Coaching Contract

Do Terra Hawaii



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Monthly Frequency: Months 1-3

	Mon to Fri	Saturday or Sunday
Week 1		Group Coaching: 3 hours
Week 2	Individual Coaching • 1.5 hrs/ leader • 2 leaders	
Week 3	Individual Coaching • 1.5 hrs/ leader • 2 leaders	Group Coaching: 2 hours
Week 4	Individual Coaching • 1.5 hrs/ leader • debrief/ reports	

Group Coaching: Twice a month

- Twice a month, we have small group coaching sessions.
- The session is **3 hours**.
- Attendance for leaders is mandatory.
- If you are traveling or sick, please give 1-2 weeks advanced notice. We will reschedule the session, so that every one can attend.

Private Coaching: 2-3 times/month

- Every month, each leader has 2-3 private **90 minute** coaching sessions with Vicky.
- During this time, you will overcome your personal obstacles, gain “Aha!” clarity, and breakthroughs.
- You will map out next steps and be given homework to complete before the next group session.

Monthly Frequency: Months 3-6

	Mon to Fri	Saturday or Sunday
Week 1		Scotty's Leaders Group Coaching: 3 hours
Week 2	Your Team Coaching • 2 hours	
Week 3	Individual and/or Team Coaching • 2 hours	

Group Coaching: Once a month

- In the first 3 months of coaching, you will know:
  - Who you are
  - Your Soul Path
  - Your Team's Soul Path
  - Your Winning System (a business system based on your soul path)

Your Team Coaching: Once a month

- In the second 3 months of coaching, your team takes your Soul Path and your Winning System and expands on it. They take it and run with it.
- This needs STRUCTURE.
- We already created a structure in the first 3 months.
- But now we are going to lay it down in a program that you use as a template to grow all of your DoTerra teams and train all your DoTerra leaders.
- Everyone's template is unique to them and their team.

What you get:

Your own Success binder

- Your private coaching materials are in this binder. This includes typed notes from during our coaching session, follow-up, your next steps, your homework, and progress reports.

Group Coaching Power Point Slides

- This includes worksheets, step-by-step processes and examples.

Follow-up Notes

- After each group coaching session, you will receive follow-up notes from that session detailing each leader's "Aha!" moments, next steps, what makes them tick and what blocks them.

Personal Vision Maps

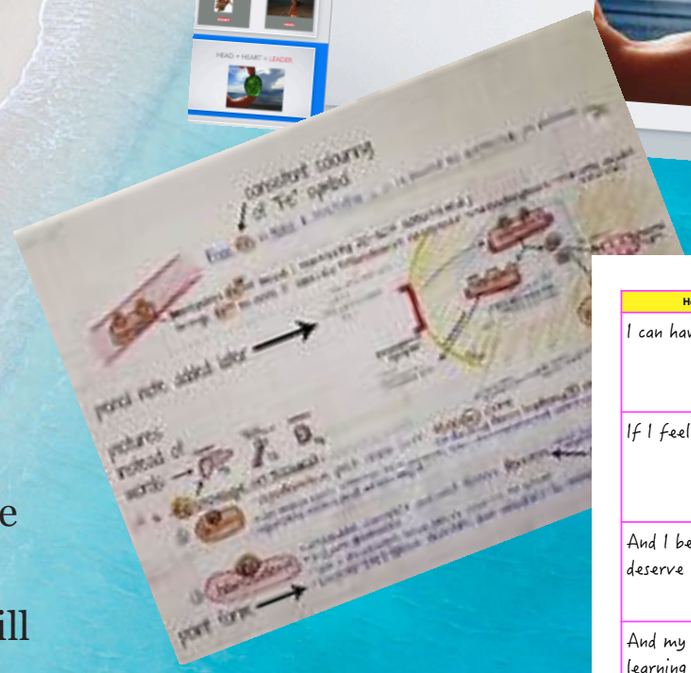
- A vision map is a map of where you are now—-to where you want to be—-and what's blocking you, the people who will support/hinder you, your personal formula for success, your higher life purpose. We will do multiple vision maps throughout our coaching together.



Monthly Goals

- Together, we will create your goals each month.
- These are authentic, real goals based on WHO YOU ARE TRULY BEING.
- Then, we will track your results.





Laura Lynn

How to Manifest	What I want...	My Next Steps:
I can have . . .	Less psoriasis flare-ups	Loving my own life (instead of focused on what everyone else is doing).
If I feel . . .	• More confident (less of an issue) • Less nervous • Less painful • Feeling LESS, not feeling (my psoriasis) I'd loved to be wrapped in something else.	• Enjoy the Routine (not having every moment feel so critical) • Slow down • Learning how to Breathe consciously
And I believe that I deserve . . .	• A week long break between flare-ups • Less than 1 flare up/month	• Better communication skills • It's not important YOU understand, It's vital that I express ME • No soda
And my soul is learning . . .	Peace	• Self-centered • I would be the center of my self (not other people being my center or controlling my center)

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On-going Training & Goals

Group Coaching: Your team Monthly

- This is where you find out WHO YOU TRULY ARE, what your life purpose is.
- This is where we map out your SOUL PATH, which includes your business path.
- This is where you find out what type of people you attract and recruit. What flavor is your team? How do they like to work together? Why did they pick you as your leader? What is your team culture and identity? Hint: It is very specific to YOU. Teams do not form by accident, but by destiny.

Homework: Who you truly are Monthly

- There are two versions of you: “Before” and “Now.”
- In every group coaching session, we delve deeper into who you are “now.”
- Your homework following each group coaching session, gets you to realize, feel, and experience deeply—- who you are being.
- How does that effect every other area of your life, not just business? But also your body, and your relationships?

Individual Coaching: Your system Weekly

- This is where you and I sit down and BUILD YOUR SYSTEM, step-by-step.
- The system you had before wasn’t working because you were not being WHO YOU TRULY ARE.
- Either your system needs to be tweaked, redesigned OR you have to approach your system as your true self (and not your old self).

Reminders: Your Mindset Daily

- To think correctly, you must be YOUR TRUE SELF.
- I will text or email you several times a week—- to get you out of your old mindset—- and put you into your new mindset.

6 Month Leadership Development Program

Your Leader's Contribution

- Scotty is sponsoring your participation in this program so that you achieve Regional VP and beyond! Her investment in your success is significant and full of faith.

Your Contribution

- It's not about money. It's about commitment. In my experience, employees whose full tuition is paid for by others have less success than those who pay for it, themselves. Your money has your DNA on it. While you can learn to adopt someone else's version of success as your own—-it cannot compare to your own. There is something magical about your own success—when you earn it, invest in yourself, believe in yourself, and create it!
- Your contribution is heavily discounted and sponsored by your leader, Sinita.



Scotty's contribution to your monthly tuition:

$_____



Your contribution to your monthly tuition:

$_____

_____

Print your name

_____

Signature

Date

Your Progress:

Your journey to success is going to be different than the other leaders in your same office. That is because you will leverage your unique strengths/weaknesses to create the easiest path to success. Also, people will join your team—and not someone else's team—because they naturally gravitate to your style and your way of success.

If your strength is nurturing relationships, people will join your team who want to be part of a community and an extended family. If your strength is structure, getting people off the ground, and running—-people will join your team who want a hands-off approach, DIY, independent, 9 to 5, work/life balance. You will be most successful when you find your secret sauce, which is your higher purpose, your natural in-born gifts, and where your personality shines!

When you do that, your numbers go up as a SIDE EFFECT, not a cause, of you being the REAL YOU. We will measure our coaching progress based on these numbers: $/month, sales, recruitment, field training, licensing and promotions.

Your Future:

This is where the rubber meets the road. Building your teams and your own office. You have to have everything in place, but the way that YOU do things to make it the easiest for your team. Your team is going to be different from someone else's team. Their team might only be about money and sales. They have a different approach than you. Your team might be about community and where you do the most recruiting is at events. Whatever approach yields you the most recruitment and sales—- is going to be streamlined, structured, mapped out, and put in a BOOK.

It's a mini operating manual SPECIFIC to your team. It does not have to be long. It has to be the secrets to your short-cuts to success. It also has to be a guide for your future leaders who will raise up their own teams when you move on to higher levels of your own success. It will make training and transferring the *mana* to your team, easy.