



diamond clubs
SUCCESS PLANNER



WHY DIAMOND CLUB?

Diamond Club can be rich terrain to grow and strengthen your emerging business. With your heart and focus on their growth and success, Diamond Club will be energizing for you and your team! Then as your builders begin to grow their emerging businesses, duplication happens and you tap into powerful momentum needed to reach your goals and dreams. Take time to be intentional so Diamond Club really multiplies and leverages your time and energy to build others and your business in lasting ways. You've got this! You're perfectly supported! Trust the process. Lean into this journey and it will take you to your dreams and beyond!

Maximizing Diamond Club is like building a fire. As you share, teach, support and train, your team growth can emerge into a growing fire. With time and focus on a plan with the end in mind, that fire will burn bright. You'll make choices that help all of these fires to burn on their own and warm many by their glow, rippling out to start many more fires in the process. In every effort focus on lighting fires in others and empowering them to grow. When Diamond Club is done properly, it can support you in reaching your advancement goals and experiencing lasting success. When done incorrectly, you can spend a lot of time and energy with little or no growth, duplication, or advancement for your efforts.

WHAT IS DIAMOND CLUB?

Diamond club is an opportunity for doTERRA Wellness Advocates to ignite their business by creating momentum through a concentrated event and travel schedule. The purpose is to help Wellness Advocates reach for Diamond rank by establishing new leaders outside their local area while continuing to support and build their existing home team.

Many Wellness Advocates have a desire to build their doTERRA business, but do not have the necessary resources to hold events and provide support outside of their local areas. Diamond Club offers travel reimbursement and special enrollment incentives to provide the resources to develop new leadership teams outside their local influence.

DIAMOND CLUB SUCCESS

- Average Diamond Club participants per season: 375
- Total rank advancements in the two 2015 Diamond Club seasons: 211
- Total enrollments from the 2015 Diamond Club seasons: 51,752

"Diamond Club was a huge step in transitioning my business and my development as a leader. It inspired many people within my organization to utilize the momentum of Diamond Club to propel their business forward."

*— Jessica Moultrie
Presidential Diamond*

HOW TO PARTICIPATE

There are two Diamond Club seasons each year. The spring season runs from February to May, and the fall season runs from August to November. Wellness Advocates who want to participate get to choose one season a year that works best for them.

The qualification month for the spring season is December. For the fall season, qualification takes place in June. During these qualifying months, Wellness Advocates must achieve the following in order to apply for Diamond Club:

- Personally enroll three new Wellness Advocates with an initial order of 100 PV or more.
- Achieve the rank of Silver or higher.
- Have five Wellness Advocates on their team and in their local area process an LRP order of 100 PV or more.
- Have five Wellness Advocates on their team and outside of their local area process an LRP order of 100 PV or more.

Once Wellness Advocates have met these qualifications during the months of either December or June, they can complete the application for Diamond Club. Spring season applications are due on January 7, and fall season applications on July 7.

When Diamond Club begins, Wellness Advocates are required to hold three out-of-area and three home-area events each month. From those events, they need to have 18 enrollments each month (these do not need to be personal enrollments).

Participants earn points based on the PV of each enrollment order. They also earn points for LRP orders following the enrollment orders from the new enrollees.

“Give a man a fish, feed him for a day. Teach a man to fish, feed him for a lifetime.”
– Lao Tzu

DIAMOND CLUB *Success Tips*



Focus on growth and duplication, rather than enrollments and advancement. By doing so, enrollments and advancement will naturally occur.



Create a plan, including classes, trainings, mentoring and wellness overviews, that will build and support your team. The key to duplicating yourself is empowering your new and developing builders to lead.



Empower your team by training them to lead and teach in everything you do. Set the goal that by the end of Diamond Club they are confident, self-sufficient, and empowered to grow. Plan how you will continue to support after Diamond Club.



Use time wisely in between travel. Make time for self-care, family, and continuing to give wise support to leaders and teams.



Work smarter, not harder. Trust in systems to support the freedom and growth you desire for yourself and your team. Get equipped using tools, oils and system support to maximize your empowering efforts.



Include 3-5 levels of sponsorship above each person you're supporting. Give them the opportunity to be involved so they can more fully benefit and support relationships to stay healthy & empowered, rather than entitled & disconnected. Ways to support: one of the three financial sponsors, extra support to your home team, freezer meals, babysitting, etc.

WHY NOW?

Diamond Club requires diligence and hard work to succeed. Your Why will carry you through the hard times and help you stay focused on the big picture of what you are creating with each new enrollment, class, wellness consult, and training. Whatever rank you are at, reach for your next rank and then advance as it opens up.

- 1 Why are you doing Diamond Club now? _____

- 2 What do you hope to create by doing Diamond Club? What is your big vision? _____

- 3 What might go wrong? What normally gets in the way? _____

- 4 What will you do when this happens to keep on track with your goal? _____

DIAMOND CLUB GOAL

I am _____ on or before _____ earning _____ /month _____
 Current Retention Rate: _____^{Rank} % Retention Rate Goal: ______{30 Days} % ______{60 Days} % ______{90 Days} %^{End of Month 1}

To reach your goal, consider: where do you want to see growth on your team? How can you support those leaders? Who needs dōTERRA? Who do you want to build with? Revisit your Names List in Launch.

*Fill in the Power of Planner and appropriate Rank Planner to identify gaps and track your progress. Highlight team focus areas.

What are the three most important things to do to reach your goal?*

- 1 _____
- 2 _____
- 3 _____

RECOGNITION *Celebrate and savor your team's successes!*

How will you recognize and celebrate your team's advancements?

| | |
|-----------------------------------|-------------------------------|
| Rank advancements: _____ _____ | Top Enrollers: _____ _____ |
| Executive: _____ | Platinum: _____ |
| Elite: _____ | Diamond: _____ |
| Premier: _____ | Blue Diamond: _____ |
| Silver: _____ | Presidential Diamond: _____ |
| Gold: _____ | |

While in Diamond Club, set your intention to help your builders and leaders experience success with building while benefiting from momentum and learning to stand strong on their own as a leader for their team. Use PIPES to stay engaged in effective growth action.

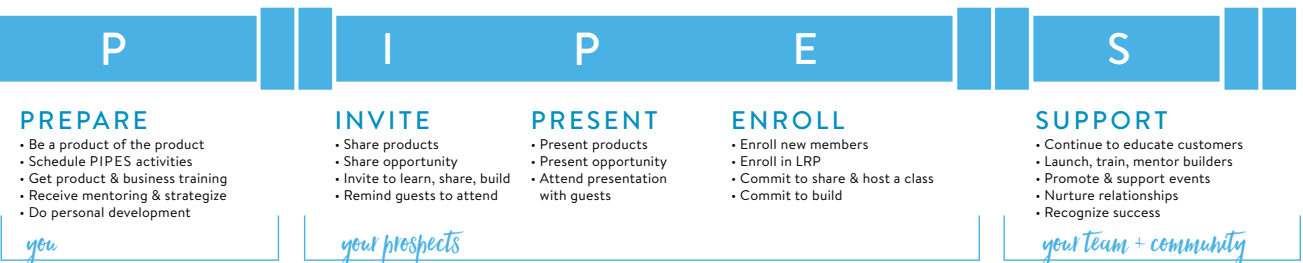
PREP MONTH

PLAN & PREPARE

- Connect with each of your key leaders to map out a plan for any travel, goals, and expectations during Diamond Club
- Book February flights and make reminders to book all others flights 2-4 weeks prior
- Continue to enroll and find key builders - engage them in the momentum of Diamond Club, inviting them to partner with you
- Make family/childcare arrangements
- Download the year at a glance calendar to plan at sharesuccess.com/library

DIAMOND CLUB

EVERY MONTH: MODEL & TEACH PIPES



POST MONTH

CONTINUE TO EMPOWER, STRENGTHEN, & SUPPORT

- Continue to live and support your team in PIPES.
- Plan periodic empowering visits going forward. Plan other specific supports to meet the needs of individual teams

Support 4 Key Leaders to develop into Silver+ rank.

Why I share doT

your qualifying builders ➔



| | | |
|---|-----------------------------|--|
| NAME: _____ | | SILVER + <input type="radio"/> |
| STRENGTHS | | |
| THEIR WHY | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |
| <input type="radio"/> Following the Silver+ Guide | | <input type="radio"/> Reviewed their Silver+ Planner |
| THEIR BUILDER 1: _____ | ELITE <input type="radio"/> | |
| 3000 OV - _____ (Typical OV) = _____ (OV Needed) | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |
| THEIR BUILDER 2: _____ | ELITE <input type="radio"/> | |
| 3000 OV - _____ (Typical OV) = _____ (OV Needed) | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |
| THEIR BUILDER 3: _____ | ELITE <input type="radio"/> | |
| 3000 OV - _____ (Typical OV) = _____ (OV Needed) | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |

| | | |
|---|-----------------------------|--|
| NAME: _____ | | SILVER + <input type="radio"/> |
| STRENGTHS | | |
| THEIR WHY | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |
| <input type="radio"/> Following the Silver+ Guide | | <input type="radio"/> Reviewed their Silver+ Planner |
| THEIR BUILDER 1: _____ | ELITE <input type="radio"/> | |
| 3000 OV - _____ (Typical OV) = _____ (OV Needed) | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |
| THEIR BUILDER 2: _____ | ELITE <input type="radio"/> | |
| 3000 OV - _____ (Typical OV) = _____ (OV Needed) | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |
| THEIR BUILDER 3: _____ | ELITE <input type="radio"/> | |
| 3000 OV - _____ (Typical OV) = _____ (OV Needed) | | |
| KEY SUPPORT NEEDED / INCENTIVES | | |

← you!

I AM DIAMOND
—a leader leaders want to follow—
ON OR BEFORE

(last day of month)

AND I FEEL

Fuel your success by expressing emotion in
advance for how your achievement will feel.

Received Power Mentoring

ERRA:



NAME:

SILVER+

[Empty text box for name]

STRENGTHS

[Empty text box for strengths]

THEIR WHY

[Empty text box for their why]

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

Following the Silver+ Guide

Reviewed their Silver+ Planner

THEIR BUILDER 1: [Empty text box] **ELITE**

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

THEIR BUILDER 2: [Empty text box] **ELITE**

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

THEIR BUILDER 3: [Empty text box] **ELITE**

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

NAME:

SILVER+

[Empty text box for name]

STRENGTHS

[Empty text box for strengths]

THEIR WHY

[Empty text box for their why]

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

Following the Silver+ Guide

Reviewed their Silver+ Planner

THEIR BUILDER 1: [Empty text box] **ELITE**

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

THEIR BUILDER 2: [Empty text box] **ELITE**

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

THEIR BUILDER 3: [Empty text box] **ELITE**

3000 OV - _____ (Typical OV) = _____ (OV Needed)

KEY SUPPORT NEEDED / INCENTIVES

[Empty text box for key support needed / incentives]

TRAIN YOUR *builders*

Train and prepare your builders to stand on their own through a process of empowerment. Intentional duplication starts with a 3-time support process. Use the following examples to give you ideas on how to break down classes, Lifestyle Overviews, and mentoring into duplicable behavior.



INTRO CLASS

INTENTION: Educate & empower others with dōTERRA's powerful natural solutions.

OUTLINE:

- Page 1 - Educate on science, CPTG/purity, and application.
- Page 2-3 - Share oils/products and solutions.
- Page 4-6 - Invite to enroll and enjoy the benefits of a dōTERRA wellness lifestyle. Invite to share and/or build.

| | BUILDER'S 1ST CLASS | 2ND CLASS | 3RD CLASS | THEIR BUILDER'S 1ST CLASS |
|---------------------|--|---|--|--|
| | MODEL | ENGAGE | | EMPOWER |
| <i>you</i> | <ul style="list-style-type: none"> • Edify your leader • Teach entire class, involving your leader as it supports | <ul style="list-style-type: none"> • Edify your leader • Teach Beginning (pg. 1) • Close class (pg. 4-6) | <ul style="list-style-type: none"> • Edify your leader • Share oil experience • Teach Middle (pg. 2-3) | <ul style="list-style-type: none"> • Share oil experience • Edify your leader and their host/builder • Support as needed |
| <i>your builder</i> | <ul style="list-style-type: none"> • Invite 15+ qualified guests • Edify and introduce presenter • Share oil experience | <ul style="list-style-type: none"> • Invite 15+ qualified guests • Edify & introduce presenter • Share oil experience • Teach middle portion of class (pg. 2-3) | <ul style="list-style-type: none"> • Invite 15+ qualified guests • Edify & introduce presenter • Share oil experience • Teach beginning and closing portions of class (pg. 1, 4-6) | <ul style="list-style-type: none"> • Edify their leader and you • Teach entire class, involving their host/builder as it supports (p. 1) |



OPPORTUNITY CLASS

INTENTION: Empower guests to share effectively and inspire with the possibilities of building dōTERRA.

OUTLINE:

- (After 5-10 min. break to enroll & answer questions from the Intro Class)
- Build Guide (10-15 min): Educate about the dōTERRA opportunity and the available options using page 2-3 (7 min.). Engage them in the opportunity by inviting them to answer the questions on page 8 and choose the path that best fits what they want to create.
- Share Guide (5 min): Teach and model 3 interactions.

| | BUILDER'S 1ST CLASS | 2ND CLASS | 3RD CLASS | THEIR BUILDER'S 1ST CLASS |
|---------------------|--|---|---|---|
| | MODEL | ENGAGE | | EMPOWER |
| <i>you</i> | <ul style="list-style-type: none"> • Edify your leader • Share your Why • Teach entire Share/Build Guides, involving your leader as it supports | <ul style="list-style-type: none"> • Edify your leader • Share your Why • Teach <i>Build Guide</i> | <ul style="list-style-type: none"> • Edify your leader • Share your Why • Teach "3 Steps to Share" from the <i>Share Guide</i> | <ul style="list-style-type: none"> • Share your Why • Edify your leader and their host/builder • Support as needed |
| <i>your builder</i> | <ul style="list-style-type: none"> • Share their Why | <ul style="list-style-type: none"> • Share their Why • Teach "3 Steps to Share" from the <i>Share Guide</i> | <ul style="list-style-type: none"> • Share their Why • Teach <i>Build Guide</i> | <ul style="list-style-type: none"> • Edify their leader and you • Teach <i>Share/Build Guides</i> involving their host/builder as it supports |



LIFESTYLE OVERVIEW

INTENTION: Connect natural solutions with the customer's top health concerns/goals; help them see the value of LRP to support their goals. Support & empower your leader so they develop confidence in their ability as a natural solutions provider.

OUTLINE:

- Lifestyle Overview: Find solutions using the Wellness Consult and an essential oil reference guide as needed
- Live Guide: Explain how to learn and buy more (Loyalty Rewards Program)
- Share Guide: Invite to share

| | BUILDER'S 1ST TIME DOING A WELLNESS OVERVIEW | 2ND TIME | 3RD TIME | THEIR BUILDER'S 1ST TIME DOING A WELLNESS OVERVIEW |
|---------------------|---|--|--|--|
| | MODEL | ENGAGE | | |
| <i>you</i> | <ul style="list-style-type: none"> • Edify your leader • Give Wellness Consult (p. 16) • Walk through <i>Live Guide</i> • Invite to share | <ul style="list-style-type: none"> • Edify your leader • Give Wellness Consult (p. 16) • Invite to share | <ul style="list-style-type: none"> • Provide Live Guides • Edify your leader • Walk through <i>Live Guide</i> | <ul style="list-style-type: none"> • Share your testimonial • Edify your leader and their builder • Support as needed |
| <i>your builder</i> | <ul style="list-style-type: none"> • Edify you • Share their testimonial | <ul style="list-style-type: none"> • Edify you • Share their testimonial • Walk through <i>Live Guide</i> | <ul style="list-style-type: none"> • Edify you • Share their testimonial • Give Wellness Consult (p. 16) • Invite to share | <ul style="list-style-type: none"> • Edify their leader and you • Give Wellness Consult (p. 16) • Walk through <i>Live Guide</i> • Invite to share |



MENTORING

INTENTION: Model powerful mentoring for your leaders. Assist to clear blocks and together create a strong plan and strategy for success.

OUTLINE:

Use the Success Check-In form to guide the mentoring session and the Rank Planner to map out a successful strategy for growth. Involve & edify your leader in Mentoring their leaders.

| | BUILDER'S 1ST TIME MENTORING | 2ND TIME | 3RD TIME | THEIR BUILDER'S 1ST TIME MENTORING |
|---------------------|---|--|---|--|
| | MODEL | ENGAGE | | EMPOWER |
| <i>you</i> | <ul style="list-style-type: none"> • Edify your leader • Mentor using Success Check-In • Strategize using Rank Planner | <ul style="list-style-type: none"> • Edify your leader • Strategize using Rank Planner | <ul style="list-style-type: none"> • Edify your leader • Support in strategizing | <ul style="list-style-type: none"> • Share your Why • Edify your leader and their builder • Support as needed |
| <i>your builder</i> | <ul style="list-style-type: none"> • Edify you as a mentor • Share their Why & Goals/Vision | <ul style="list-style-type: none"> • Edify you as a mentor • Share their Why & Goals/Vision • Mentor using Success Check-In | <ul style="list-style-type: none"> • Edify you as a mentor • Share their Why & Goals/Vision • Mentor using Success Check-In • Strategize using Rank Planner | <ul style="list-style-type: none"> • Edify their leader and you • Mentor using Success Check-In • Strategize using Rank Planner |

Below is a sample schedule to support maximizing time, energy and resources. Use it for ideas and set each trip up for success by using the *Trip Planner* (on next page).

Make the most of meal times by using them as a time to connect with your leaders and their customers, contacts, and builders. Some great ideas are taking leaders out or inviting them to go with you or doing a potluck as a team. Find more detail on all of these in the following pages.

SAMPLE SCHEDULE

DAY 1 *Thursday*

Fly in, aiming to arrive early afternoon

- 3:00pm** **APPOINTMENTS** (30 min. solo or 60 min. group)
- Power Mentoring
 - Lifestyle Overviews
 - One-on-One's
- 5:00pm** **DINNER**
- 6:30pm** **SAMPLING PARTY**
- 7:00pm** **INTRO CLASS** (45 min. + 15 min. for closing)
- 8:30pm** **OPPORTUNITY CLASS** (30 min.)

This schedule is packed full of options. Keep it simple and do what best serves your team. Identify where you can bring the most value and eliminate the rest.

DAY 2 *Friday*

- 10:00am** **APPOINTMENTS** (30-60 min. each)
- 12:00pm** **LUNCH**
- 1:30pm** **APPOINTMENTS** (30-60 min. each)
- 5:00pm** **DINNER** Suggestion: Take leaders out or invite them to go to lunch with you or potluck at someone's home
- 6:30pm** **SAMPLING PARTY**
- 7:00pm** **INTRO CLASS** (45 min. + 15 min. for closing)
- 8:15pm** **OPPORTUNITY CLASS** (30 min.)

DAY 3 *Saturday*

- 9:00am** **LAUNCH TRAINING*** (60-180 min.)
- 11:30am** **PLANNING SESSION** (30-60 min.)
- Make a plan with team for the next month's classes and training, using the Trip Planner if you are returning the following month. Identify each leader and/or builders role in the upcoming events
 - Assist leader to plan key follow-up and other vital actions, as well as promoting your next trip

Afternoon flight home

**Download the Launch Training Planner at sharesuccess.com/library*

Set your Diamond Club trips up for success by mapping out overall intentions, goals and connections desired.

| | |
|--|--|
| Intention: | |
| Key Leader: | Key Leader: |
| Their Key Builders: | Their Key Builders: |
| Their Key Customers: | Their Key Customers: |
| Their Key Contacts to Connect with: | Their Key Contacts to Connect with: |

| | TARGET + | ACHIEVED |
|---|----------|----------|
| Enrollments | | |
| Enrolled in LRP | | |
| New Enrollees who booked classes | | |
| New Enrollees committed to building <i>(1st steps in Build Guide)</i> | | |
| Builders Launched | | |
| Builders Trained (Launch Training) | | |

To grow more, celebrate progress and achievement!

Travel logistics / notes: _____

Flight info _____
 Rental car _____

Hotel _____
 Uber _____

Builder's home _____
 Builder pickup _____

DATE _____

5am _____

● _____
6am _____

● _____
7am _____

● _____
8am _____

● _____
9am _____

● _____
10am _____

● _____
11am _____

● _____
12pm _____

● _____
1pm _____

● _____
2pm _____

● _____
3pm _____

● _____
4pm _____

● _____
5pm _____

● _____
6pm _____

● _____
7pm _____

● _____
8pm _____

● _____
9pm _____

● _____
10pm _____

● _____
11pm _____

● _____

TODAY'S INTENTION:

INTRO CLASS

Topic: _____

Intro & Edify: _____

Beginning: _____

Share oil experience: _____

Middle: _____

Close: _____

OPPORTUNITY CLASS

Intro: _____

Build: _____

ONE-ON-ONES

LIFESTYLE OVERVIEW(S)

POWER MENTORING

BUSINESS OVERVIEWS

* Remember to nourish yourself, plan connecting or break times over meals, and travel time.

Gauge the needs of each area to know when to draw on these different experiences to meet different needs.

AROMATOUCH MASSAGE

- Giving an AromaTouch massage is a great way to add more value to your Diamond Club trips. Consider including AromaTouch as a part of the Wellness Overview, adding it as an additional incentive for enrollment, or even giving an AromaTouch to your leaders in appreciation for their efforts and support.

AROMATOUCH TRAINING

- If you are a certified AromaTouch Instructor, you can add additional value and even create additional income by holding a training when it supports.

CUSTOMER APPRECIATION NIGHT

- Invite everyone in the area who has ever purchased to attend.
- Offer free:
 - Refreshments made with oils
 - “Make and Takes”
 - 10 minute Wellness Consults
 - Body scans
- At the event, invite all to attend an upcoming class.

GROUP MENTORING AT MONTHLY TRAINING

- Divide the attendees into groups based on their dōTERRA goals (eg. Earning Rank, Product for Free, Supplementing Income, or Multiplying & Replacing Income).
- Invite each attendee to share their top block, having the group offer ideas and insights on how to break through.
- Give attendees 5 minutes to look through the Leadership Magazine (Print/online) and find something that inspires them to share with the group.

GROUP POWER MENTORING

- Invite all interested leaders to bring a completed Rank Planner and Power Mentoring form.
- Look at common blocks and support with strategy ideas and training.

SAMPLING PARTY

Can be used to customize into classes and offering 30 minutes before or after the class.

Share oil experiences in a fun, casual environment.

Oil experiences can include:

- Spa (make bath salts/sugar scrub).
- Cooking (simple treats made healthier and tastier).
- Wellness support (make roll-on bottles for calming/immune support).
- Laundry (make laundry detergent)
- Weight loss (Trim Shake tasting, green smoothies, Slim & Sassy).
- AromaTouch hand/foot massages, body scans, etc.

SPEED PRODUCT TRAINING

- Allow attendees to select from different stations/tables where they can attend a 10 min. class based around the same theme (e.g. emotional healing, cold & flu season, etc.).
- Set a timer to have everyone change stations/tables every 10 minutes so each attendee can experience a wide range of powerful topics and implementation.

Map out below when and where your travel/classes will be during Diamond Club, as well as any classes or trainings that will happen after in June.

| | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE |
|-----------|----------------------|--------------------|----------------------|----------|-----------------|-----------------|
| Sunday | | | | 1 Easter | | |
| Monday | 1 New Year's Day | | | 2 | | |
| Tuesday | 2 | | | 3 | 1 | |
| Wednesday | 3 | | | 4 | 2 | |
| Thursday | 4 | 1 | 1 | 5 | 3 | |
| Friday | 5 | 2 | 2 | 6 | 4 | 1 |
| Saturday | 6 | 3 | 3 | 7 | 5 | 2 |
| Sunday | 7 | 4 | 4 | 8 | 6 | 3 |
| Monday | 8 | 5 Incentive Trip | 5 | 9 | 7 | 4 |
| Tuesday | 9 Blue & Pres Summit | 6 | 6 | 10 | 8 | 5 |
| Wednesday | 10 | 7 | 7 | 11 | 9 | 6 |
| Thursday | 11 | 8 | 8 | 12 | 10 | 7 |
| Friday | 12 | 9 | 9 | 13 | 11 | 8 |
| Saturday | 13 | 10 | 10 | 14 | 12 | 9 |
| Sunday | 14 | 11 | 11 | 15 | 13 Mother's Day | 10 |
| Monday | 15 | 12 | 12 | 16 | 14 | 11 |
| Tuesday | 16 | 13 | 13 Leadership - East | 17 | 15 | 12 |
| Wednesday | 17 | 14 Valentine's Day | 14 | 18 | 16 | 13 |
| Thursday | 18 | 15 | 15 | 19 | 17 | 14 |
| Friday | 19 | 16 | 16 | 20 | 18 | 15 |
| Saturday | 20 | 17 | 17 | 21 | 19 | 16 |
| Sunday | 21 | 18 | 18 | 22 | 20 | 17 Father's Day |
| Monday | 22 | 19 President's Day | 19 | 23 | 21 | 18 |
| Tuesday | 23 | 20 | 20 | 24 | 22 | 19 |
| Wednesday | 24 | 21 | 21 | 25 | 23 | 20 |
| Thursday | 25 | 22 | 22 | 26 | 24 | 21 |
| Friday | 26 | 23 | 23 | 27 | 25 | 22 |
| Saturday | 27 | 24 | 24 | 28 | 26 | 23 |
| Sunday | 28 | 25 | 25 | 29 | 27 | 24 |
| Monday | 29 | 26 | 26 | 30 | 28 Memorial Day | 25 |
| Tuesday | 30 | 27 | 27 Leadership - West | | 29 | 26 |
| Wednesday | 31 | 28 | 28 | | 30 | 27 |
| Thursday | | | 29 | | 31 | 28 |
| Friday | | | 30 | | | 29 |
| Saturday | | | 31 | | | 30 |



