

# Team SYSTEMS



**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

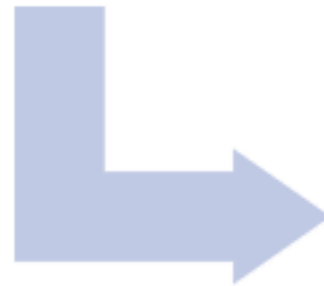
LEAD

- ✓ Ad pool
- ✓ Own Facebook ad
- ✓ Other...
- ✓ Numbers game!



INFO

- ✓ Email (template)
- ✓ WhatsApp (template)
- ✓ Messenger/Text (template)
- ✓ Reminders

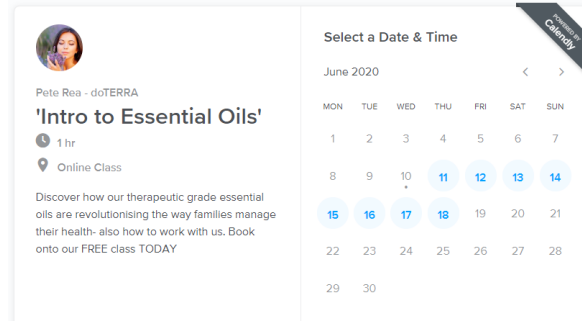


CALL

- ✓ Phone (script)
- ✓ Rapport
- ✓ Book the class
- ✓ Agree to speak afterwards



# CLASS



- ✓ Class is the KEY
- ✓ WhatsApp REMINDERS
- ✓ Communication
- ✓ 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/screenshot
- ✓ Ask would they like to Join doTERRA?
- ✓ If you are NEW your enroller will help you!



# REGISTER

- ✓ 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 cant 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 Essential Gifts of the Earth as well

## SHOW/BOOK INDUCTION

- ✓ Go onto resource site, explain it will take 1.5 hrs
- ✓ Ask when do they think they could complete it by?
- ✓ Book review in there and then!

## WELCOME IN SHARERS GROUP

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graph TD; A[WELCOME IN SHARERS GROUP] --> B[INDUCTION REVIEW/IDENTIFY PRIORITIES]; B --> C[BACK OFFICE NAV/SET UP LRP];
```

- ✓ Grab a nice picture of FB of them and WELCOME them in the group!
- ✓ Ps, if you want people to welcome your new member... welcome theirs!
- ✓ This Welcome provides great community spirit!

## INDUCTION REVIEW/IDENTIFY PRIORITIES

- ✓ Review their induction (To-do list)
- ✓ Ask if they have any questions
- ✓ Identify their priorities

## BACK OFFICE NAV/SET UP LRP

- ✓ 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

BUILDERS/POINT TO  
STRATEGY  
SESSION/AGREE  
REVIEW DATE

- ✓ If they have confirmed they wish to earn an income, point them to the Strategy session on the resource site
- ✓ Agree when to review this with them
- ✓ This is about exposing them to the various activities that can be implemented

REVIEW STRATEGY  
SESSION/AGREE  
ACTION PLAN STEPS

- ✓ Review, get some feedback
- ✓ Agree the first, few steps, and when they plan to action on them!
- ✓ Offer encouragement, create some energy!
- ✓ Reassure them of your support through
- ✓ The steps of action!

SUPPORT/KEEP GOOD  
CONTACT THROUGH  
AGREED STEPS

- ✓ TEAMWORK makes the DREAMWORK!



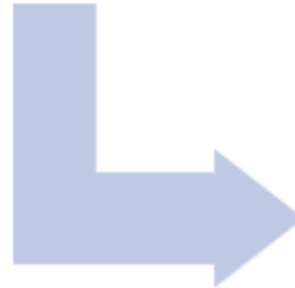
CONTINUE TO  
LEARN/COACH/PROMOTE  
TEAM SYSTEMS

- ✓ 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...

# doTERRA Sharers Worldwide

[www.teamresourcesite.com](http://www.teamresourcesite.com)

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## Welcome to our team resource site

Everything you need in one place to help and support you in growing your doTERRA business

[SUPPORT MENU](#)