

I have started my doTerra business, Now What? January 10, 2014

You have shown your friend the benefit of the oils and she has signed up. What do you do now? Come to the class to gain insights and understanding about how to organize your business.

We will cover the basics on the following topics:

- Basic Business Development
 - Marketing 101
 - Using the tools provided by doTerra and your upline
 - Organization
 - Time management
 - Goal Setting, for both sales and personal achievement
- Continuing education available from doTerra and associated other businesses
 - Personal training and development
 - Annual doTerra convention
 - Leadership Retreats
 - Webinars, conference calls and newsletters
- Streamlined recordkeeping
 - What reports are helpful from your back office
 - Database management
 - Financial reporting and projections
 - Budgeting and cost projections
 - Tax Accounting and recordkeeping
- Effective communications
 - Email Protocols
 - Social networking
 - Persuasive cold calling techniques
 - Finding people to talk to
 - Persuading people to buy
- Vision and mission statements
 - Vision boards
 - Personal commitment
- When to hire staff
- Suggested reading lists

We will have a question and answer session at the end.