

**E**

Elite=3,000  
volume from your entire  
organization

**ELITE PLAN**

3 Classes  
5+ enrollments/1000PV per class  
and/or  
15 One-on-Ones (200+PV each)

Date and time

**And I feel**

*Fuel your success by expressing emotion in  
advance for how your achievement will feel.*

♥ Why I share the dōTERRA products & opportunity: \_\_\_\_\_

🕒 How many hours will I invest weekly in my business?: Minimum  Target  Outrageous

**CALCULATE NEEDED VOLUME  
AND CLASSES/ONE-ON-ONES**

Get your presentation in front of enough people to create the volume/enrollments needed for your goal. Presentations can be classes hosted by yourself or a sharer/builder, one-on-ones, or a combination of both. Choose the kinds of presentations that excite you and your prospects.

**SCHEDULED VOLUME** 3,000 OV

Write all currently scheduled LRP volume, including your own. -

**NEEDED VOLUME** =   
Subtract scheduled volume from 3,000.

**NEEDED ENROLLMENTS** ÷ 200 (avg. new enrollment)  
Divide needed volume by your average enrollment volume. »

**NEEDED CLASSES/  
ONE-ON-ONES** Needed volume ÷ 1,000  
Needed enrollments=needed one-on-ones. For classes, divide needed volume by average class volume (1,000). »

**SCHEDULE CLASSES**

(Teach class hosts to invite effectively)

**CLASS 1 Date/time:**

Host: Presenter:

Location:

Intentions:

*Upline/DVD teaches, I share my story*

**CLASS 2 Date/time:**

Host: Presenter:

Location:

Intentions:

*Upline/DVD teaches part, I teach part*

**CLASS 3 Date/time:**

Host: Presenter:

Location:

Intentions:

*I teach, Upline/DVD supports as needed*

**CLASS 4 Date/time:**

Host: Presenter:

Location:

Intentions:

*I teach entire class*

**SCHEDULE ONE-ON-ONES**

Name:

Date/Time:

Name:

Date/Time:

Name:

Date/Time:

Name:

Date/Time:

Name:

Date/Time:

Name:

Date/Time:

Name:

Date/Time:

Name:

Date/Time:

Name:

Date/Time:

**Enroll with a Kit Incentive**  
(i.e. dōTERRA 8-Vial Keychain)

**Book a Class Incentive**  
(i.e. Fill keychain with Family Physician Oils)