

BUILDER INTERVIEW / GAME PLAN INTERVIEW

Your first conversation with someone who's identified as a business partner. Use these prompts and questions to help set expectations and offer appropriate support.

(Comments are italicised and in brackets)

- **Congratulations on making this decision!** *Validate, show enthusiasm, affirm their decision. They'll fear supported and you can extinguish their fears.*
- If you succeed, it will be on you. It's going to be you that creates that success, not me. But the same is true if you don't. If you 'fail', it's on you and not me.
- *You're* going to be the difference between success and failure.
- It will work out if you work at it.
- Do you understand? / Do you have any questions? *(Ask this regularly)*
- I'm here to guide you every step of the way, but I can't do it for you. I'm here to work with you, not for you.
- My job is to help you become independent of me as soon as possible. Do you agree that that's a good goal?
- There will be ups and downs while you're building your business. There will be good times and bad times. **I know when you're in one of the bad times when you go silent, when you stop calling, texting, or being present in the group or in team calls... If I start hearing excuses; that type of thing. When that happens with you, and it happens with everyone, how do you want me to handle that?** Do you want me to leave you alone or do you want me to be persistent and remind you of your WHY?

QUESTIONS TO DETERMINE COMMITMENT

- 1. How many hours a week can you realistically devote to your business?**
(Encourage them to get real here rather than sugarcoat their situation and give a number that's simply not achievable. Support them where they're at)
- 2. Great. Let's look at your calendar now and schedule out a few blocks of time.** *(Gets them into action straight away)*
- 3. Do you have the support on hand that will allow you to teach one class a week?** *(Baby-sitters, partners etc.)*
- 4. Can you commit to joining us live for the team calls or listening / watching the recordings for at least the first 3 months of your business?**
- 5. Does your partner support your decision to do dōTERRA?** *(This is an important question to ask straight up. It helps to know if there may be some issues at home in the future)*
- 6. Are you willing to seek out solutions and possibilities rather than dwell on problems?**
- 7. What possible road blocks will you come up against on your journey?**
(You can give examples if you like. Comparison, fear of judgement from others, not having enough time, self-sabotage)
- 8. How do you see yourself moving through them?** *(This is their first opportunity of activating solution energy rather than dwelling in problem energy)*
- 9. Who, off the top of your head, do you think really needs the assistance of the oils in their life?** *(Wait for them to answer)* **Great - write those names down.**
- 10. Who, just as an instinct, would you LOVE to partner with? Who, in your life, would you love to build this business with?** *(Wait for them to answer)* **Awesome, write those names down.**
- 11. Write the names of 10 people that you would feel comfortable sharing the news that you've decided to do dōTERRA.** *(These will be the first people they either invite to a class, or ask to host for them)*
(THIS IS THE BEGINNING OF THEIR FREEDOM LIST)
- 12. Are you able to process a monthly order of approximately \$150AU a month?** *(Explain the importance of LRP)*
- 13. Are you willing to process that order between days 2-7 of each month?**
(Explain why this is important)

14. **Let me hear your ideas on ways you might like to share dōTERRA!** *(This is a biggie! Rather than them saying: 'How do I market dōTERRA? What do I do?' Ask THEM how they imagine themselves sharing!)* *(Then you could give them some ideas: hosting classes, social media, mothers groups, networking events, etc.)*
15. **How do you imagine the oils will help you most in your life? What drew you to them?** *(Allow them to answer. You could hear anything from: "I want to lower the toxicity in our home", to, "I want to connect more deeply to the earth", to, "I want to rebalance my hormones"...)* *(This will point to the type of content that they will most likely share because it comes most naturally and is most relevant for them)*
16. **How much would you need to earn through your work with dōTERRA to replace or supplement your current income?** *(This may be a sensitive or vulnerable topic. Help them to feel comfortable and safe with you in sharing this)*
Great! That equates to an average rank of _____ in dōTERRA. That's definitely achievable if you commit to doing the work!
17. **How do you feel when we multiply this amount by 4? What would your life look and feel like?** *(Be prepared for some people to react uncomfortably to this question. Hold a safe space and be patient while they feel this out)*
18. **If money were no issue, what would you spend your days doing?** *(This will give you an insight into a life they've probably never given themselves permission to go after. It also points to what they will look to create once they're making a healthy residual income)*
19. **Why dōTERRA? Why did you say yes to this?** *(Allow them to answer)* **Why is that important to you?** *(Allow them to answer)* **Why is that important to you?** *(Allow them to answer).* *(Stay here awhile with them) You may see some emotion, possibly some confusion, possibly a bit of silence. Please understand that most people don't operate from this space of completely honouring their desires, so reflect their light and infinite potential straight back on them and help them cast a more beautiful vision for their life.*

+ Help the person to get results quickly. 30 / 60 / 90 day game plan. (Whatever works for you)

- Encourage daily usage.
- Plug them into Facebook groups and any mentoring programs you may have created.
- If they live locally to you, organise first 3 or 4 classes or otherwise equip them with the online tools they need.
- Get them to start with the names they wrote down.
- Build upon their 100 names list.
- Journal their WHY each morning.

+ Our goal is to get you over the line.

On one side of the line, it's easier to quit than continue. On the other side, it's easier to continue than to quit. For me personally, I'm on the side of the line where it's much easier to continue, but it took a little work to get there.

Here are some things we can do to get you over that line:

- Educating and enrolling your first few customers
- Inspiring and enrolling your first business partner
- Receiving your first commission cheque
- Attending a big company event
- Making friends inside the organisation
- Getting promoted to a new level
- Being recognised and celebrated for your achievements

So that's what I'm going to help you with.

How does that sound?

How are you feeling after our chat?

Are you clear about what you need to do in the next week?

Awesome. Let's book in another time to chat and get you started on the mentor program. *(insert whatever training tools you're using here)*