

dōTERRA Empowered Training Series





There are three categories of the “Empowered” training offered by dōTERRA:

 <p>Empowered Life</p> <p>To support your love of the products</p>	 <p>Empowered Success</p> <p>Experts guide you with a step-by-step plan, giving you the freedom to live the life you want</p>	 <p>Empowered You</p> <p>A personal development program designed to help you learn, love, and live your strengths every day</p>
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Wherever possible, access the training offered by your own country.

1 dōTERRA Empowered Life

<https://www.doterra.com/US/en/empowered-life>

	<p>Empowered Life Series</p> <p>This free monthly webinar delivers the very best in essential oil education. With presentations from essential oil experts, these video classes explain the benefits of using essential oils and natural solutions in your life.</p> <p>https://www.doterra.com/US/en/empowered-life-series</p>
	<p>Living Magazine</p> <p>For those who want the latest news about dōTERRA and fresh ideas for healthy living, the dōTERRA Living Magazine covers important topics and teaches you how to use essential oils in your own home.</p> <p>https://www.doterra.com/US/en/brochures-magazines-doterra-living</p>
	<p>Online Oil Oasis</p> <p>The quarterly Online Oil Oasis is the gold standard in essential oil education. During each online summit, you'll get four hours of incredible insights from experts who share their advice and expertise on today's most pressing and relevant essential oil topics.</p> <p>https://www.doterra.com/US/en/online-oil-oasis</p>
	<p>Essential Oil Solutions with dōTERRA</p> <p>This podcast is focused on providing education about new and fun ways to use essential oils. Don't miss out on expert advice that will help you live a healthy, natural lifestyle—start listening now!</p> <p>https://www.doterra.com/US/en/podcast</p>

2 Empowered Success

US Empowered Success Guides: <https://www.doterra.com/US/en/empowered-success>

Australia Empowered Success Guides: https://www.doterra.com/AU/en_AU/empowered-success

Empowered Success is the proven system to build a successful doTERRA business. Experts guide you with a step-by-step plan, giving you the freedom to live the life you want. These simple tools help take your business to the next level and equip you to empower your team.

Are you starting a doTERRA business?

Introducing the step-by-step video training course for new builders! The Lift Off! Launch Your doTERRA Business course guides you simply and clearly through the steps of starting a doTERRA business.

Videos to Launch Your Business:

<https://www.doterra.com/US/en/empowered-success/launch-your-business>

Steps to Success

Step 1: It's Simple. Properly Use and Share Oils. Becoming a Wellness Advocate is as simple as opening your oils and sharing with others how doTERRA can bless their lives. Using your doTERRA Essentials book and your kit of oils, you can begin sharing.

Step 2: Participate in Monthly Training, Community, and Events

- Empowered Success Webinars: Tips from Top Leaders
<https://www.doterra.com/US/en/empowered-success/tips-from-top-leaders>
- Follow relevant business pages on Facebook
 - doTERRA Business USA
<https://www.facebook.com/doterrabusiness/>
 - doTERRA Business Australia and New Zealand
<https://www.facebook.com/doterrabusinessaunz/>
- Attend convention
 - Global Convention in Utah USA
 - Convention in your own country
- Building Your Business with doTERRA—Empowered Success Podcast
<https://www.doterra.com/US/en/empowered-success/podcast>

Step 3: Learn the Basics of Sharing and Building



Healthy Can Be Simple

Introduce Essential Oils

<https://www.doterra.com/US/en/empowered-success/healthy-can-be-simple>

Note: no link yet for Australian version.

The Healthy Can Be Simple intro guide is a business tool to introduce new people to doTERRA Essential Oils and their everyday uses. Share an oil sample, write your contact information on the back, and invite them to a class to learn more.



Live Guide

Hold Lifestyle Overviews

Assess personal wellness with the Live Guide and find the right doTERRA natural solutions. Use this guide to conduct Lifestyle Overviews for new members and help them create a 90-day Wellness Plan.

- How to use doTERRA's Wellness Pyramid to create a wellness lifestyle
- Which products address your specific health goals
- How to use the Loyalty Rewards Program to save money
- Recipes to start using your oils right away

US: <https://www.doterra.com/US/en/empowered-success/live>

AU: https://www.doterra.com/AU/en_AU/empowered-success-live



Share Guide

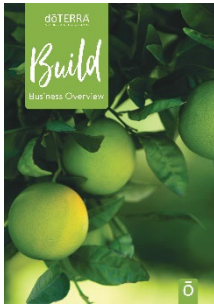
Share to Earn Free Oils

Learn how to share doTERRA through classes and one-on-ones using the Share Guide.

- How to share doTERRA through classes and one-on-ones so you can earn free products for yourself
- Script ideas for sharing, inviting, and reminding
- Tips to host successful presentations and an ideal timeline for doing so
- Skills that set a foundation for a strong business

US: <https://www.doterra.com/US/en/empowered-success/share>

AU: https://www.doterra.com/AU/en_AU/empowered-success-share



Build Guide

Discover the benefits of a financial pipeline using the Build Guide and see what building a doTERRA business can do for you.

- Benefits of building a financial pipeline
- Reasons to partner with doTERRA
- Pipeline activities to start building a business
- Income potential
- Three Steps to launch your business

US: <https://www.doterra.com/US/en/empowered-success/build>

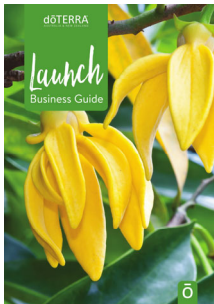
AU: https://www.doterra.com/AU/en_AU/empowered-success-build



Class Presentations

AU: Nature's Solution Kit (called the Natural Solutions Kit in the US)
https://www.doterra.com/AU/en_AU/empowered-success-natures-solutions

Step 4: Launch Your Business



Launch Guide

The Launch Guide gives you the tools and knowledge you need to successfully launch your doTERRA business and reach Elite rank.

- Action steps to launch your doTERRA business
- How to build a financial pipeline
- Placement strategies
- Step-by-step instructions to reach Elite rank

US: <https://www.doterra.com/US/en/empowered-success/launch>

AU: https://www.doterra.com/AU/en_AU/empowered-success-launch



Sales Guide

The Sales Guide helps business builders confidently find new customers, master critical sales skills, and achieve their sales goals.

- Critical sales skills in the doTERRA Sales Cycle
- Script ideas from top leaders
- Skill-building activities to improve confidence and success
- How to tally personal Sales Score and set sales goals

US: <https://www.doterra.com/US/en/empowered-success/sales>

AU: https://www.doterra.com/AU/en_AU/empowered-success-sales



Sales Certification Course

Selling can be difficult, especially if you've never been formally trained. Have you ever thought questions like:

- What do I say when someone says no?
- Is there a secret to sales?
- Can I learn to be successful even though I'm not a trained salesperson?
- How do I avoid saying the wrong thing when talking to people?
- Why am I stuck in my business?
- Why is no one buying anything from me?
- If you've ever had these kinds of questions, then this doTERRA course is for you.

US: <https://www.doTerra.com/US/en/empowered-success/sales-certification-course>

Step 5: Go For The Next Rank



Train Guide

Reach Premier & Silver Ranks.

- PIPES activities to reach the rank of Premier and Silver
- How to master the class presentation and continue enrolling new customers
- Success Timeline to onboard customers and launch builders

US: <https://www.doTerra.com/US/en/empowered-success/train>

AU: https://www.doTerra.com/AU/en_AU/empowered-success-train



Lead Guide

Reach Gold Rank.

- Essential PIPES activities to reach the rank of Gold
- How to master the business presentation and effectively launch new builders
- Strategies to maximise mentoring and bring out the best in your growing team

US: <https://www.doTerra.com/US/en/empowered-success/lead>

AU: https://www.doTerra.com/AU/en_AU/empowered-success-lead

There are also guides for the higher ranks.

Multiply Guide

Reach Platinum and Diamond rank.

Influence Guide

Reach Blue Diamond rank.

Inspire Guide

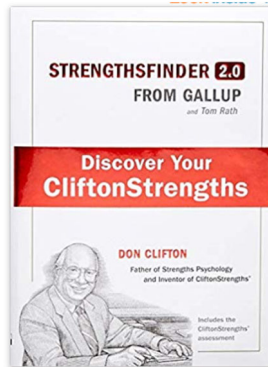
Reach Presidential Diamond rank.

3 Empowered You

<https://www.doterra.com/US/en/empowered-you-home>



doTERRA Empowered You is a personal development program designed to help you learn, love, and live your strengths every day. As you recognize and use your strengths consistently, you will unlock incredible potential in yourself. This will play out in all areas of your life, from your view of yourself, your relationships, to your growing doTERRA business.



Get Started

Empowered You starts with taking the CliftonStrengths® assessment. The test identifies your most dominant natural patterns of thinking, feeling, and behaving from a list of 34 unique talents. You have two ways to take the test:

Get Code and Book:

https://www.amazon.com/dp/159562015X/ref=cm_sw_r_cp_ep_dp_vdrTBbPWA7CXD

(Note: for countries outside USA, purchasing through Book Depository may be cheaper)

Get the Assessment:

<https://store.gallup.com/p/en-au/10108/top-5-cliftonstrengths>

Use Your Strengths

People who use their strengths every day are more productive and more engaged in their work; in fact, they are six times more likely to be engaged at work. These individuals are also three times more likely to report having an excellent quality of life than individuals who do not.

How to Use Your Strengths:

<https://www.doterra.com/US/en/empowered-you-strengths-for-your-business> (videos)

Unlock Your Potential

The Empowered You program provides resources to help develop your strengths and use them to build your business. The resources below were created especially for Wellness Advocates so you can learn about your individual strengths and use them to accomplish your dreams.

Learn About your Top Talents:

<https://www.doterra.com/US/en/empowered-you-living-your-strengths> (videos)

If you have taken the CliftonStrengths® assessment, you might feel a little uncertain about what your talents are. Understanding them is the first step in learning to use them. The videos below explain each of the 34 talent themes, and what makes them powerful. Watch the videos about your Signature Themes to see what they mean and how you can use them as a doTERRA Wellness Advocate. You can also watch the videos of your team members' top talents to appreciate what makes them unique.

Empowered You Insight Cards

<https://media.doterra.com/us/en/flyers/empowered-you-insight-cards.pdf>

Designed to help you maximize your natural talents in your doTERRA business, this card deck highlights the 34 CliftonStrengths Themes. On each card, you will find a personal affirmation, business idea, powerful partnerships, a diffuser blend, and advice from a Strengths Coach tailored to each strength! Use the cards in combination with the Strengths Guide for Builders to unlock your individual talents, or as a tool for mentoring your team.



Grow Your Business

Do you want to experience extraordinary growth with your business? As a Wellness Advocate, you will find the most success when you use your strengths and focus on the things you naturally do well. doTERRA is committed to helping you embrace your strengths because when you do the results are powerful.

Strengths Guide for Builders:

<https://www.doterra.com/US/en/empowered-you-strengths-for-builders-guide> (PDF)

This guide was created to help you use your strengths as you build your business. It breaks down the vital action steps for building according to your strengths. Based on the collective experience of doTERRA leaders and builders, these vital action steps are the tasks that have proven to be crucial in building a doTERRA business. Download or print this guide to see how your top talents can help you Prepare, Invite, Present, Enroll, and Support.