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相手の人生に本気で向き合う！

FACE TO FACE

新しい課題や苦労は、僕たちの成長に必要なこと。
感謝の心を忘れず、ノークレームで正しく伝える！

製品やLRP、ボーナスプランなどの至るところに『人』を大切にする姿勢が表れているドテラ。「Win-Win」や「引き寄せの法則」など成功の法則を実践している数少ない企業ですよね。コンベンションなどに参加するたびに感動と気づきがあって、その都度自分の人生が向上していることを実感できます。

初めてドテラのレモンオイルを飲ませてもらったとき、大切な人の健康と豊

かな人生に役に立つ、と直感しました。実際、健康意識が向上して疲れにくくなり、周りからも若返ったと言われます。家族もウェルネスピラミッドを意識した生活を送るようになって、ふさぎ込みがちだった兄は落ち着き、ドテラをライフワークにするといい出してびっくり（笑）。両親との関係も劇的に改善しました。会話もないバラバラだった家族がひとつになれたのが、僕には何より

の奇跡であり、喜びです。

僕の一貫したテーマは「健康と豊かな人生のために」。従来の訪問販売やMLMの方法ではなく、ドテラの本質や役員の想いを、ノークレームで正しく伝えていきたい。このビジネスの本質は口コミですから、不特定多数への宣伝や広告は控え、ブランディングやマーケティングに注力して相手からのアプローチを待ちます。僕のところには本気で人生を変えたい人だけがやってきますから、僕も本気で相手の人生に向き合います。ダイヤモンドを達成できたのも、各地のリーダーやその仲間の人生に本気で向き合い、その想いが伝わった結果。僕というよりみんながすごかったんだと思います。

最高の会社、最高の仕組み、最高の製品が揃っているから、あとは自分に自信をもつだけで大丈夫！自分をごまかさず、人のせいにせず、文句や陰口を言わず、アドバイスを素直に聞き入れて、自分に勝つことだけを考えるんです。モチベーションが上がらないのは人生の目的が明確でないのと、行動量が足りないから。数字で指標を示すと案になります。また、いちばんのスキル向上法は「人に教えること」。疑問点はどんどん調べ、どんどん教えるを乞い、そしてどんどん教えてあげて、積極的に情報発信していきましょう！



My Favorite Products



フランキンセンス

荒巻社長にプレゼントしていただいたから、僕の特別なお守りとして毎日愛用しています。



オンガード

関連製品も含めて僕の生活に溶け込んでいて、健康を守ってくれるし、香りも大好きです。



Takeshi Igarashi

JAPAN

What I Was Looking For

Takeshi Igarashi had doubts about dōTERRA, essential oils, and the sales industry; however, he didn't let that stop him from exploring it further. After he heard of dōTERRA, he dedicated his time to researching and evaluating the company and its products and even traveled to the United States, visited dōTERRA headquarters, attended convention, and talked with dōTERRA leaders. He says, "All of these educational experiences gave me more confidence about dōTERRA. It was the exact business model and products I was looking for."

Previous to dōTERRA, Takeshi had been a financial planner. During his time in the profession, he helped many people set up their financial plans for retirement and death. He was happy to help these customers, but he saw a greater need to help people manage their health and finances in the middle of their

lives rather than the end. Because of dōTERRA, Takeshi's desire has been fulfilled, and he is now an advocate for people looking to take control of their health and finances at one of the most crucial times of life.

To help him accomplish this task, Takeshi draws from his years of experience in the sales industry. In previous sales jobs, he witnessed many selling techniques, some good and some bad, but through it all, he gained a wealth of knowledge on appropriate and effective sales techniques, which he now uses. As opposed to a pushy sales approach, Takeshi has found friendly approaches that are centered on helping and educating to be most effective. These skills have helped him successfully grow his dōTERRA business, and he eagerly teaches them to his team so that they too can succeed.

Along with a positive sales approach, Takeshi finds that working with and learning from others is a major key to his success. He says, "Teamwork is crucial to succeed in direct sales, and I think those who try to do everything by themselves will fail." He puts this principle to action by listening to and learning from his upline, and then sharing that advice with his team. Relying on his team and supporting them in their goals has helped Takeshi and his team go farther than they could go on their own.

Starting a business in Japan, let alone a thriving one, is often very difficult. Takeshi is grateful for the opportunity to be a part of dōTERRA and to see himself and those on his team receive the rich benefits of a successful business that he knows is truly changing lives. He says, "I am so happy that I have chosen dōTERRA."



"It is crucial to let people know how beneficial and fun it is to use dōTERRA products, especially as they can help improve overall quality of life."

WORKING AS A TEAM

ENCOURAGE YOUR TEAM IN THEIR GOALS. "It is crucial to help your downline set goals by teaching them to invest time into their dreams, which will become their goals. Discuss and share ways to achieve your team's goals in detail. People will become motivated not when they run away from something difficult, but when they achieve their dreams through their goals."

LISTEN TO YOUR LEADERS. "Instead of doing things your own way, it is important to listen to the opinions of the dōTERRA executives and your upline and then share them with your downline."

GROW TOGETHER. "Share successful experiences among everyone to avoid mistakes and to speed up success as a team. Try the following with your team to ensure an effective month: review goals from the previous month, create new goals for the current month, discuss monthly achievements, talk about things to improve on, and make sure to set up an LRP at the beginning of the month."

CONTRIBUTE TO TEAM SUCCESS. "Show your hard work to your downline. It is important to show examples to your downline by setting up goals and achieving them. This will give hope to your team, making them feel that they can accomplish that as well."

