



My doTERRA

2020

Year of Inspired Action



My Business

My WHY, my VISION:

What part of my dōTERRA 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):

P	I	P	E	S
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

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

P	I	P	E	S
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

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 dōTERRA 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):

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My Ideal Day

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

I start my day by:

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:

My Beliefs

IN DOTERRA

On a scale of 0-10, I rate my belief in dōTERRA:

The
Product

The
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:



My 2020 Goals

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 **1** year goal (rank, income, feeling)

My **3** year goal (rank, income, feeling)

My **5** year goal (rank, income, feeling)

My BIG Goals

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 SERVE with PURPOSE.

*I PLAY above the line
(taking 100% responsibility
for self-love, positive
choices and
inspired action).*