

DOTERRA HAWAII

YOU WILL EVOLVE

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www.meaningandlifepurpose.com

Vicky Lee & Scotty/Marlyse

**WHAT WOULD HAPPEN IF I DID DOTERRA?
WHAT IN MY LIFE WOULD CHANGE?
WHAT ABOUT ME WOULD CHANGE?**

**WHATEVER I FEAR,
WITHIN ME,
WILL CHANGE.**

DOREEN

MY FEAR: THE SAME KIND OF PEOPLE—- PEOPLE WHO JUST WANT TO HELP THEMSELVES, TAKE CARE OF THEIR OWN PROBLEMS, HAPPY WITH WHAT THEY HAVE. **NOT INTERESTED IN HELPING OTHERS.**

I CAN'T FIND BUILDERS OR GROWERS. I WOULD DO ALL THIS WORK AND PERSONAL DEVELOPMENT AND END UP WITH THE **SAME THING AGAIN.**

I WOULD NEED A DIFFERENT CIRCLE OF INFLUENCE. CANNOT KEEP MY SAME CIRCLE OF INFLUENCE. NEED A NEW BUNCH OF PEOPLE.

I NEED A DIFFERENT CIRCLE OF INFLUENCE

Old People

New People

Oil users and customers.

Growers and builders.

Complacent. Scattered. Busy with kids and jobs.

Always willing to learn and teach people.

This is not their life purpose.

They have a higher life purpose, even within their career.

Only into taking care of themselves.

Want to help others. Want to grow a legacy.

80% of people have a selfish mindset.

20% who are open minded.

Everywhere I go — bank, grocery store, — there are those who want more and have a greater purpose to their life — and there are those who just want to take care of me and my own. I'm looking for the top 20% of everyone, the cream of the crop.

*My fear is that the cream of the crop won't want to talk to me. What if I'm not as good as they are?
What if they think I'm part of the 80%?*

WHAT IN YOUR LIFE WOULD CHANGE IF DO DOTERRA FULL-TIME?

BEFORE: CIRCULATING IN THE 80%

NOW: CIRCULATING IN THE 20%

CHANGE MY SOCIAL LIFE

- **HANG OUT WITH BNI MEMBERS MORE**
- **SUNDAY ELITE GROUP - GET TO KNOW THOSE WHO ARE STRIVING TO BUILD THEIR BUSINESSES. THEY ARE INSURANCE PEOPLE, INDEPENDENT CONTRACTORS, NETWORK MARKETERS.**

WHO WOULD YOU BE IF YOU DID DOTERRA?

HOB-NOBBER

MEET PEOPLE AND ESTABLISH RELATIONSHIPS

I WOULD HAVE TO RECREATE MY IMAGE.

LIKE VICKY'S DOWNLINE JEN, IF I GO INTO OILS I WILL BE SEEN AS LESS PROFESSIONAL.

THEY MIGHT LOOK AT MY OILS AS VOO DOO. I HAVE TO POLISH THAT IMAGE.

ALWAYS BE WELL DRESSED.

WELL-READ

NOT FAKE.

SPEAK WELL

LOOK SOPHISTICATED.

I USED TO ALWAYS DO MY MAKE UP AND DRESS UP.

BEFORE: I TALK TO PEOPLE AND I'M FRIENDLY, BUT UNSURE.

NEXT STEP: I NEED TO FIND MORE ELITE CIRCLES

WHAT DO YOU DO?

Doreen: I have been working with medical professionals, who have been using essential oils to achieve remarkable results.

Vicky: I am a minister. In my ministry, I use these very pure organic sacred oils to help people lift the vibration of their soul.

Erica: I work with a small team of researchers and professors who explore the possibility of using essential oils to heal incurable ailments.

Tell me more: People are being misled to think that the only alternative they have to being healthy are medications and surgeries. I'm trying to help them find more natural, cost-efficient ways to take control of their own health again. When a doctor says there is no hope, we don't have to accept that anymore.

WHAT DO YOU DO?

Doreen: I am elite circles.

Scotty: I'm in the oil business.

Tell me more: I do the most amazing thing. I work with medical professionals and naturopaths to overcome health challenges, using nature's medicine to speed relief and avoid side effects.

DAWN

MY FEAR: JUSTIFYING HOW & WHY I SPEND MY TIME & MONEY TO MY HUSBAND. STAYING RELEVANT.

I DON'T THINK THAT FOR ME THERE IS A HUGE AMOUNT OF FEAR OF DOING DOTERRA FULL TIME, I ACTUALLY HAD AN OPPORTUNITY TO DO IT A FEW YEARS AGO, AND I LOVED IT. BUT I DEFINITELY THINK THAT IT IS A FEAR OF THOSE AROUND ME, MOSTLY MY HUSBAND. I WISH THAT I DID HAVE THE OPPORTUNITY TO PUT FULL TIME EFFORT INTO MY BUSINESS, IT WOULD GIVE ME TIME TO DEVELOP MY BUSINESS OWNERS!!! MY THOUGHTS WERE TO TALK ABOUT WHAT HIS FEAR REPRESENTS...

HE IS A CITY & COUNTY EMPLOYEE FOR 19 YEARS – I THINK HIS JOB (PAY AND BENEFITS) REPRESENTS SECURITY FOR OUR FAMILY, AND THE THINGS THAT I WANT TO DO WITH MY TIME DO NOT. THERE IS NOT A GUARANTEE THAT MY TIME WILL EQUATE TO DOLLARS IF I'M BUILDING A DOTERRA BUSINESS, AND FOR SOMEONE WHO IS LOOKING FOR SECURITY – WHAT I WANT TO DO IS NOT AN OPTION. I THINK THAT HE TRIES TO BE SUPPORTIVE, BUT HE PROBABLY JUST DOES NOT UNDERSTAND. MY THOUGHT WAS, JUST WORK REALLY HARD IN THE TIME I HAVE TO BUILD IT AS MUCH AS I CAN, AND AT SOME INCOME LEVEL – IT WOULD BE “JUSTIFIED”.

WHAT IN YOUR LIFE WOULD CHANGE IF DO DOTERRA FULL-TIME?

I ALREADY CAN IMAGINE HOW MY LIFE WOULD CHANGE IF I COULD DO DOTERRA FULL TIME... IT WOULD BE VERY BUSY, AND I WOULD HAVE TO BE VERY ORGANIZED, BUT I WOULD HAVE JOY EVERYDAY 😊 I WOULD HAVE THE TIME TO CONCENTRATE ON ONE JOB – MORE TIME NETWORKING, MORE TIME FOR EDUCATION, MORE TIME WITH INDIVIDUAL ADVOCATES, AND EVEN MORE TIME FOR MY FAMILY. I'M OKAY WITH DOING WHAT IS EXPECTED OF ME, AND DOING WHAT I AM PASSIONATE ABOUT IN MY SPARE TIME – BUT CAN YOU IMAGINE IF YOUR TIME WAS FILLED WITH YOUR PASSION???

I THINK THAT EARLY ON, WHEN WE HAD THE CONVERSATION, MY EYES WERE OPENED – FIRST, TO MY REALITY, THEN TO MY POSSIBILITIES.

BEFORE: TWO JOBS.

NOW: ONE JOB.

BEFORE: DOING WHAT IS EXPECTED OF ME.

NOW: DOING WHAT I'M PASSIONATE ABOUT.

I'm not going to convince you with cash that your fear is real. I am going to convince you with love that my dream is real.

WHAT IF... SOMEONE IS AFRAID OF MY DREAM?

What if someone doesn't believe in your dream because they don't know how to dream?

They never had a dream, they're just going to have a 9 to 5, and that is their purpose in life?

Dawn's purpose is: I'm here to make you believe in dreams.

Help you find your own dream

If you have one, follow it.

People who don't have dreams are afraid of having one.

The unknown. You don't know if you are going to succeed. You don't know if you are going to fail.

But look at you, you're willing to risk it.

Nobody loves themselves that much.

Deep inside, if you have that much courage— I do, too.

I don't have a dream and be a dreamer, because (it's not a sure thing, no guarantee) **I don't believe in myself.**

My dream coming true proves DREAMS ARE REAL.