

Jobs eines Builders/Leaders

Teil 1

Anfang des Monats: Ziel

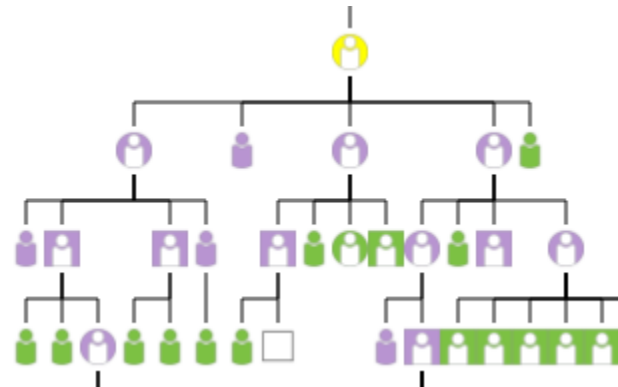
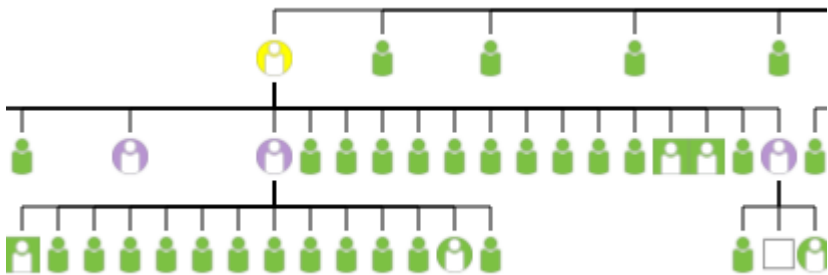
- Was ist das Ziel für diesen Monat? Elite, Premier, Silber, Gold?
- Wo stehe ich und wie weit ist das Ziel weg?
- Wer in meinem Team braucht besondere Unterstützung?
- Welche Promotions von doTERRA laufen? Reicht das?
- Welche Aktionen kann ich selbst machen?

Anfang des Monats: Einschreibungen

- Wie viele Events und Termine habe ich?
- Wie viele Einschreibungen bekomme ich hin?
- Was macht mein Team?

LRP-Quote

- Wie hoch ist meine LRP-Quote?
- Wenn unter 50%, was kann ich tun, um sie zu erhöhen?



Rank Planner

Tag 3-10: Planung

Im Backoffice
LRPs zählen:

Datum der nächsten Treuebestellung	PV der nächsten Treuebestellung
02/04/2020	170.50
02/14/2020	206.00
02/08/2020	201.50
02/14/2020	165.00
02/04/2020	144.50
01/12/2020	25.00

PREMIER 100 PV & 5,000 OV - 2 Executive Legs

SILVER
100 PV - 3 Elite Legs

BUILDER 1:

GOAL: EXECUTIVE + (2,000 OV)

GOAL: ELITE + (3,000 OV)

Reviewed Rank Planner

Watched or attended a Launch Training

REQUIRED VOLUME		<input type="radio"/> 2,000 <input type="radio"/> 3,000
Write all currently scheduled LRP volume	-	
NEEDED VOLUME	=	
Divide needed volume by average class volume (goal is 1000)	÷	
NEEDED CLASSES / ONE-ON-ONES	»	

CLASSES SCHEDULED

1. _____
2. _____
3. _____
4. _____

ONE-ON-ONES Mark the number planned.

1	2	3	4	5
6	7	8	9	10

BUILDER 2:

GOAL: EXECUTIVE + (2,000 OV)

GOAL: ELITE + (3,000 OV)

Reviewed Rank Planner

Watched or attended a Launch Training

REQUIRED VOLUME		<input type="radio"/> 2,000 <input type="radio"/> 3,000
Write all currently scheduled LRP volume	-	
NEEDED VOLUME	=	
Divide needed volume by average class volume (goal is 1000)	÷	
NEEDED CLASSES / ONE-ON-ONES	»	

CLASSES SCHEDULED

1. _____
2. _____
3. _____
4. _____

ONE-ON-ONES Mark the number planned.

1	2	3	4	5
6	7	8	9	10

BUILDER 3:

GOAL: ELITE + (3,000 OV)

Reviewed Rank Planner

Watched or attended a Launch Training

REQUIRED VOLUME		<input type="radio"/> 2,000 <input type="radio"/> 3,000
Write all currently scheduled LRP volume	-	
NEEDED VOLUME	=	
Divide needed volume by average class volume (goal is 1000)	÷	
NEEDED CLASSES / ONE-ON-ONES	»	

CLASSES SCHEDULED

1. _____
2. _____
3. _____
4. _____

ONE-ON-ONES Mark the number planned.

1	2	3	4	5
6	7	8	9	10

Tag 20: Power of 3

Power of 3

Do the \$50 | Teach the \$50 | Repeat

- Pencil in and update this chart at the beginning, middle, and end of each month.
- Highlight where you need to focus (e.g. new enrollees, customers on LRP).
- What is your next Power of 3 goal (circle one): \$50, \$250, \$1500. How will you get there?

		\$50	\$250	\$1500
<div style="text-align: center;"> <p>YOUR PV</p> <p>TV</p> <p>YOUR NAME</p> </div>	<div style="text-align: center;"> <p>PV</p> <p>TV</p> <p>NAME</p> </div>	<div style="text-align: center;"> <p>PV</p> <p>TV</p> <p>NAME</p> </div>	<div style="text-align: center;"> <p>PV</p> <p>TV</p> <p>NAME</p> </div>	<div style="text-align: center;"> <p>NAME</p> <p>PV</p> </div>
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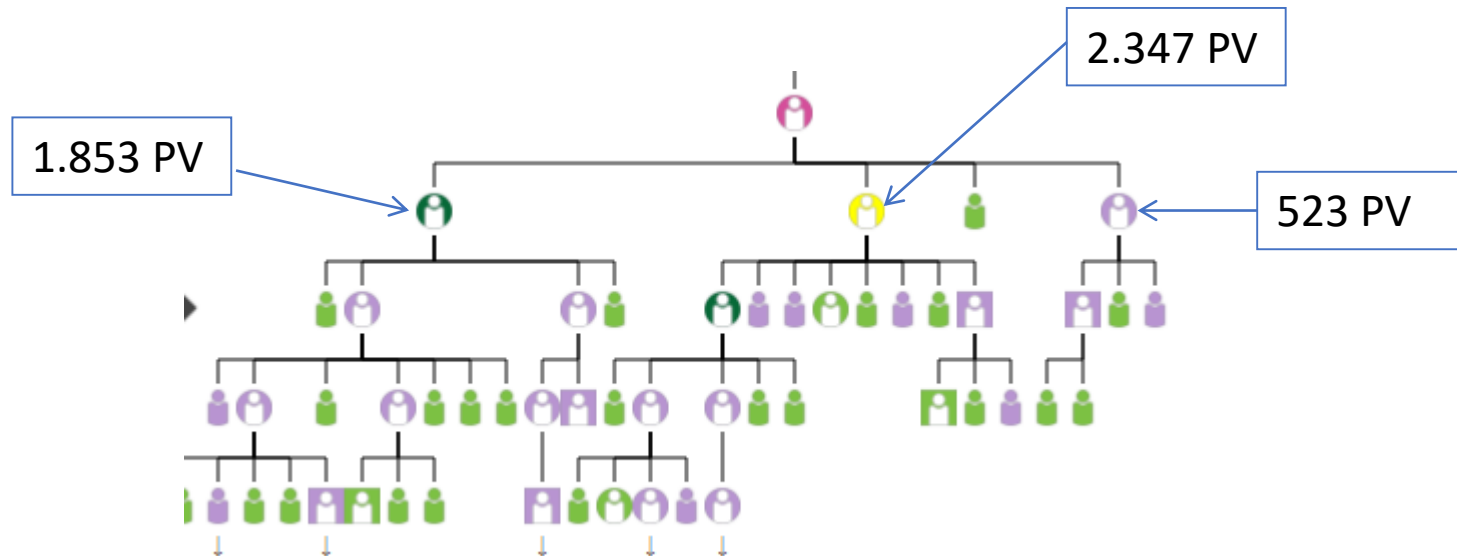
PV = Personal Volume TV = Team Volume (you and your front line)
 Check box when TV = 600

Laufend:

- Sind alle gesetzt?
- Haben alle, die es wollen, eine 100 PV LRP?
- Upgraden und umsetzen
- SWAP
- Exception move

Ab Tag 20: Monatsende planen

- Wo fehlt noch was?
- Könnte man noch Incentives machen?



Monatsende: Feiern!

