if they have any questions?
- ✓ Reassure them support/systems/screenshare
- ✓ Ask would they like to Join doTERRA?
- ✓ If you are NEW your enroller will help you!

ENROLL

- ✓ Do this TOGETHER on zoom
- ✓ Don't send them your link to do it on there own!
- ✓ Your enroller will help you
- ✓ There are some things you need to do whilst they are still on zoom with you!



CONNECT ON FACEBOOK

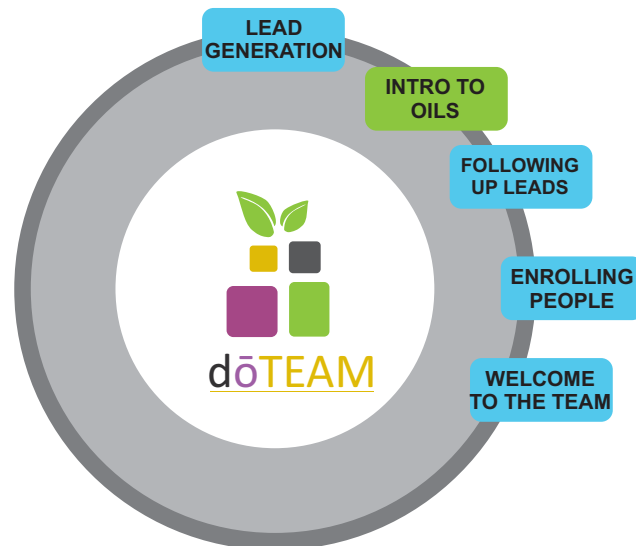
- ✓ Do it whilst they are still on zoom with you
- ✓ You can't add them into team FB group without you being connected

SHOW/INVITE IN GROUPS

- ✓ Show them the Sharers group
Tell them you are going to WELCOME them in this group – tell them it's where we share team info
- ✓ Add them in the group, tell them to accept invite!
- ✓ I add them into Gifts with Martha as well

WELCOME

- ✓ Send the 3page Welcome and Checeklist Document
- ✓ Grab a nice picture of them and welcome them in the FB Group
- ✓ Ps, if you want people to welcome your new member... welcome theirs



PRODUCT INFORMATION

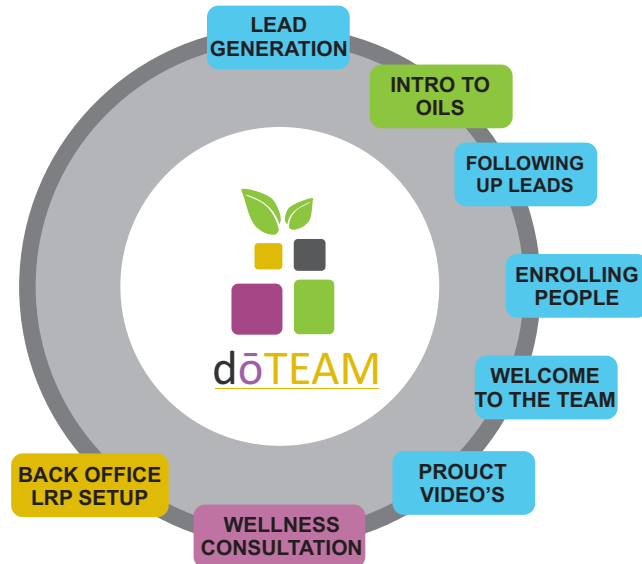
- ✓ Send 10 Product Video's
- ✓ dōTERRA Solutions
- ✓

WELLNESS CONSULTATION

- ✓ Review Lifestyle -
- ✓ Ask if they have any questions
- ✓ Identify their priorities
- ✓ Create Daily Wellness Routine
- ✓ Explain drops per bottle and planning a LRP

BACK OFFICE LRP SETUP

- ✓ Show them around
- ✓ Set up LRP
- ✓ Show them how to edit LRP so they are confident to be in control
- ✓ If they are on a phone you log in via Desk Top and share your screen



CONTINUED EDUCATION

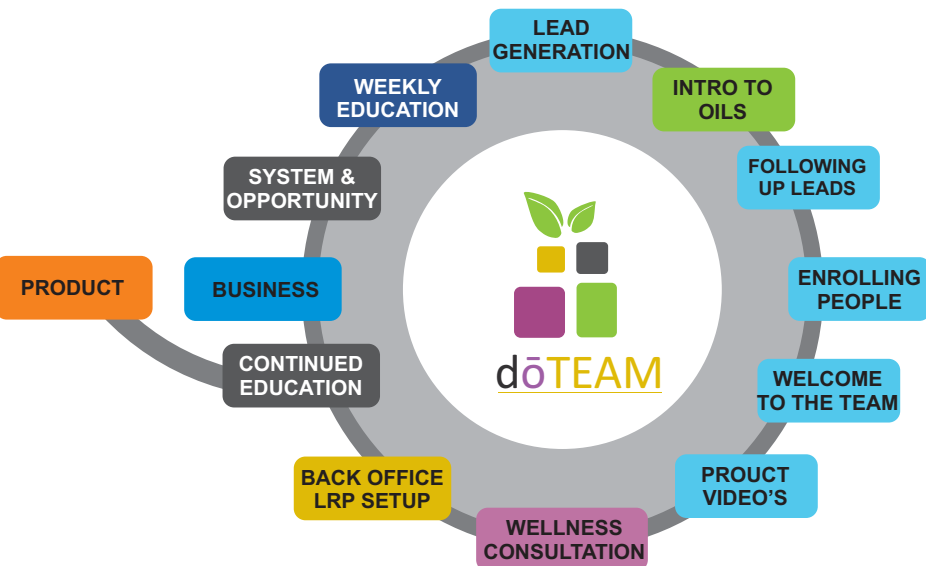
- ✓ If they have confirmed they wish to Build a **BUSINESS** and earn an income, invite them to a Strategy & Systems session
- ✓ Show them the doTEAM website, the App and the Resource Site
- ✓ This is about exposing showing them the systems and the various activities that can be implemented
- ✓ If they only want to be **USERS** - point them to the continued education

WEEKLY CALLS SUPPORT

- ✓
- ✓ Weekly TEAM CALLS
- ✓ Offer encouragement, create some energy!
- ✓ TEAMWORK makes the DREAMWORK!

REPEAT

- ✓ Get Refferals and help
- ✓ Assist with Inviting to a Class
- ✓ Assist with Inviting to a Class



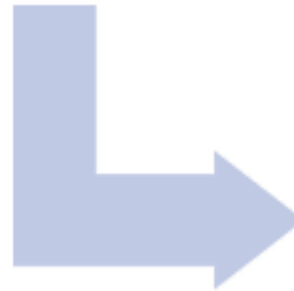
CONTINUE TO
LEARN/COACH/PROMOTE
TEAM SYSTEMS

- ✓ As an inexperienced builder you MUST continue to grow by being a willing student!
- ✓ Work diligently to create DUPLICATION in your team!



KEEP SETTING A GOOD
EXAMPLE/LEAD FROM THE
FRONT

- ✓ The best way to lead is by EXAMPLE!
- ✓ Make Progress yourself
- ✓ Inspire your Team



DON'T GO INTO
MANAGEMENT MODE!

- ✓ Your team will do what you do!
- ✓ To make fast starts, to rank advance, to help your team, you MUST continue to enrol...