



# Placements

Allyse Sedivy

Triple Diamond

Placements:  
Who Are You Looking For  
And Where Do You Place Them

---

Who am I  
looking for

---



What is the goal?

1. Self Reliant Leaders

2. Time Freedom

Three Types  
of People that  
enroll in  
doTERRA

Product Users

Sharers

Builders

How do we identify which  
type?

---

Are there different types of  
Builders?

---

Yes!

---



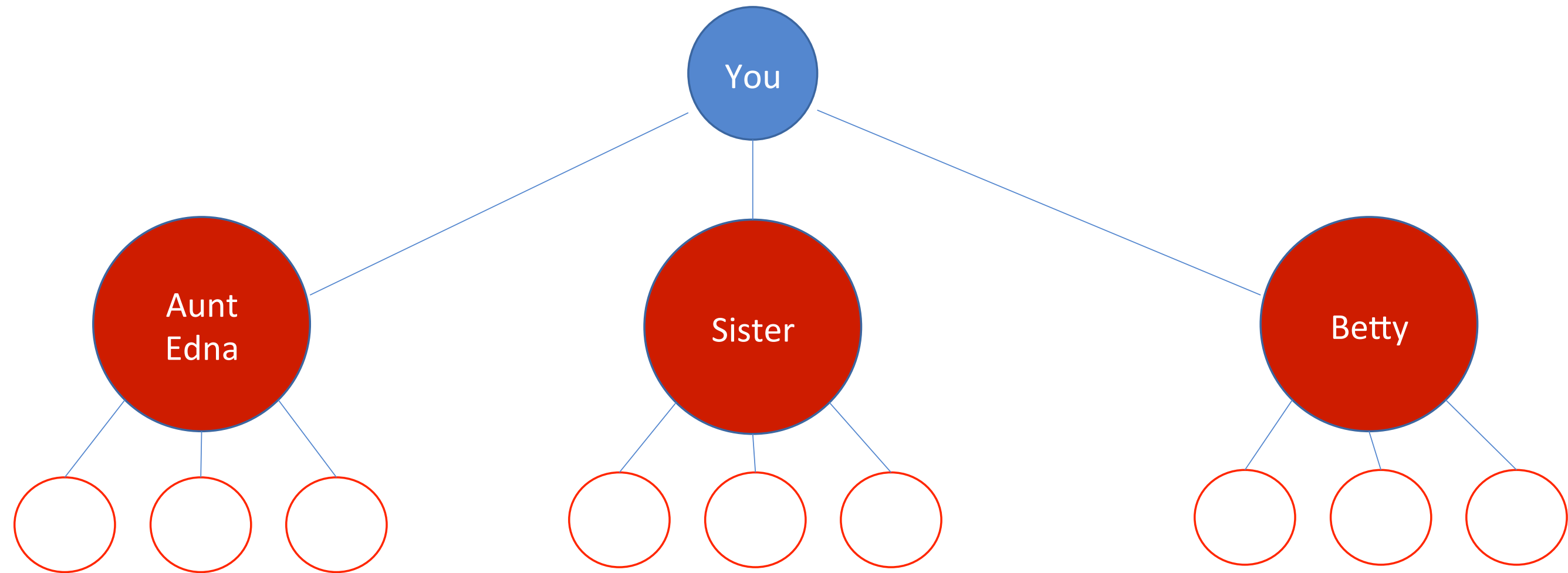


Committed



# Committed

But not Capable



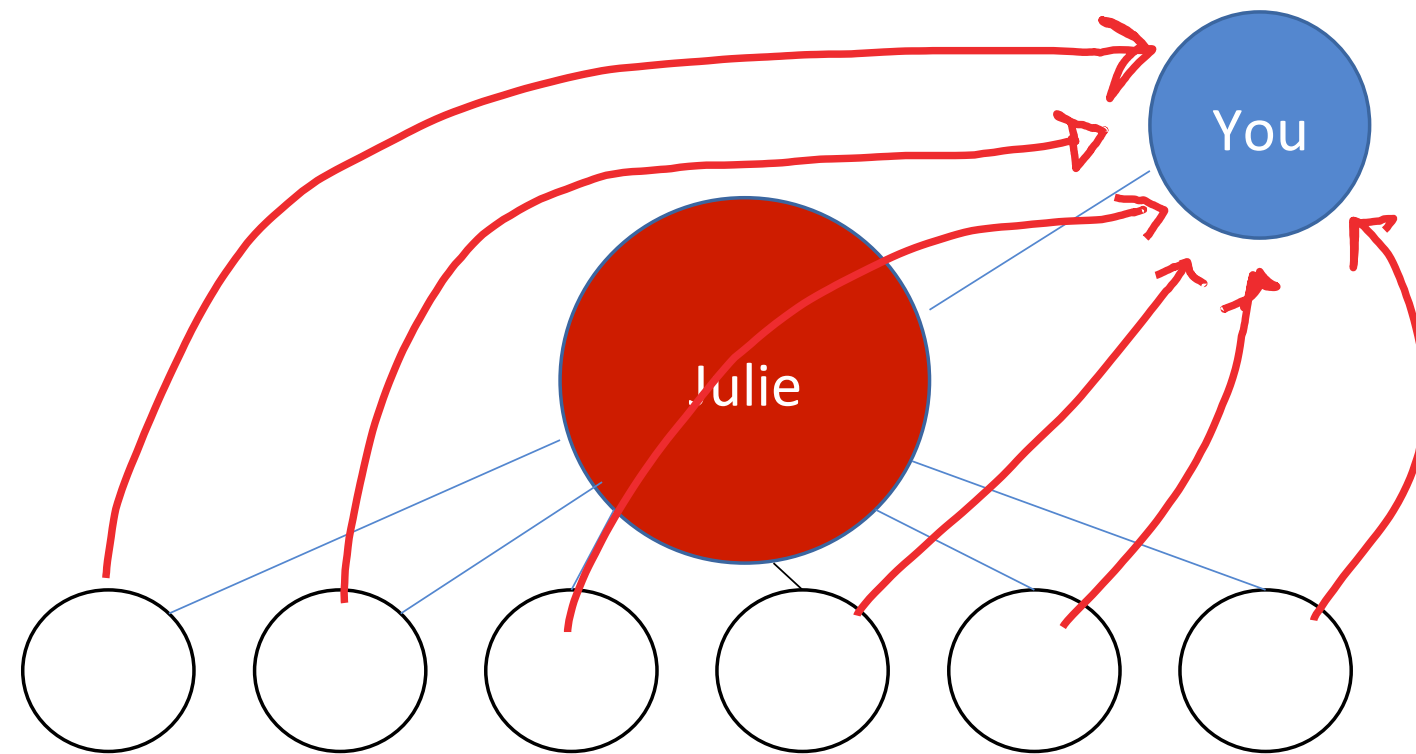


Capable

# Capable

---

But not Committed

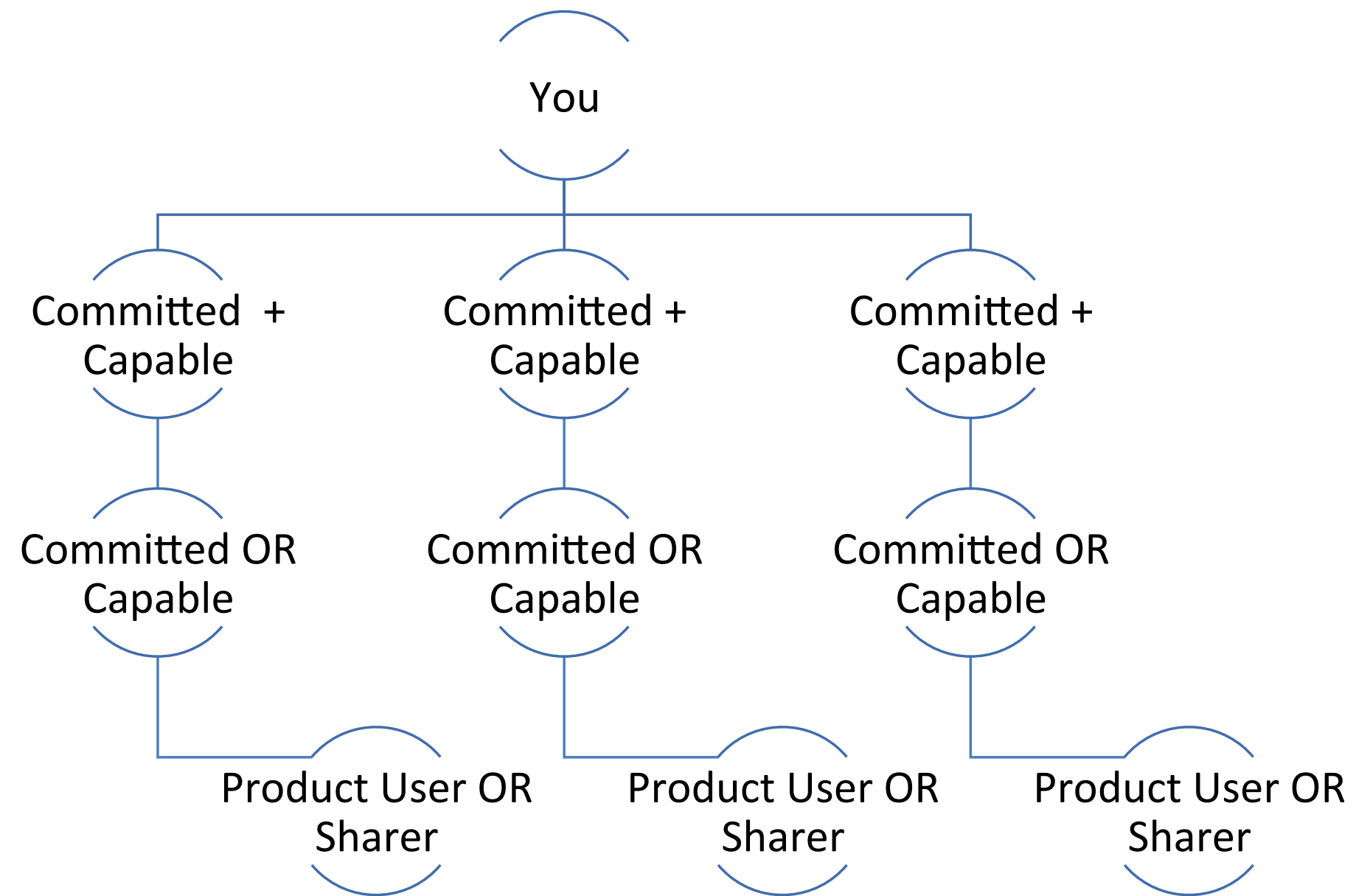


What is the ideal structure?

---

# Ideal Structure

---



How do we know if they are  
both Committed and  
Capable?



Test Them



Give them  
3 to 4 things  
to do

---



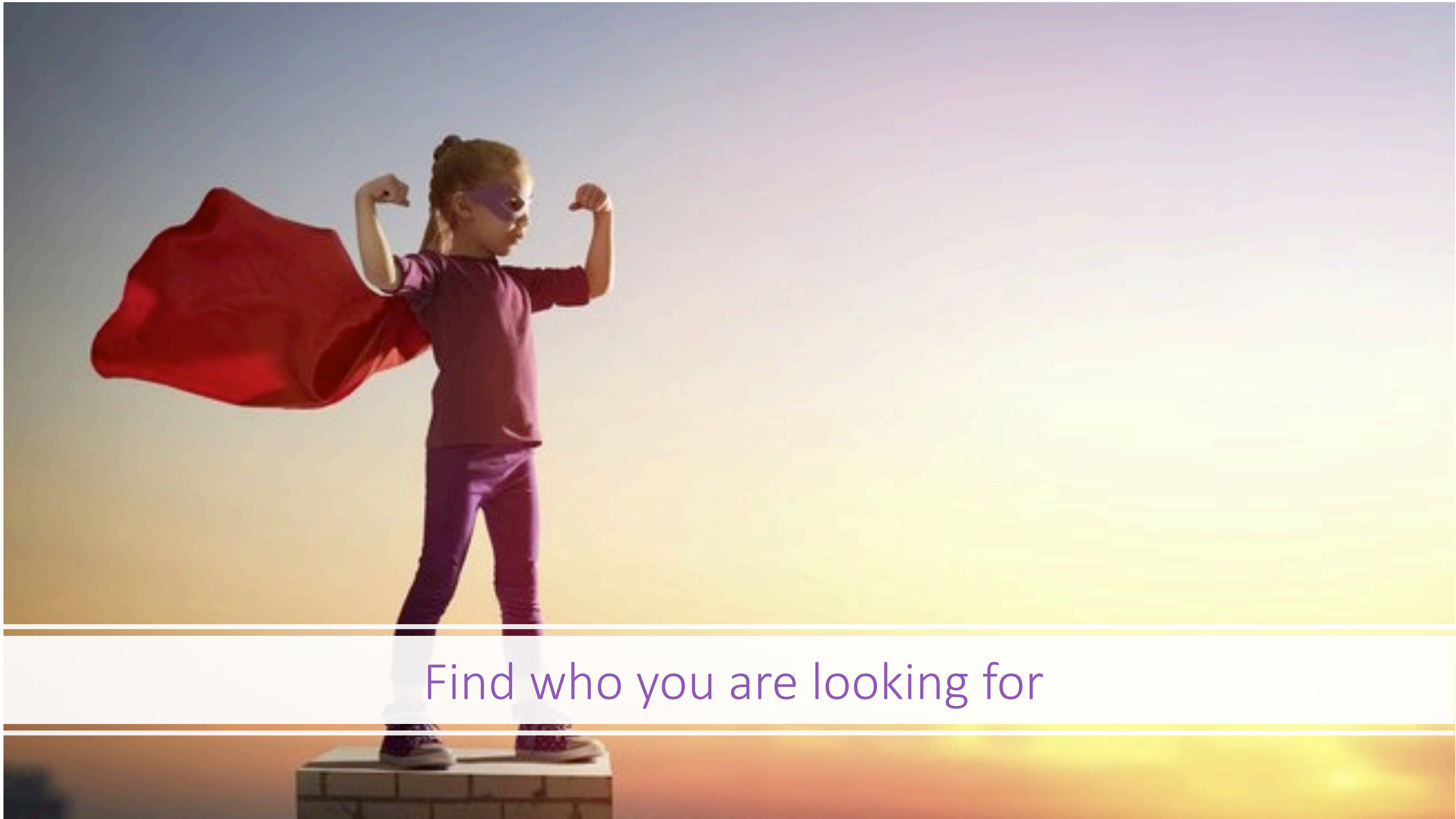
See if they can get others  
interested without your help  
or training

---

If they can get  
people to the  
table, who are  
those people?

---





Find who you are looking for

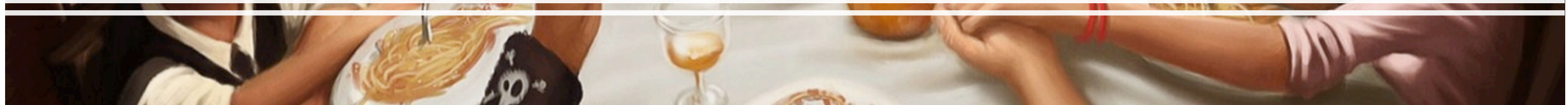
# The Biggest Mistakes with Placements and how to solve them

# Mistake #1

Putting Product users or sharers on your front line



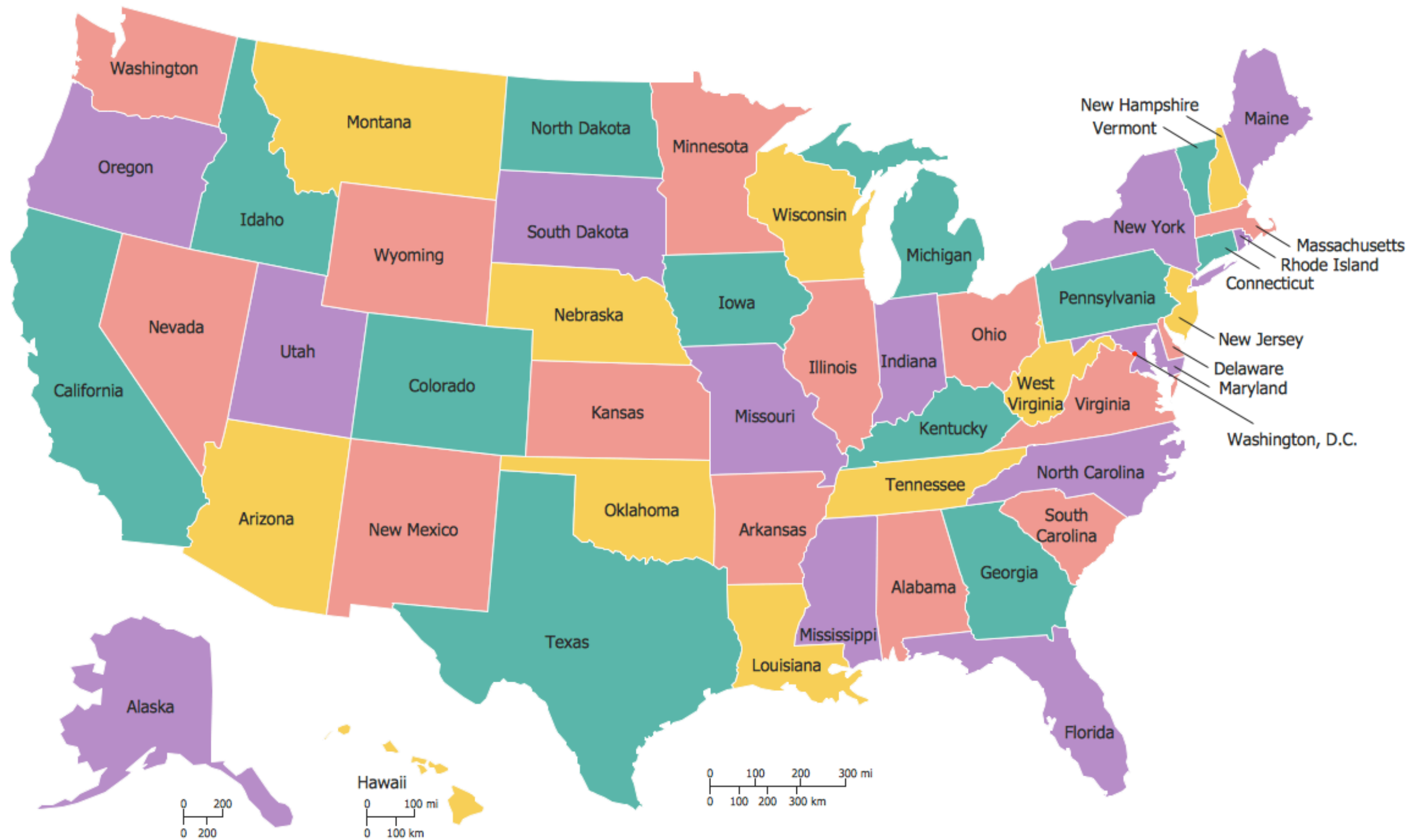
Mistake #2 Putting family on your front line



Mistake #3

Not Placing by Location



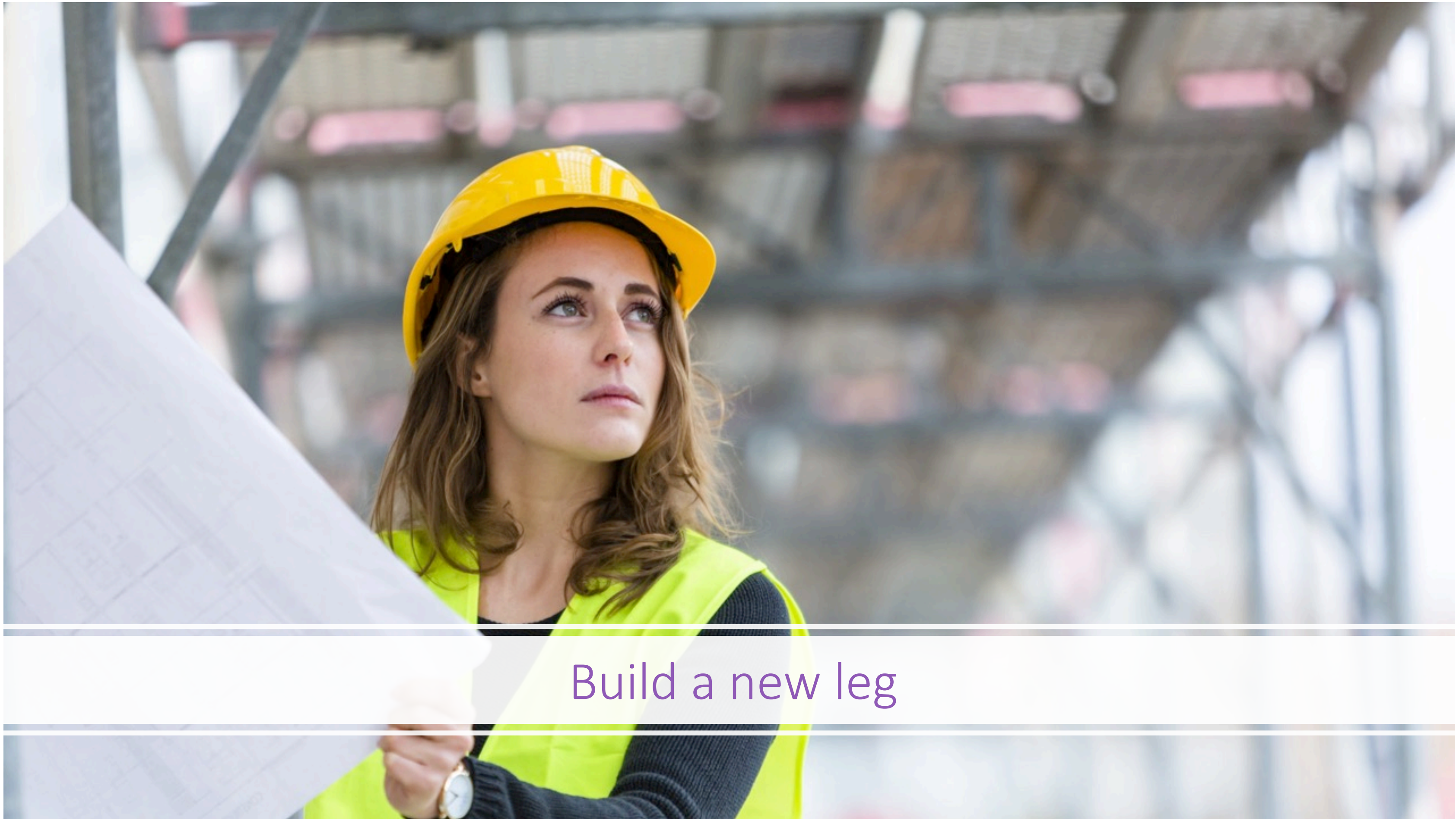


Mistake #4

Not Placing by Relationships

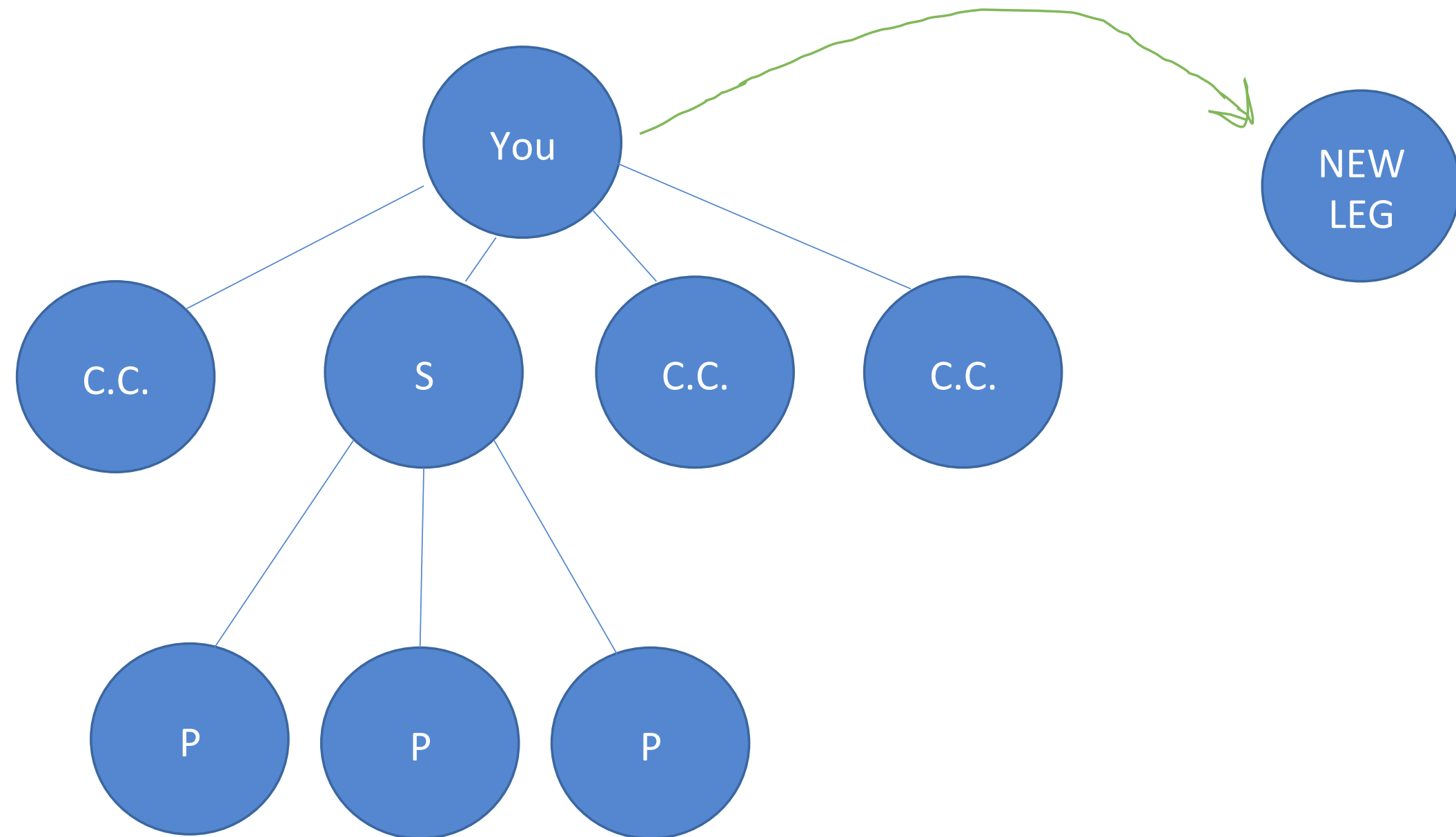


# How to Solve Placement Issues



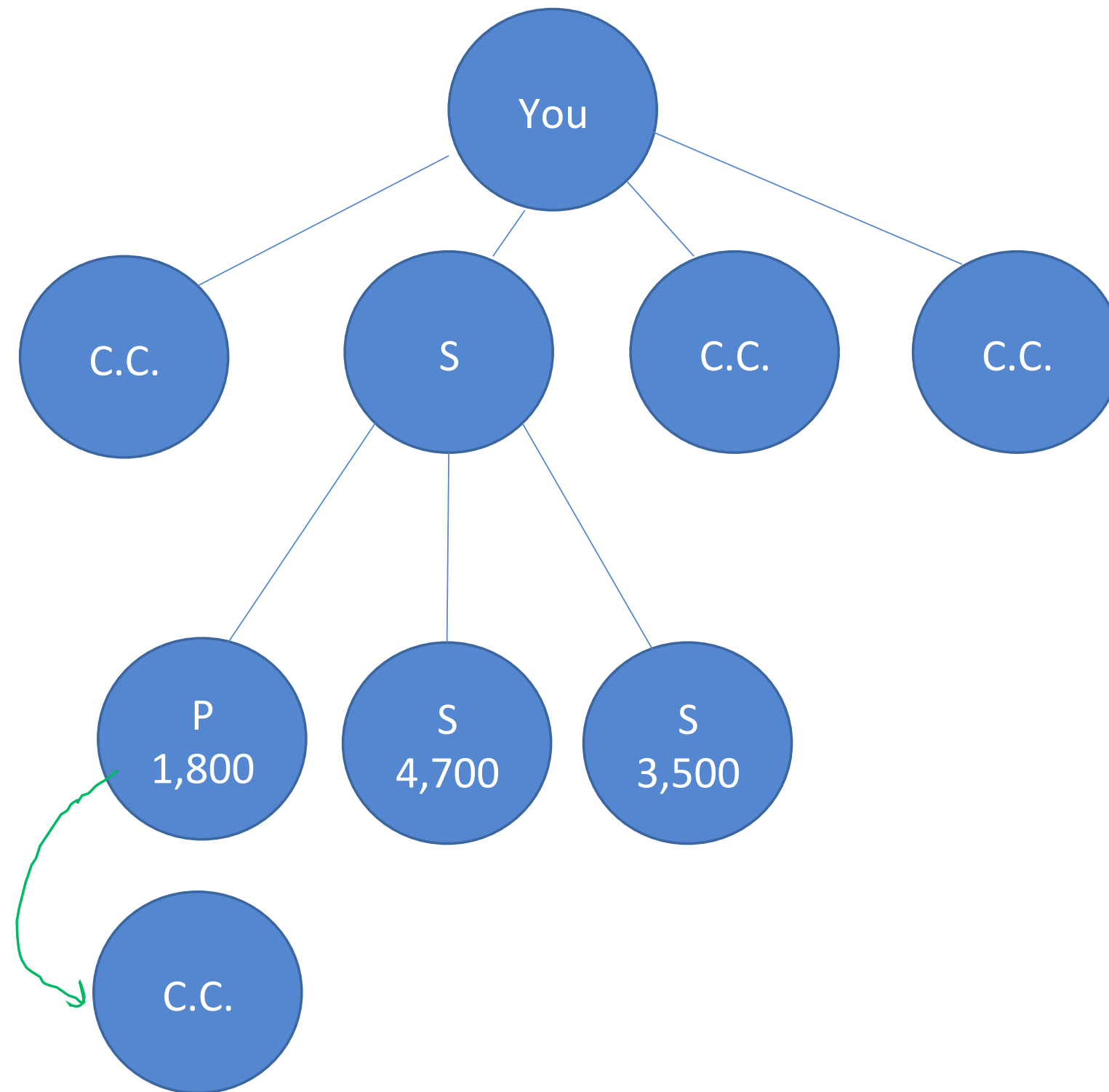
Build a new leg

# Build a new Leg



Place a new C.C. under  
an existing leg

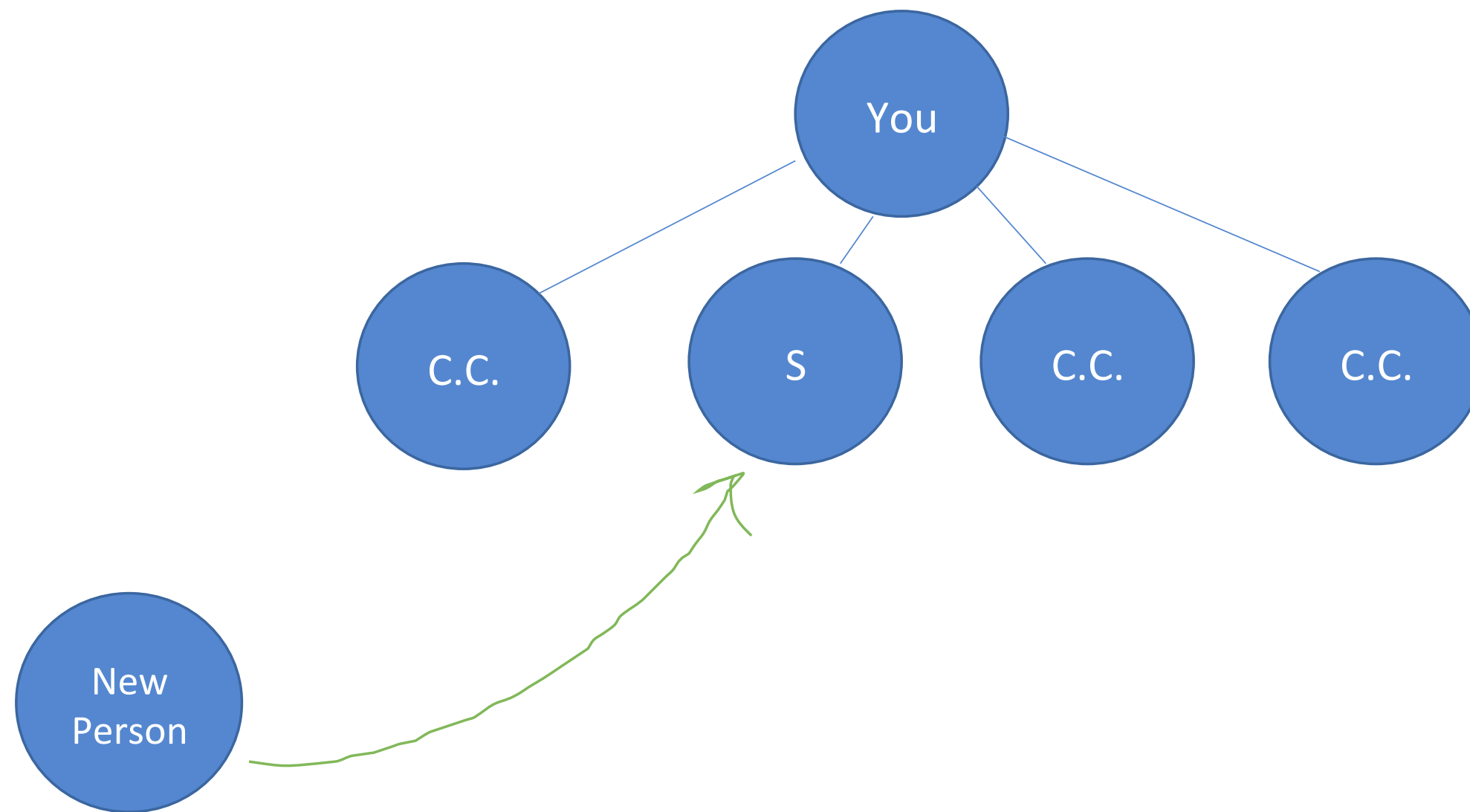
# Place a new C.C. Under an Existing Leg





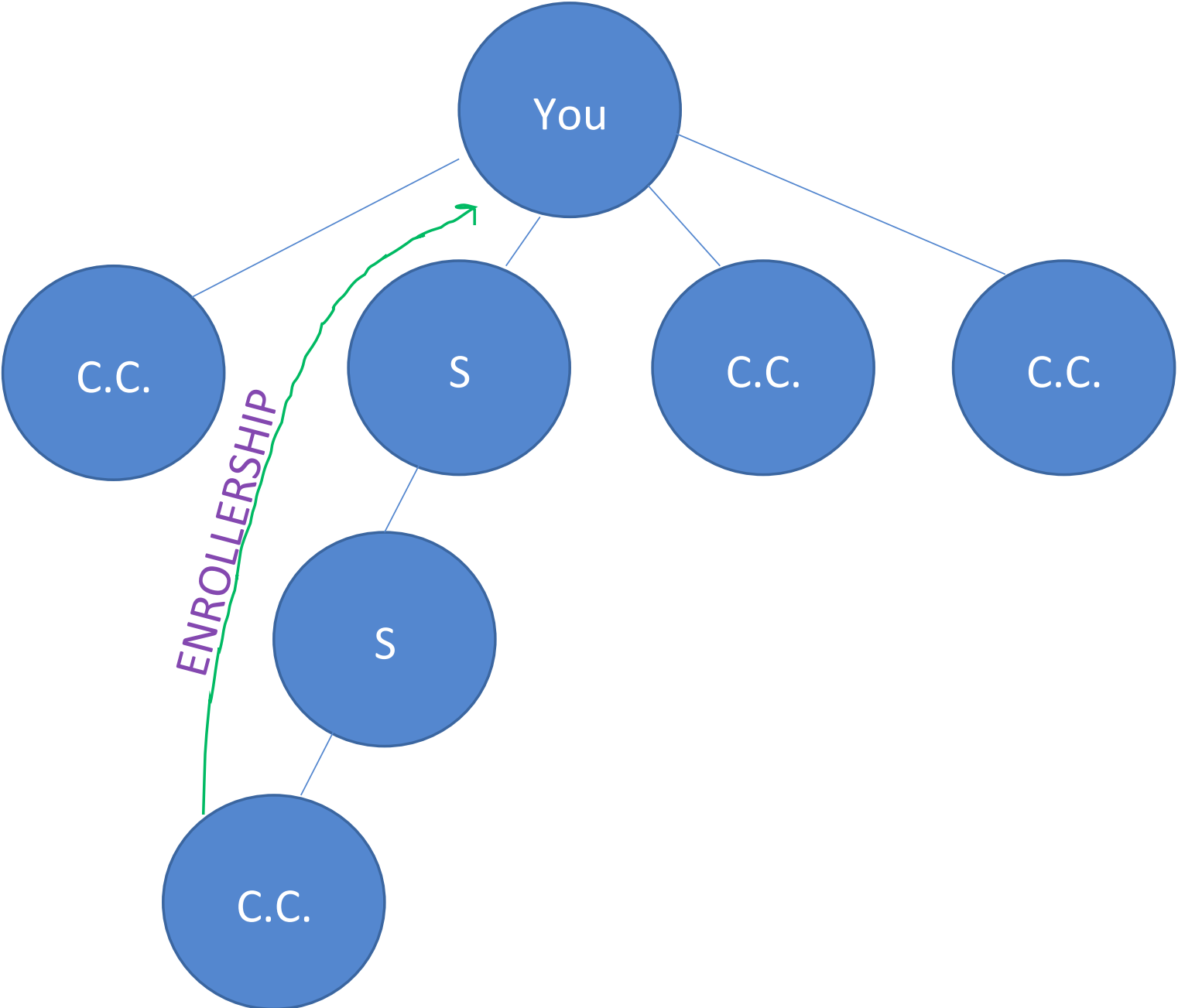
# Account Transfer

# Account Transfer



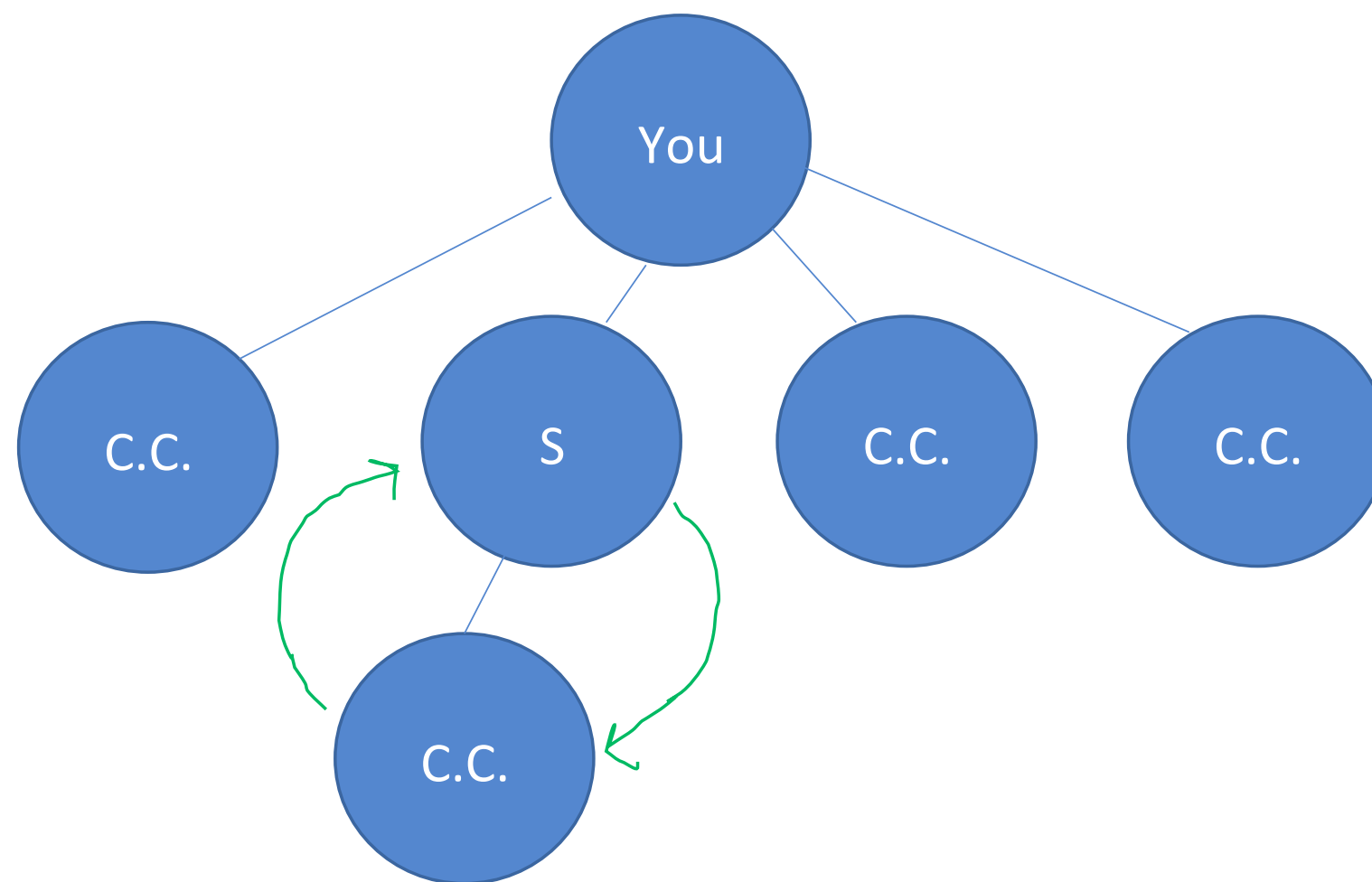
# Enrollment Change

# Enrollership Change



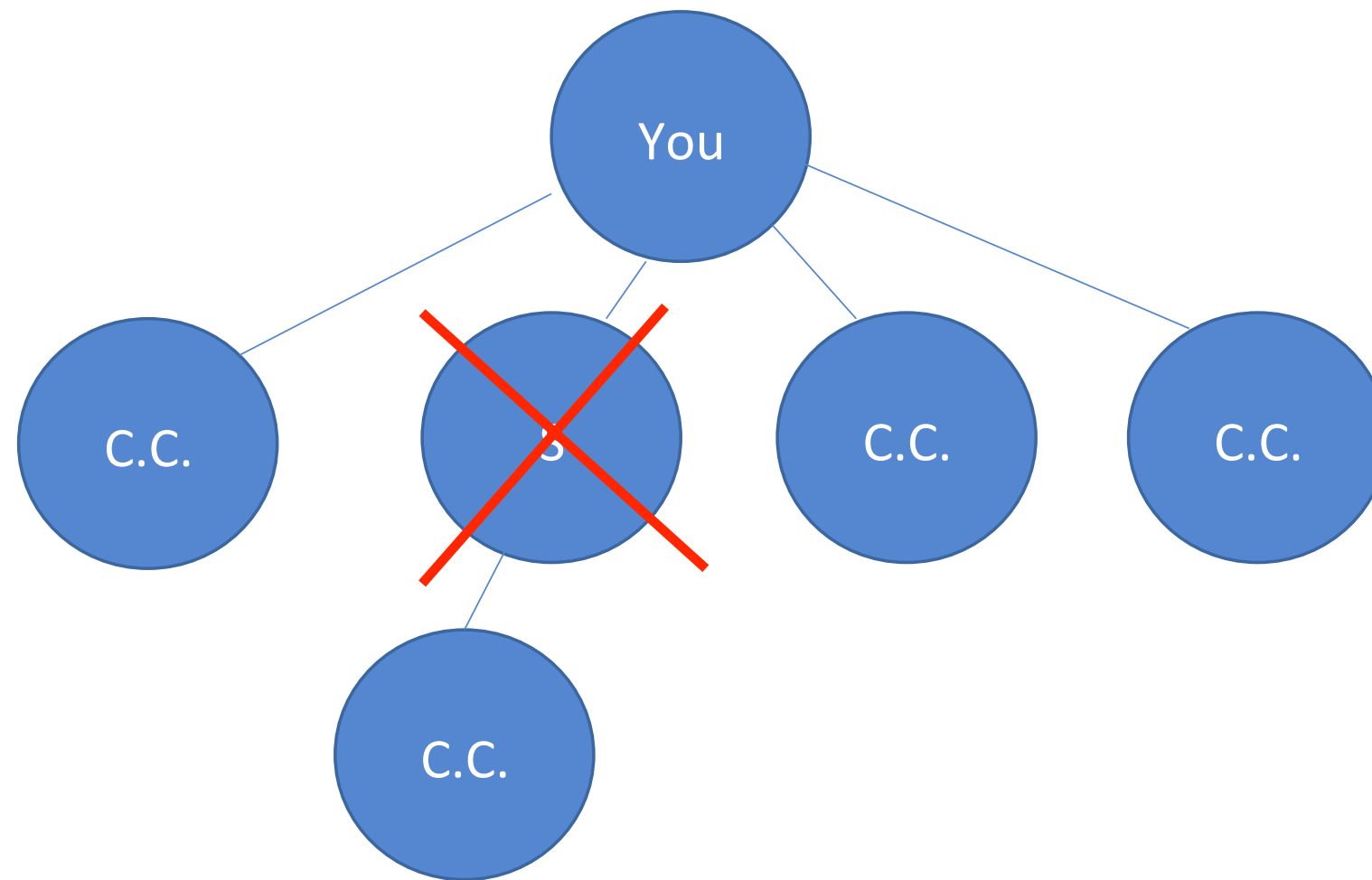
# Placement Swap

# Placement Swap



Terminate Account

# Terminate Account







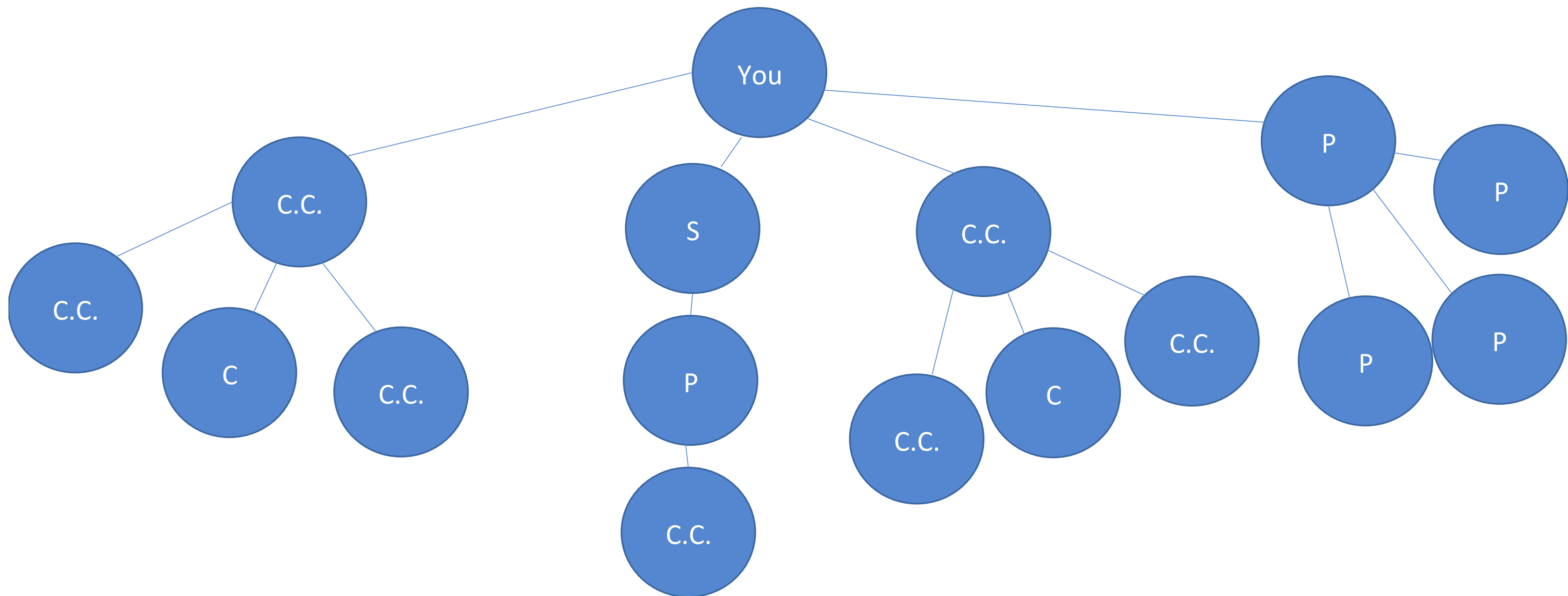
Exceptions Committee

They are exceptions! 75% of  
the time the answer is NO

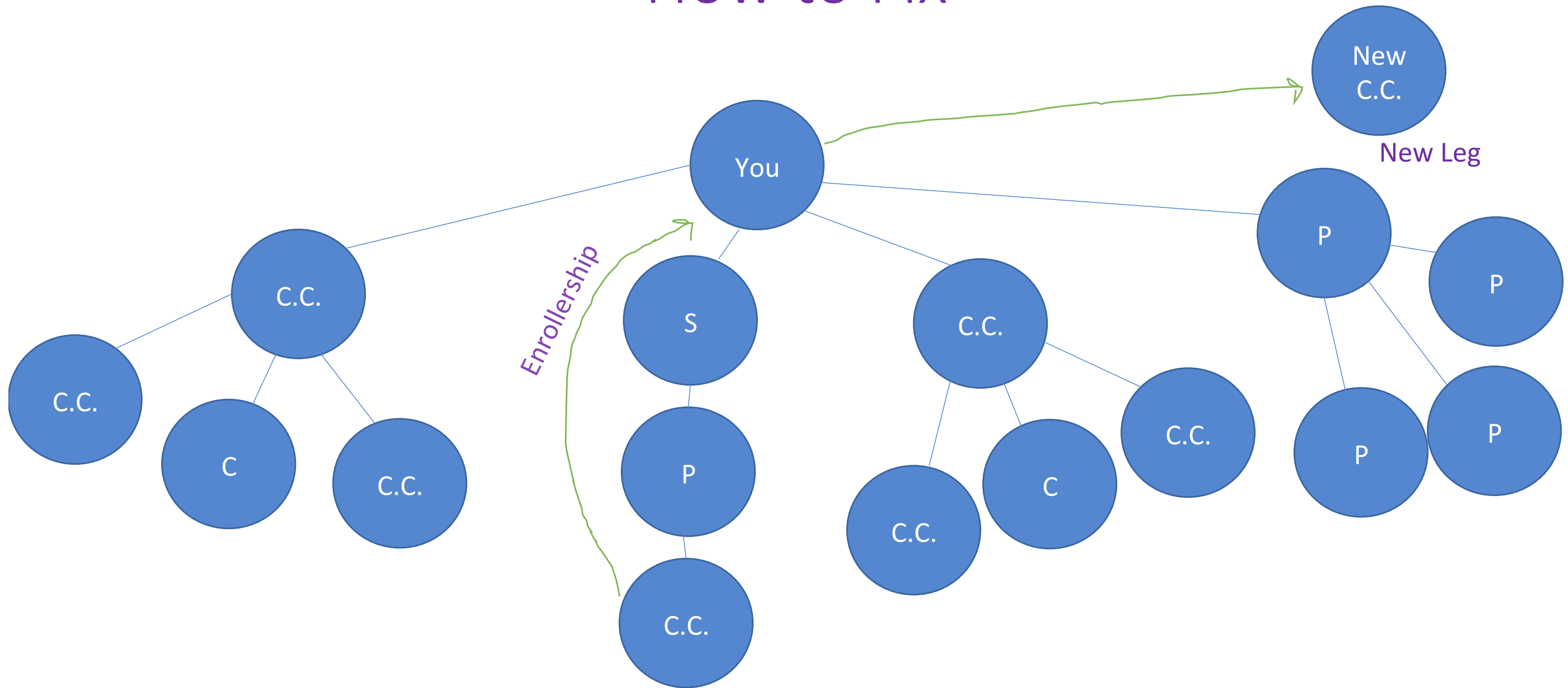
They always  
say no when:

- Move that makes you a new rank
- Move that fills in Power of 3
- Move with OV over 1000 points

If this was your organization



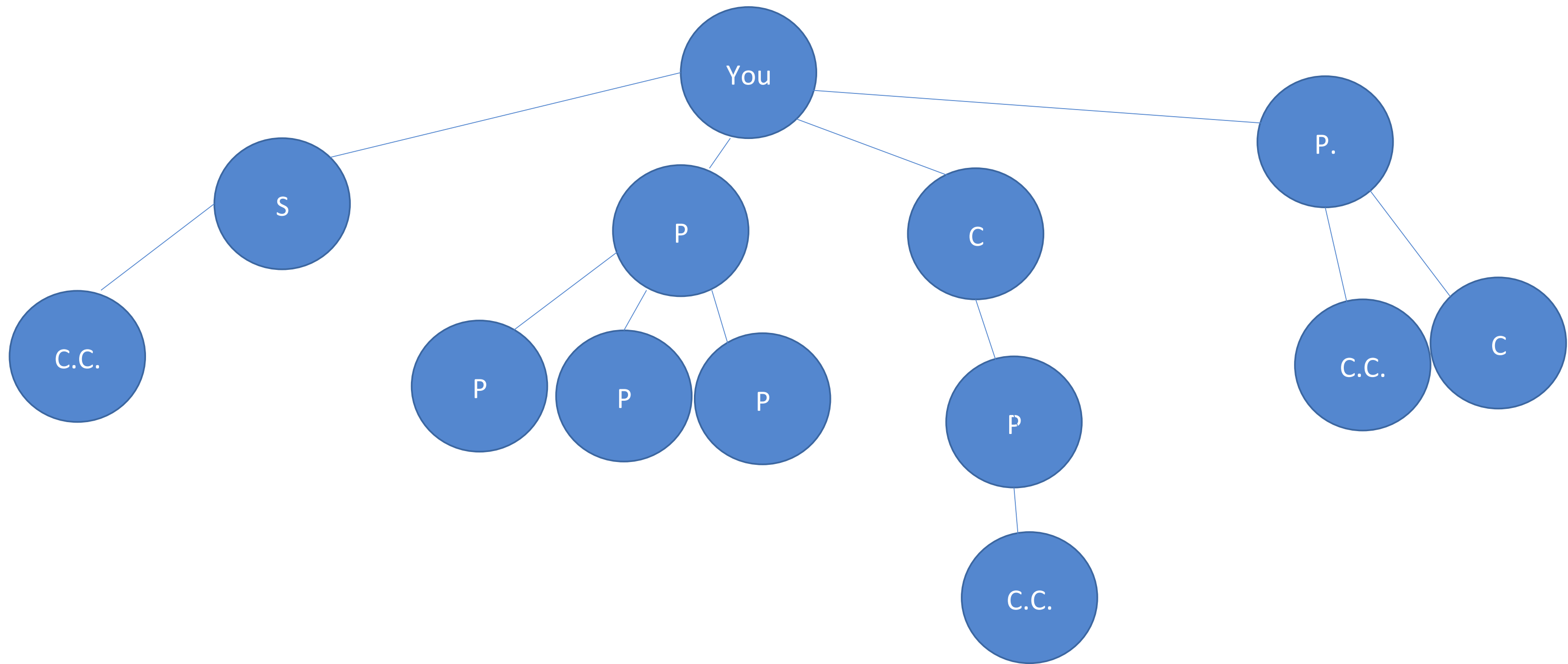
# How to Fix



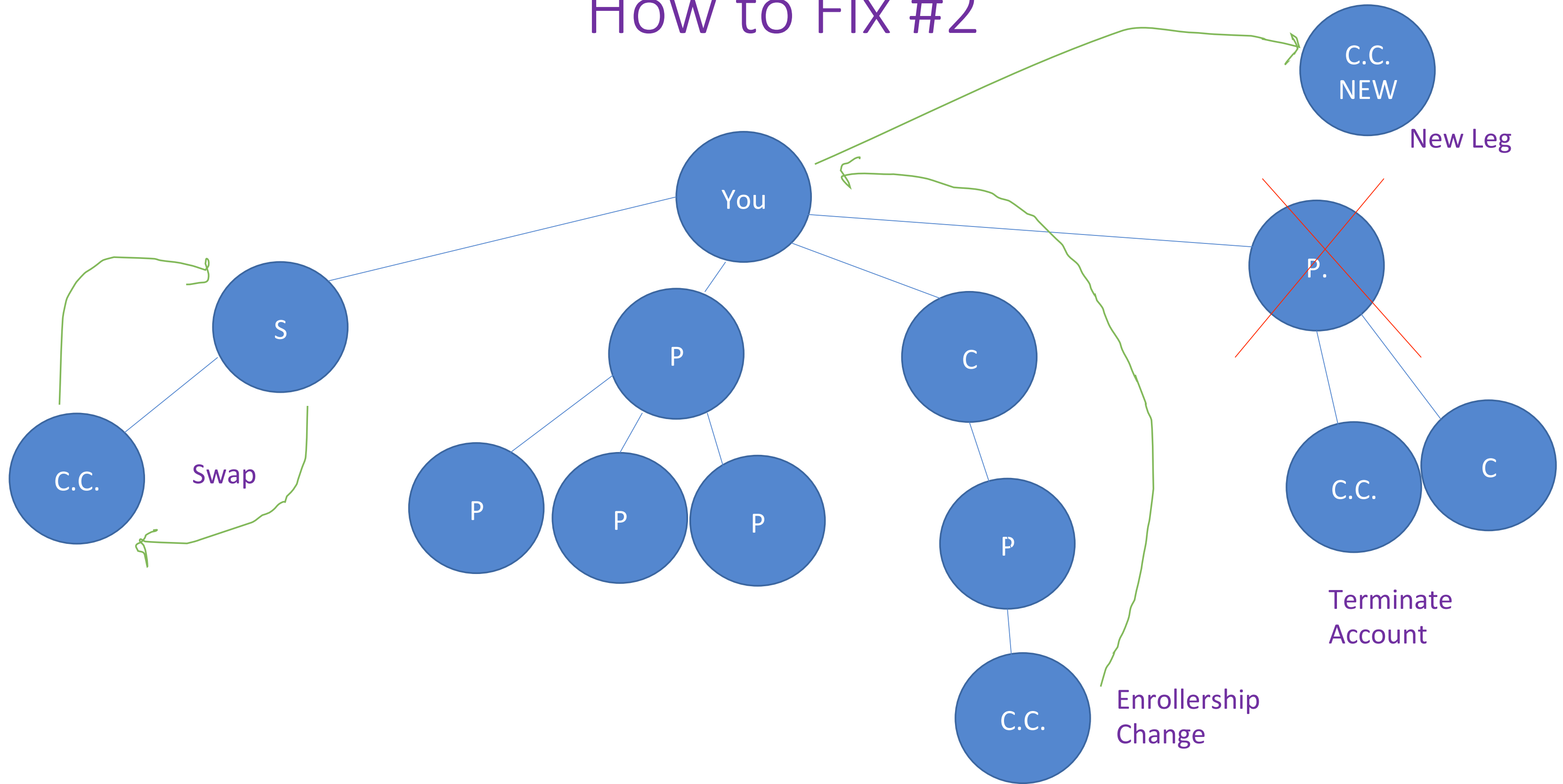
# Placement Strategy

- Step #1: Find a new Builder committed and Capable
- Step #2 Place on Frontline
- Step #3 Get Enrollership Change

If this was your organization #2



# How to Fix #2





# Placement Strategy

- Step # 1 Find a new builders committed and capable
- Step # 2 Place on Frontline
- Step # 3 Terminate account let C.C. Roll up to Frontline
- Step #4 Get Enrollership Change of C.C.
- Step #5 Ask for an Exception to swap C.C. with Sharer



Now you are ready for success!