

One-Thing Mentoring

- 1 Where are you? Check the rank you are hitting organically. Rate your belief and actions at each rank level up to that rank from 1 (low) to 10 (high). Now rate your belief and actions up to your rank goal.

Belief Summit

| | RANK: | BELIEF: | TAKE ACTION: |
|----------------------|--------------------------|---|---|
| PRESIDENTIAL DIAMOND | <input type="checkbox"/> | Your Legacy <input type="checkbox"/> | With charity , seek to liberate. Live to serve & transform the world. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| BLUE DIAMOND | <input type="checkbox"/> | Your Influence <input type="checkbox"/> | With humility , infuse passion for purpose. Raise empowered leaders. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| DIAMOND | <input type="checkbox"/> | Your Why <input type="checkbox"/> | With diligence , inspire & lead a movement. Multiply abundance. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| PLATINUM | <input type="checkbox"/> | Your Team <input type="checkbox"/> | With gratitude , expand community & leadership. Amplify momentum. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| GOLD | <input type="checkbox"/> | Your Builders <input type="checkbox"/> | With love , transfer vision. Nurture a team culture of duplication. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| SILVER | <input type="checkbox"/> | You <input type="checkbox"/> | With commitment , model success habits. Solidify your certainty. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| PREMIER | <input type="checkbox"/> | Company/ Opportunity <input type="checkbox"/> | With integrity , present the message. Grow trust to enroll. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| ELITE | <input type="checkbox"/> | Product <input type="checkbox"/> | With courage , share experiences. Invite to change lives. <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

- 2 Where do you want to be? Rate your belief and actions at that rank from 1 (low) to 10 (high).

- 3 What do you need to get there? What belief or action(s) are most important?

- 4 What one thing can you focus on now? What one thing is the most significant to move you to your next rank?

- 5 What support do you desire? What clear requests can you make to receive this support?

One-Thing Mentoring Supports

If you think of your dōTERRA business as an engine, belief is the fuel. Your influence grows relative to the size of your belief. Continue to build yours by engaging in PIPES activities, personal development, and other supports.

| | READ | DO | WATCH/LISTEN | |
|-------------------------|---|--|--|--|
| PRODUCT | <p>Live guide Living Magazine Product Guide PIPs Sourcetoyou.com dōTERRA Product Blog Reference Guide</p> | <p>Use products everyday Implement your daily wellness plan Use On Guard cleaning products Attend continuing education classes Attend monthly product trainings Attend dōTERRA Wellness Events</p> | <p>Empowered Life videos Co-Impact Sourcing videos dōTERRA Essential Oil Solutions Podcast</p> | |
| COMPANY/ OPPORTUNITY | <p>Build guide Leadership Magazine Share guide Launch guide</p> | <p>Attend and promote Monthly Trainings Master the Business Overview Take action with the Empowered Success System Attend dōTERRA's Convention Take a tour of dōTERRA Corporate Talk to successful dōTERRA leaders</p> | <p>dōTERRA Empowered Success Podcast Empowered Success videos Co-Impact Sourcing videos Healing Hands videos dōTERRA Business Channel on YouTube</p> | |
| YOU | <p>Train Guide Personal Development <i>Strengths Finder, Making the First Circle Work, The Compound Effect, How to Win Friends and Influence People.</i></p> | <p>Get mentored Personal development (books, seminars, coaching) Why Worksheet/Vision Board Identify your top 5 strengths Refine PIPE skills</p> | <p>Empowered You videos Rise of the Guardians Rudy Billy Elliot Moana Lion King</p> | <p>Mulan Hidden Figures The Blind Side The Pursuit of Happyness Dumbo Slumdog Millionaire</p> |
| YOUR BUILDERS | <p>Lead Guide Personal Development <i>Strengths-Based Leadership, The Outward Mindset, Braving the Wilderness, The Success Principles, Competing Against Luck</i></p> | <p>Understand your builders Why/ Goals Mentor committed builders Identify builders top 5 strengths Inspire builders with your vision, and their personal development, influence and rewards Involve builders in planning and presenting training and Continuing Education classes Edify builders privately and publicly Nurture relationships and "love them where they're at"</p> | <p>Peaceful Warrior Rocky series Groundhog Day Whiplash Cinderella Man</p> | <p>X-Men series Kung Fu Panda series or 3 Karate Kid The Empire Strikes Back Inside Out</p> |
| YOUR TEAM | <p>Multiply Guide Personal Development <i>The 21 Irrefutable Laws of Leadership</i> How Will You Measure Your Life Start with Why</p> | <p>Recognize success in your team Host group calls with similar rank leaders Do Tap Root Mentoring to create leadership depth Provide Monthly Trainings involving your team Provide rank appropriate team trainings Host team parties Create healthy team culture & encourage collaboration Collaborate with up line leaders to provide team retreats</p> | <p>Miracle on Ice Facing the Giants Invictus Remember the Titans Coach Carter</p> | <p>Coco Take the Lead The Express The Mighty Ducks</p> |
| YOUR WHY | <p>Multiply Guide Personal Development <i>The 21 Irrefutable Laws of Leadership</i> How will you measure your life Start with Why</p> | <p>Journal daily to get extremely clear on your WHY Provide team challenges with incentives as needed Create a strategy plan to reach Diamond (involve up line leader if possible) Invite your team to participate in your goal (incentivize as needed) Host weekly group strategy calls with key leaders Hire support as needed</p> | <p>Simon Sinek on TED.com The Greatest Showman The Bucket List Field of Dreams Soul Surfer Just Like Him Up</p> | <p>Zootopia Life is Beautiful The Matrix The Lion King The Truman Show</p> |
| YOUR INFLUENCE | <p>Influence Guide Personal Development <i>Essentialism, Influencer, The 8th Habit, Becoming a Person of Influence</i></p> | <p>Meditate and journal daily to understand your higher purpose/ personal mission Create a personal mission statement Invite influencers to partner with you Create and host retreats team-wide Offer Breakthrough Mentoring as needed in your team "Give Back" generously to your team and community</p> | <p>The King's Speech Gandhi Pay it Forward Freedom Writers Dead Poets Society It's a Wonderful Life Patch Adams</p> | <p>Surf's Up The Patriot Schindler's List Remember the Titans The Blind Side Hidden Figures</p> |
| YOUR LEGACY | <p>Inspire Guide Personal Development <i>Leaders Eat Last, The Journey Legacy, High Performance Habits, Shift Up!, The Law of Divine Compensation</i></p> | <p>Support or create causes you believe in Design and implement a plan to create and leave your legacy (study the lives of your ancestors or other leaders who left inspiring legacies) Host team convention parties Collaborate to support "fly-ins" and tours of dōTERRA's corporate offices</p> | <p>Mr. Holland's Opus Unbroken I Am Ali Catch A Fire Gladiator The Bridge on the River Kwai</p> | <p>Brave Heart The Emperor's Club Glory Stranger Than Fiction Robin Hood Big Fish The Iron Giant</p> |