

My Business

My WHY, my VISION:

What part of my doTERRA business makes me feel alive?

3 fears holding me back from my business are:

Without these fears I would feel:

Without fear, I would start upleveling my business by:



2019 Reflections

My biggest achievements and successes in 2019 were:

My team's biggest achievements and successes in 2019 were:

We acknowledged and celebrated these milestones by:

I'd like to improve in the following areas:

Here's what worked well in growing my business and supporting my customers:

New ways I'd like to start sharing:

To better support my team, I'm going to:



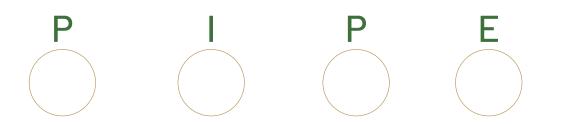
2019 Reflections

I made great connections with (my team/cross-team/around the world):

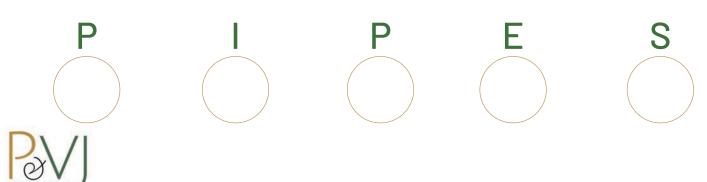
I developed my strengths (Clifton Strengths by Gallup) by:

I brought my A game to my business with my intentional activity by:

Here is an honest rating on my P.I.P.E.S activity (0-10):



Here is how my PIPES activity is going to be going forward:



2019 Reflections

My organisational growth in 2019:

Start 2019

End 2019

Organic rank:

Monthly income:

OV:

Retention (LRP):

Personal enrolments:

personal sharers and builders:

team builders:

of team at main events:

of Elites:

I am most grateful for 2019 because:

My biggest business lesson for 2019 was:



2020 Commitments

I commit to these daily habits to move my business forward:

I commit to the these daily wellness habits to nurture my mind, body and spirit:

I commit to attending these doTERRA events in 2020 (and they are locked into the calendar):

I commit to additional learning and professional development in 2020 by:

I commit to philanthropic and service work this year by doing:

My word for 2020 is (and why):



My Ideal Day

From the moment I wake up, until I fall asleep, I envision my ideal day looking like this...

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I spend time doing:

I nourish my body and soul by (food/exercise):

I nourish my mind with personal development by:

I nourish my being with this beautiful night time ritual:



Attracting Leaders

My ideal business partner would be:

Their goals are:

Their vision and why is:

They can commit to the business (time/expertise/action):

Their values, beliefs and work commitments are:





IN DUTERRA
On a scale of 0-10, I rate my belief in dōTERRA:
The Product Company The Company 's Vision
I LOVE dōTERRA because:
In order to grow my belief in the product, company and their vision, I need to:
CONNECTION
IN NETWORK ^ MARKETING
On a scale of 0-10, I rate my belief in connection marketing as: What I LOVE about connection marketing is:
In order to strengthen my belief in connection marketing, I need to:
IN MYSELF
On a scale of 0-10, I rate my belief in myself to achieve my vision, goals and dreams and align with my WHY as:
In business, I am good at:

In order to strengthen my belief in myself, I need to:

PAUL & VANESSA-JEAN



My 2020 Goods

My MAJOR business goals are:

- 1
- 2
- 3

My MAJOR personal goals are:

- 1
- 2
- 3

My 2020 Aromatic Anchor is (and why):





My Commitments HOPE IS NOT A STRATEGY

I will reach out to ____ people on my names list per week.

I will present ____ classes per month.

I will attend ____ trainings per month.

I will work ____ hours on my business per week.

My pear goal (rank, income, feeling)

My 🕙 year goal (rank, income, feeling)

My 5 year goal (rank, income, feeling)



My BIG Gonla

SILVER \$25,000

Silver makes me feel:

I will celebrate this goal by:

My life will look like:

Silver Aromatic Anchor:

GOLD \$50,000

Gold makes me feel:

I will celebrate this goal by:

My life will look like:

Gold Aromatic Anchor:

PLATINUM \$100,000

Platinum makes me feel:

I will celebrate this goal by:

My life will look like:

Platinum Aromatic Anchor:

DIAMOND \$200,000

Diamond makes me feel:

I will celebrate this goal by:

My life will look like:

Diamond Aromatic Anchor:

BLUE DIAMOND \$450,000

BD makes me feel:

I will celebrate this goal by:

My life will look like:

BD Aromatic Anchor:

PRESIDENTIAL DIAMOND \$1,300,000

PD makes me feel:

I will celebrate this goal by:

My life will look like:

PD Aromatic Anchor:



My Mantra

I LEAD with AWARENESS. I ACT with INTENTION. I SFRVF with PURPOSF. I PLAY above the line (taking 100% responsibility for self-love, positive choices and inspired action).

