

Weekly Strategy Worksheet

for Upline Use

Step 1—Reconnect & Ask Discovery Questions

- Tell me about....(your week, your family, your work)
- How are you feeling about doTERRA?
- What's the best thing that happened with your business this week?
- What's the most frustrating thing that happened with your business this week?

Step 2—Review Goal/Priorities & Action Items from Last Week

Step 3 -- Things to review:

- Who will be hosting/teaching classes?
- How many classes need to be set up on each qualifying team?
- Have you chosen your incentives/ promotions for this month on qualifying legs, and have you discussed the incentives/ promotions with your leaders?

Step 4—Identify 3 Goals for this week

Goal #1 _____

- How will you accomplish it?
- When will you have this completed?
- How can I support you with this?

Goal #2 _____

- How will you accomplish it?
- When will you have this completed?
- How can I support you with this?

Goal #3 _____

- How will you accomplish it?
- When will you have this completed?
- How can I support you with this?

Step 5—Both upline and downline -- write down goals

Step 6 – Important Reminders; example (Team call, Company promotions etc.)