



If you think of your dōTERRA business as an engine, belief would be the fuel. Your business will only go as far as your belief.

## RATE YOUR BELIEF

Rate your belief level, then go to the chart on the next page to choose a recommended book or resource to strengthen your belief. Start with your weakest belief, then work on your next weakest belief, and so on.

1. Product	1 2 3 4 5
2 Company/ Opportunity	1 2 3 4 5
3. You	1 2 3 4 5
4. Your Leaders	1 2 3 4 5
5. Your Why	1 2 3 4 5
6. Influence	1 2 3 4 5

Wherever your scores were low, follow these concrete steps in that area nurture your belief levels! Your levels of belief can expand as you repeat the Core Actions and engage in personal development.

	Read	Do	Watch
Product	Discover Guide dōTERRA Living Magazine dōTERRA CPTG Brochure Lifelong Vitality Brochure Slim & Sassy Brochure	Use products everyday Attend Monthly Product Trainings	Wellness Education Videos <a href="http://doterrapro.com/learn">doterrapro.com/learn</a> Videos in Discover
Company/ Opportunity	Build Guide Leadership Magazine	Connect with Diamond Upline Attend Monthly Business Trainings Attend Convention & Retreats	History of dōTERRA <a href="http://doterrapro.com/history">doterrapro.com/history</a>
You	Recommended Reading	Get Mentoring Personal Development (Books, seminars, coaching...) Why Worksheet/Vision Board Identify your top 3 strengths Take action with Success System	Share dōTERRA University Breakthrough to Brilliance Van Down by the River Facing the Giants Vulnerable by Brene Brown on YouTube
Your Leaders	<i>Principles of Placement</i>	Understand their Why/Goals Mentor/Inspire Support their progress Identify their top 3 strengths Share the vision of personal development and influence/rewards	Be Who You Are Leadership video Rise of the Guardians
Your Why	<i>Start with Why</i>	Why Worksheet Create What You Desire Journal Meditate/Pray	Simon Sinek video on TED.com
Your Influence	<i>5 Levels of Leadership</i>	Create a Culture Offer Personal Development Rank Advance	Gandhi The Power of One



Your levels of belief can expand as you repeat the Core Actions and engage in personal development. Complete the Belief Worksheet (p. 65). Wherever your scores were low, follow these concrete steps in that area nurture your belief levels!



	Limiting Belief	Alternate Belief
Product	<p>I don't know enough.</p> <p>They don't work.</p> <p>They're too expensive. I can't afford LRP.</p> <p>I won't use enough for 125 LRP.</p> <p>I don't have enough time to learn enough.</p> <p>I trust others more than myself with my health.</p>	<p>I know enough for today. I know where to learn more.</p> <p>I trust the gifts of the earth to care for me and those I love.</p> <p>I honor and invest in the health of my body/mind/spirit.</p> <p>Natural products support my wellness lifestyle.</p> <p>I have all the time I need.</p> <p>I take accountability for my health.</p>
Company/Opportunity	<p>I don't trust dōTERRA as a viable company.</p> <p>Network marketing is a scam.</p> <p>Essential oils are a fad.</p> <p>I'll never make any money.</p> <p>I'm overwhelmed and don't know where to start.</p> <p>You had to get in early/be at the top to make any \$.</p>	<p>I partner in the vision and direction of dōTERRA.</p> <p>Authentic network marketing is a powerful model.</p> <p>Essential oils play an integral role in a wellness lifestyle.</p> <p>I live in harmony with the law of the harvest.</p> <p>I am supported by proven systems that nourish my growth.</p> <p>I stand as a leader in the movement for wholeness.</p>
You	<p>I don't trust myself.</p> <p>Others can be successful, but I never will.</p> <p>I'm not enough.</p> <p>I hate sales.</p> <p>I'm not good at business (or sales).</p> <p>I can't be a good mom and successful in dōTERRA.</p>	<p>I honor my inner voice.</p> <p>I create massive value for I am a producer.</p> <p>I learn more and become more so I can serve more.</p> <p>Because I am empowered, I empower others.</p> <p>I am accountable.</p> <p>I can put my family first AND be successful.</p>
Your Leaders	<p>My downline leaders are not building.</p> <p>I can't find any leaders.</p> <p>I don't get along with my leaders.</p> <p>My downline won't follow my lead.</p> <p>I'm stuck because my leaders are stuck.</p> <p>I'd rather die than speak in public.</p>	<p>I plant and nurture the seeds of health and hope in others.</p> <p>I see value and potential in others so clearly, they see it in themselves.</p> <p>I am united and create powerfully with my leaders.</p> <p>We grow in abundance and success as we strengthen and serve.</p>
Your Why	<p>I'm just a nobody with nothing to offer.</p> <p>Other people have big vision/dreams.</p> <p>I'm a better follower than leader.</p> <p>I'll just be disappointed when I don't reach a goal.</p>	<p>By divine design, I am an infinite creator.</p> <p>I dream so big I become the person who achieves it.</p> <p>I was born to be free and lead others to freedom.</p> <p>As I live my purpose, I experience wellness, joy, freedom &amp; abundance.</p>
Your Influence	<p>I don't have any special gifts.</p> <p>I choose safety over taking chances.</p> <p>I don't know enough people.</p> <p>I can't make a difference.</p> <p>I'm fine with my life.</p>	<p>I express my gifts in brilliance.</p> <p>I choose life, love, and gratitude.</p> <p>I am connected. My vision is clear.</p> <p>I choose to make a positive impact in the world.</p> <p>Joy, courage, and abundance are my legacy.</p>