



Inspire

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Blue / Pres Mastermind

Share  
SUCCESS

# Mastermind

1. What's your process?

**P**

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**Names List**

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**Schedule**

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**Goals**

**I**

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**Share**

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**Invite**

**P**

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**Present**

2. Where are your gaps?

3. What's one thing that if you did different/better would have the biggest impact on your business?

E

Enroll

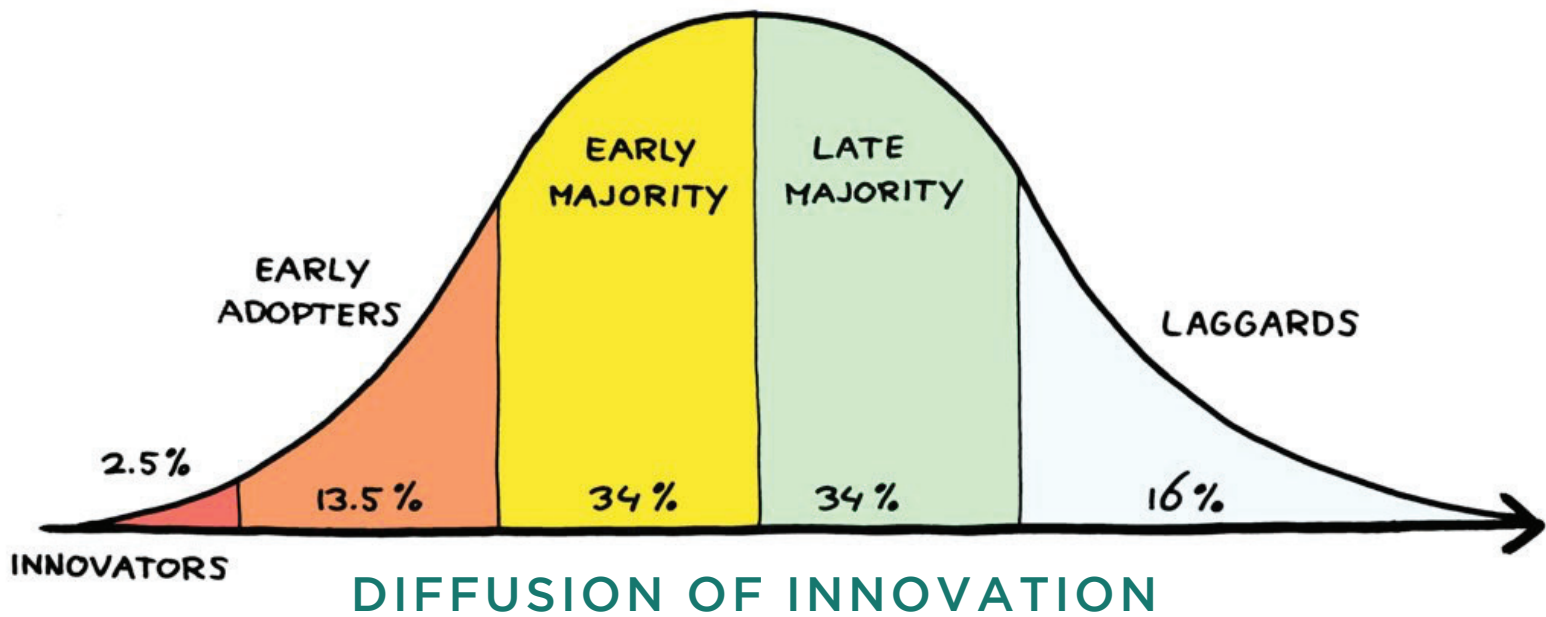
S

On Board Customers

Launch Builders

Nurture Team

Inspire



# MY WHY

## MY WORK

1. What do you do for work?
2. Why do you do it? Don't overthink it - just write what comes to mind.
3. How is what you're doing making you a better person?
4. How is what you're doing making the world a better place?
5. Why do people buy from you and not from someone else?
6. What is one event that shaped your why the most?

## MY BELIEFS

7. What are you most hopeful for the next generation?
8. What makes you happiest in your life? What excites you?
9. What is your belief of how the world should be?

## MY BELIEFS & WORK

10. Given your answers, what 3-5 beliefs are you most passionate about?
11. In what ways does your work in doTERRA embody those beliefs?

Your WHY Statement:

TO \_\_\_\_\_ SO THAT \_\_\_\_\_  
(the contribution you make to the lives of others) (the impact of your contribution)

Examples:

To inspire people to do the things that inspire them so that, together, we can change our world.

To inspire a healer in every home so that families can experience freedom at every level.

*Without a Why, big things can't happen.  
With it, you become unstoppable.*

SIMON SINEK

# MY JUST CAUSE

A Just Cause is linked to our WHY, our noble purpose for being. Our WHY comes from our past—it is our origin story and it is who we are. Our Just Cause is our WHY projected into the future. It describes a future state in which our WHY has been realized. It is a forward looking statement that is so inspiring and compelling that people are willing to sacrifice to see that vision advanced.

## The five criteria to a Just Cause:

- 1) **For Something** - It serves as a positive and specific vision of the future.
- 2) **Inclusive** - It is open to all those who wish to contribute.
- 3) **Service Oriented** - The primary benefit of the cause has to go to those other than you, the contributors.
- 4) **Resilient** - Be able to endure political, technological and cultural change.
- 5) **Idealistic** - Big, bold and ultimately unachievable.

## MY JUST CAUSE

1. What is a cause you want to be part of and contribute to?

2. What is your vision of a better world?

3. If you could wave your magic wand, what's one thing you would do make the world better?

4. What is your "just cause"?

Some example phrases may include:

"I imagine a world in which..."

"I believe that everything I do is to..."

"To uniquely contribute to the world..."

**Example:** Imagine a world in which the vast majority of people wake up every day inspired to go to work, feel safe and valued while they are there, and return home at the end of the day fulfilled.

# 2022 GOALS

NOW	2022
<b>PERSONAL</b>	
Character:	
Rank:	
Income:	
Retention:	
Leadership:	
Personal Development:	
Events:	
<b>TEAM</b>	
Team Members:	
Rank Advancements:	
Team Members at Convention:	
Team Culture:	
Beliefs	
Actions	
Results	
Team Known For: (e.g. leadership, product knowledge, etc.)	
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____
Overall Vision for Your Team:	

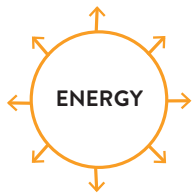
# ESSENTIALISM APPLIED

“Pay attention to what is required and let the balance go.”

— Natalie Goddard

Do you want to experience greater focus, energy and joy in your business and your life? Are you feeling stretched too thin, busy but unproductive, or hijacked by other people’s agendas? Many have been raised to believe that hard work and busyness equals success. We also may hold on to things that make us feel loved, needed or important because we believe that doing those things increases our value. But success is determined more by who you are than what you do. How we prioritize and spend our time determines our success; quality rather than quantity.

Saying “no” to the things that are not your highest priorities is critical to you being most effective and efficient in reaching your goals and dreams. Say “no” to the non-essentials so you can say yes to the things that really matter to you and your family. Creating safe boundaries protects and frees you to create the life you desire.



*Focus  
your energy  
on where  
you want  
to go*



## Dive deeper into essentialism by asking yourself:

- What if my worth was not dependent upon what I did but simply who I am?
- Why do I try to hold on to more? What is the pay off?
- Why do I struggle saying “no?” How do I feel when I say “yes” to something that isn’t my highest good?
- What is a distraction? What deserves my attention?

### Ask Yourself:

- *Is this truly essential?*
- *Is this very important to me?*
- *Is this really how I want to choose to spend my time?*

\*Learn more in “Essentialism” by Greg McKeown

## NON-ESSENTIALIST:

(Over-busy + Over-committed)

THINKS

- ☐ All Things to All People
- ☐ “I have to.”
- ☐ “It’s all important.”
- ☐ “How can I fit it all in?”

DOES

- ☐ The undisciplined pursuit of more
- ☐ Reacts to what’s most pressing
- ☐ Says “yes” to people without really thinking
- ☐ Tries to force execution at the last moment

GETS

- ☐ Lives a life that does not satisfy
- ☐ Takes on too much, and work suffers
- ☐ Feels out of control
- ☐ Is unsure of whether the right things got done
- ☐ Feels overwhelmed and exhausted

## ESSENTIALIST:

(What am I all in for?)

- ☐ Less, but Better
- ☐ “I choose to.”
- ☐ “Only a few things really matter.”
- ☐ “What are the trade-offs?”

- ☐ The disciplined pursuit of less
- ☐ Pauses to discern what really matters
- ☐ Says “no” to everything except the essentials
- ☐ Removes obstacles to make execution easier

- ☐ Lives a life that really matters
- ☐ Chooses carefully in order to do great work
- ☐ Feels in control
- ☐ Gets the right things done
- ☐ Experiences joy in the journey

# UPEVEL YOUR LIFESTYLE

Rate your level of energy in each of the following areas on a scale of 1-5 (1-low, 5-high). Then create a plan to energize your activities. Choose habits to implement that reflect what you value most. Don't be afraid to change things up as needed when intensity fluctuates or goals change. Consider bookending your days with AM and PM practices that focus on a healthy start and finish to each day.

<div><div>PHYSICAL</div><div><div>Drains:</div><div><ul style="list-style-type: none"><li>• Unhealthy diet; little to no supplementation</li><li>• Not enough exercise or sleep</li><li>• Too much stress</li><li>• Toxicity</li></ul></div><div><div>Energizers:</div><div><ul style="list-style-type: none"><li>• Eat a healthy diet; follow established supplement routine</li><li>• Exercise 3-5 days a week (even if it's only 20 minutes a day)</li><li>• Get 7-8 hours of sleep each night</li><li>• Relax and manage stress; take one day off each week</li><li>• Detox regularly</li></ul></div></div></div></div> <div><div>PLAN TO INCREASE MY ENERGY:</div></div>
<div><div>EMOTIONAL</div><div><div>Drains:</div><div><ul style="list-style-type: none"><li>• Doing too much, stretched too thin</li><li>• Team drama</li><li>• Worrying what others think of you</li><li>• Little or no self-care</li></ul></div><div><div>Energizers:</div><div><ul style="list-style-type: none"><li>• Hire out less valuable tasks, delegate</li><li>• Nurture and repair team relationships</li><li>• Be who you are, accept your authentic self</li><li>• Schedule self-care, do things that bring you joy</li></ul></div></div></div></div> <div><div></div></div>
<div><div>MENTAL</div><div><div>Drains:</div><div><ul style="list-style-type: none"><li>• Squandering time on too many/unimportant tasks</li><li>• Disorganization, poor preparation</li><li>• Negative self-talk</li><li>• Uneducated/untrained</li></ul></div><div><div>Energizers:</div><div><ul style="list-style-type: none"><li>• Plan ahead and be prepared</li><li>• Positive affirmations</li><li>• Ongoing personal development and training/ education</li><li>• Refresh your vision board</li></ul></div></div></div></div> <div><div></div></div>

## \_\_\_\_ SPIRITUAL

### **Drains:**

- Hurried, not present
- Distracted and unprioritized
- Not living in integrity, difficulty serving

### **Energizers:**

- Being present
- Bringing value to each moment, commitment, and relationship
- Meditation, prayer or journaling; discovering life calling
- Living in integrity and on purpose

## PLAN TO INCREASE MY ENERGY:

## \_\_\_\_ FINANCIAL

### **Drains:**

- No budget
- In debt, living beyond means
- Behind on taxes
- No savings or retirement

### **Energizers:**

- Living within your budget
- Getting and staying out of debt
- Paying taxes quarterly/on time
- Retirement plan in place, 3+ months savings

## \_\_\_\_ RELATIONSHIPS

### **Drains:**

- Not prioritizing time for key relationships
- Not following through on commitments
- No "business hours" or boundaries
- Not supportive of each other

### **Energizers:**

- Making family time and key relationships first priority
- Keeping commitments and showing up to serve
- Creating and keeping "business hours" and boundaries
- Supporting each other (spouse, family, friends, key team members)
- Gatherings and "play" time with those you love and enjoy

*“Magic always happens when you direct your inner powers to the object you want to change.”* — **Bangambiki Habyarimana**

inspire

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	
MON							
TUE		1	1				
WED		2	2			1	
THU		3	3			2	
FRI		4   Experience doTERRA	4   Experience doTERRA	1		3   Experience doTERRA	1
SAT	1 New Year's Day	5 ↓	5 ↓	2		4 ↓	2
SUN	2	6	6	3	1	5	3
MON	3	7   Incentive Trip	7	4	2	6	4
TUE	4	8	8	5	3	7	5
WED	5	9	9	6	4	8	6
THU	6	10	10	7	5	9	7
FRI	7   Experience doTERRA	11 ↓	11	8	6	10	8
SAT	8 ↓	12	12	9	7	11	9
SUN	9	13	13	10	8 Mother's Day	12	10
MON	10	14 Valentine's Day	14	11	9	13	11
TUE	11	15	15	12	10	14	12
WED	12	16	16	13	11	15	13
THU	13	17	17	14	12	16	14
FRI	14	18	18	15   Experience doTERRA	13   Experience doTERRA	17	15
SAT	15	19	19	16 ↓	14 ↓	18	16
SUN	16	20	20	17 Easter	15	19 Father's Day	17
MON	17	21 President's Day	21	18	16	20	18
TUE	18	22	22	19	17	21   Presidential Trip	19
WED	19	23	23	20	18	22	20
THU	20	24	24   Leadership	21	19	23	21
FRI	21	25	25	22	20	24	22
SAT	22	26	26 ↓	23	21	25	23
SUN	23	27	27	24	22	26 ↓	24
MON	24	28	28	25	23	27	25
TUE	25		29	26	24	28	26
WED	26		30	27	25	29	27
THU	27		31	28	26	30	28
FRI	28			29	27		29
SAT	29			30	28		30
SUN	30				29		31
MON	31				30 Memorial Day		
TUE					31		

2022

JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	
	1					MON
	2			1		TUE
	3			2		WED
	4	1		3	1	THU
	5	2		4 Experience doTERRA	2 Experience doTERRA	FRI
	6	3	1	5	3	SAT
	7	4	2	6	4	SUN
Independence Day	8	5	3	7	5 PD/BD Summit	MON
	9	6	4	8	6	TUE
	10	7	5	9	7	WED
	11	8	6	10	8	THU
	12	9	7 Experience doTERRA	11	9	FRI
	13	10	8	12	10	SAT
0	14	11	9	13	11	SUN
1	15	12	10	14	12	MON
2	16	13	11	15	13	TUE
3	17	14 Global Convention	12	16	14	WED
4	18	15	13	17	15	THU
5 Experience doTERRA	19 Experience doTERRA	16	14	18	16	FRI
6	20	17	15	19	17	SAT
7	21	18	16	20	18	SUN
8 Diamond Retreat	22	19	17	21	19	MON
9	23	20	18	22	20	TUE
0	24	21	19	23	21	WED
1	25	22	20	24 Thanksgiving	22	THU
2	26	23	21	25	23	FRI
3	27	24	22	26	24 Christmas Eve	SAT
4	28	25	23	27	25 Christmas Day	SUN
5	29	26	24	28	26	MON
6	30	27	25	29	27	TUE
7	31	28	26	30	28	WED
8		29	27		29	THU
9		30	28		30	FRI
0			29		31 New Year's Eve	SAT
1			30			SUN
			31			MON
						TUE



## YEAR IN REVIEW

1. What has been your most significant personal breakthrough this year?
2. Think of the pockets of greatest growth on your team: what do you see fueling this growth?
3. What are your fav gems or ninja skills you have discovered/developed this year?
4. What are you doing that's moving the needle on your business each day? week? month?
5. What is the best way you are finding new builders? nurturing new builders?
6. What are you giving your team (time/talents/gifts/trainings) that has moved the needle most this year?
7. In the year ahead, where would you like to simplify, focus, collaborate?
8. Where/how do you see your business shifting in 2022?