

Goddards:

- We are all united in one purpose and we are all sharing a mission.
- We are here to talk about the incredible solutions we have.
- I have a vision for a healer in every home -Laura Jacobs to Natalie
- What is your why? What is your just cause?
- Your why is who you are and who you want to become.
- Just cause is forward facing. This is how I am going to change the world, how I am going to sacrifice and invest and it is probably an impossible dream.
- How is a just cause different than a why?
- Just cause 1. For something 2. Inclusive 3. Service oriented 4. Resilient 5. Idealistic
- What is your vision of a better world?
- What gets you up in the morning and keeps you up at night?
- How is it that we rally the troops and get people excited and engaged in their purpose?

Laura Jacobs:

- "Laura, Natalie has always learned from you; it is your turn to learn from her."
- "I think I could be a better mom" - was my why
- What am I solving for? I was an ignorant mother.
- The freedom to flourish
- The outcome of my work, my mission, my movement of a healer in every home is each household now lives with the freedom to flourish.
- If just one person in the home knows how to find and provide solutions that is the mission we are solving for.
- As long as you have a book & a box by gollie you are on it.

Keri & Keith McCoy :

- A place where everyone sees and acknowledges their greatness
- We believe in a world where everyone has access to health, hope, happiness and freedom
- Your why is your history your just cause is your future-Simon Sinek
- Our why is continually evolving and growing bigger.
- My why has changed into working more with medical professionals. My past was that I had a stroke

Yara:

- Some people are not ready to accept the oils and we just have to understand that.
- A couple in their 80's the man did not use oils to support him and he is in the hospital, the woman is using the oils and she is fine and at home, this is amazing.
- 5 drops Breathe and Onguard diluted in a roller bottle.
- Old folks homes that are highly infected, with 2 people that died yesterday. 11 of the nurse caregivers their went to a class & received their basic kit of oils last month. They are using their oils daily, despite lack of masks and proper protection, and are continuing on untouched- literally passed over. The md at the same institution was not open to oils and he is now in Intensive

care. Some that have been refused intubation have used Breathe and it's been enough to help them keep breathing unassisted.

- They have supported their body and their immune system.

What they have done there with the oils:

1st Phase: Diffuse Oregano, Thyme and Lemon to protect

2nd Phase - Symptoms: Breathe and OnGuard

3rd Phase: Lemon and Frankincense because people feel very tired

Laura Jacobs:

- The time to have this stuff in your home is now. Be prepared.

- Don't be hijackable. How can you stay in charge of your environment?

- The last thing you want in your body is an ignorant cell.

- The cell has come to that more vulnerable condition...

- Is your lifestyle top heavy?

- Live a life of intention through daily habits, so we are prepared for anything...

- Then draw on top shelf as needed. The reason for the line in the middle is it's a swing shelf.

You use self-care support daily to stop from hanging out on the top shelf all the time

- Do not deviate from what we have always taught. If you chose to not take care of your body you will feel the burden.

- What are my personal needs, what are my personal gaps, where is my personal vulnerability?

- Breathe or Siberian fir - your new perfume!!

Victoria Plekenpol:

- The dynamic of life is to be clear on the destination and flexible on the approach.

- Do not bathe in the negativity.

- Positive, Productive and active things to be doing.

- “The dynamic of life is to be clear on the destination and flexible on the approach.”

- Eat clean whole food & LLV

- Hydration drink water especially mineral water

- Forest Bathing

- Infrared Therapy

- Light Hacking

- Sleep

- Breath Work

- Tapping

- Power Mornings

- Get dressed

- Healthy meals & LLV

- Homeschooling-be prepared don't be freaked out by it. Be prepared.

- Move your body just 15 minutes

- Work-schedule your success

- Family/fun time

- sleep
 - Be intentional with your help and with your families health.
 - Optimize your time and your life.
 - Put meditation and exercise and anything a priority on the calendar
- Avoid sweeteners, grains that are refined whether a meat eater or not.

Ashlee Miller:

- You need to be reminded that you have strengths
- Taking in everything that is out there right now is not healthy, your body is reacting to all of this.
- Which thoughts am I going to take in?
- Your intuition is so good and it is waking up.
- Get out of your head by: Jenny Allen
- Ch. 10 Unafraid. I choose to surrender my fears.
- A release and affirmation
- AFFIRMATIONS.

Kelly Anderson:

- Strengthen and create healthy boundaries. Use melaleuca inner wrists, inner elbow creases, back of neck and this will help you attract higher vibe individuals and be ready for what's going on in the world around you, use before you turn to your phone or other electronic device.
 - Make a conscious decision of what energetic t-shirt you are going to put on each day
 - If you want to expand your network you need to work on all the self talk.
 - try this meditation: I love and accept you (your name) (repeat on the inhale/exhale) As you deepen your self-love your confidence will increase and you will shine brighter and naturally attract more of the type of leaders you dream about.
 - Use black spruce for generational support, rose for divine love, and cardamom for objectivity (layer)
 - We must take 100% responsibility for our life and our business.
 - Get clear that it doesn't matter what team you are on or what your circle is like right now. It is your responsibility to grow it.
 - I am worthy and deserving of my dream team.
 - Abundant mind set.
 - I stand in the river of abundance, take what part is mine and pass the rest down... (can swap 'abundance' for other words like enrollments, expansion, opportunities, etc.)
- 3 things to focus on
1. Show up in the world as someone who creates and adds value. Always have something to contribute
 2. Decide now the kind of leaders you want to attract. Hang out where they hang out and become friends with them.
 3. Have scripts handy so you can be prepared to recruit such as:
You strike me as the type of person who would be open to natural healthcare, I'm just curious if I can share...
Are you looking for an additional income stream?

You're someone I really like and admire. You're a natural born leader. I'm just curious if you'd consider leading a local or a global team?

- Collaborate with other leaders and do online events

- 100 names list choose who your VIP's are.

- 100+ ways to network (see the file)

Richie Norton START formula: Serve, Thank them, Ask them something, Receive then Trust -- then you can recruit them :) or ask for a referral!

Robin Jones:

- Upleveling your business. How I have chosen intentionally to uplevel my business.

- Turning your hobby into a business or your side hustle into an enterprise.

- I see you and I see your efforts.

- You might be running a hobby instead of a business...**

If you work when you feel like.

If you don't make enough money to sponsor your team in Diamond club.

If you feel obligated to do this by your upline or downline

If you just need to get to diamond then you will hire that help you need then you will do xy&z

If you don't follow a system and you follow your heart instead

If you've ever said you are going to take your doTERRA business more seriously when your leaders step up or when you have more time, or when my health improves.

Belief commitment and time.

Belief: What happens when someone feels like they have run out of options.

- Broken, confused, heartbroken, shattered and guilty

In that moment I promised myself and my baby that I would do that! And my family's lives depended on it.

- I was sharing when it was convenient and comfortable I ended up hitting premier

- my why would be so strong and powerful it would get me there

- How quickly you can move up & where you can get stuck

- I knew if I stepped into this the way I needed to I would bless many people

- I could give my husband an option to quit his job if he wanted to do that.

- It went from a side hustle to a calling.

- I needed massive abundance to make massive change.

- I felt my place

- Commit, have an accountability person.

- Time

- I had to make some really hard choices on what I was willing to let go for the season.

- "Live like no one else, so later on you can live and give like no one else." -Dave Ramsey

- You can do this part-time. You can do this full-time. You can't do this sometimes.

- We knew that we would have to say no to more people. That there would be opportunities that we would need to say no to. And that we would disappoint people and that we would even need to sacrifice some time with family to create so much more together long term.

- Something had shifted.

- I got distracted with wonderful amazing things
- I wasn't doing the simple daily activities to grow my business
- Your income and your impact trails 12 months behind your mindset. "Chris Smith"
- "Successful and unsuccessful people do not vary greatly in their abilities. They vary in their desire to reach their potential." - John Maxwell
- I can do this. I have all the tools right here and I know exactly what to do when a new builder comes.
- Recommit to your business.
- Who is your accountability partner? Which wall are you at? What do you need to recommit to to get over this wall? We all have the same amount of time... the great equalizer. How will we use the gift of time? Schedule in the essentials for your business first.
- Will you be a mile wide and an inch deep? Or an inch wide and a mile deep?
- 1. contacting and following up 2. wellness consults 3. weekly intro classes 4. weekly continuing ed classes 5. weekly business intro classes 6. strategy calls with your frontline 7. team calls
- Will you be a sunshine soldier with me?

Laura Jacobs:

- OnGuard everything
 - When ye shall run out ye shall make your own
 - Spike it - add oils to
 - Make your own "hand mist"
 - 60% Alcohol solution (it is all about the proof, at least 60% alcohol in your mix + top it off with aloe)
 - Have ears to hear. Listen to what your body is saying,
 - Be diffusing a quality oil at least 2 hours in the day.
- And wear them.
- Everyone needs to have a physical book, a box of oils in their, AND an app. At midnight is not the time to order the digestzen, it's the time to have it.
- Breathe, your new perfume.
- Topical OnGuard: hands/palms, bottom of feet, spine, back of neck, ears, chest, reflex points
- Topical OnGuard +:
- 30 on guard
 - 30 Wild orange
 - 15 clove
 - 15 black pepper
 - 15 cinnamon
 - 15 Eucalyptus
 - 15 Oregano
 - 15 Rosemary
 - 15 Melissa
- Add ingredients to a 30ml bottle, gently shake and apply as needed.

- HYDRATION, 5 drops of oils in a glass of water 4x's a day
- We are not curing anything, we are saying it helps us live in an optimal environment
- Be mindful of what we are calling our products.
- Combining DDR & Gx Assist as an OnGuard Plus substitute
- Drink hot water. Put clothes in the sun. This threat is not heat resistant...
- Vitamin D is very very important.
- Keep your cells healthy
- Cellular health is paramount