

DIAMOND CLUB



BEST PRACTICES



PLANNING PERIOD



Plan ALL 4 months of classes and events (Write it down. Ask teammates to host classes. Tentative plans are better than none, you will be adding and adjusting your plans as you go. Time-block, batch errands & chores, make room for several classes/1-on-1 each day.)



Print & Share your DC plans (Explain to team mates what DC is and how it benefits them. Ask them to host monthly classes where you come, traig, & teach.)



Create & print out Tracking Sheets (Set goals & make charts for enrollments, number of classes, number of follow ups—Maximize membership discussions & prospect follow ups.)



Create, advertise & print flyers and promotions (Every month DC offers free gifts, make a poster, put it on a display frame as you teach so people understand why your class is special. Use Eventbrite, facebook events etc.)



Pack bags, buy gifts, get enough inventory (Plan simple iron-free professional outfits, print out plenty enrollment forms & class handouts, order gifts, wrap hostess gifts, organize your home, car, suitcase etc.)

DURING DIAMOND CLUB



Record, record, record (Record mileage & expenses, keep receipts for airfares, keep receipts for gas/petrol, record enrollments and events.)



Celebrate milestones (Recharge by celebrating regularly so you have energy & vitality to keep going. Make it fun for more success & morale.)



Promote the Promotions (Talk about the usages and value of the free products. Only available through you within the next 3 days of this class. Create urgency.)



Ask for referrals during classes (book more classes from classes)



Leverage support (Train team mates to follow up and do maximize memberships with people they enrolled at your DC classes, teach them to remind people and help you advertise, teach people to edify you)



Maximize Time (Listen to personal development books as your drive or fly, talk to people at the airport or on the plane as you wait, when there is a no show class do business training for your leaders.)

DIAMOND CLUB



FEBRUARY PROMOTION



JOIN DOTERRA WITH 100PV



\$30
Value
FREE



JOIN DOTERRA WITH 400PV



\$56
Value
FREE



DO A 100PV LOYALTY REWARDS ORDER
NEXT MONTH



25 FREE product credit

\$25
Value
FREE

DIAMOND CLUB



MARCH PROMOTION



JOIN DOTERRA WITH 100PV



\$26
Value
FREE



JOIN DOTERRA WITH 400PV



\$69
Value
FREE



DO A 100PV LOYALTY REWARDS ORDER
NEXT MONTH



25 FREE product credit

\$25
Value
FREE

DIAMOND CLUB



APRIL PROMOTION



JOIN DOTERRA WITH 100PV



\$28
Value
FREE



JOIN DOTERRA WITH 400PV



\$75
Value
FREE



DO A 100PV LOYALTY REWARDS ORDER
NEXT MONTH



25 FREE product credit

\$25
Value
FREE

DIAMOND CLUB



MAY PROMOTION



JOIN DOTERRA WITH 100PV



\$33
Value
FREE



JOIN DOTERRA WITH 400PV



\$75
Value
FREE



DO A 100PV LOYALTY REWARDS ORDER
NEXT MONTH



25 FREE product credit

\$25
Value
FREE