

Where will your new enrolment live?

The placement rules were relaxed on 1 July 2026. This guide brings it all together: the new rules, the three questions to ask before you place, and how you turn a customer into a sharer.

The new rules · **frontline flexibility**

- Every new enrolment lands **on your frontline automatically**.
- As long as that person has **no downline of their own**, you can request **one sponsor change** whenever you like. No deadline.
- If your new member **does get a downline** (an enrolment of their own, or someone placed underneath them from above), you have **until the 10th of the following month**.
- Do nothing and they simply stay on your frontline. That works too.
- It is **one change**, not a sliding puzzle. Use it deliberately.

Use the time · **this is what the new rule gives you**

You used to decide on the day of the enrolment; now you can first see who you have in the house. Take your new customer along in the team for a few weeks: let them come to a workshop, suggest they host one themselves, see whether a builder wakes up. Only **then** do you decide where they live.

Worth knowing · **the special cases**

- **Upgrade Move:** a Wholesale Customer who upgrades to Wellness Advocate and personally enrolls someone with 100+ PV may be moved once more (request by the 10th of the month after that first downline of their own). Not again after that.
- **Reactivated member** (12+ months inactive, no downline): appears in the Sponsor Changes tool and follows the same logic as a new enrolment.
- **3 month Elite Move** (Platinum and above): if your new member reaches **Elite** (3,000 OV) within 3 months, the original enroller may place them, downline and all, anywhere in the organisation. Conditions: at least 1,500 PV from their own enrolments that month, at least five people in their downline, and the form within two weeks of the first Elite payout.

Three questions

1 Who is it?

Customer or builder? Take a look first. Since 1 July you have time: without a downline there is no deadline for your placement.

2 Who will look after them?

Place them under an active leader you support. Then your customer doesn't just live there, they are cared for as well. The enrolment stays in your name, and from that moment that customer belongs to their team; a leader who understands that is a leader who rings their customers.

3 Where do they join in?

Pick a place with team flow. A kitchen table workshop to sit down at does more for your customer than a leg that only works on paper.



Where will they live? Since 1 July you can take your time over that, and meanwhile you simply introduce your new customer to the team.

Grōw

THE THREE ROLES

Customer, sharer or builder?

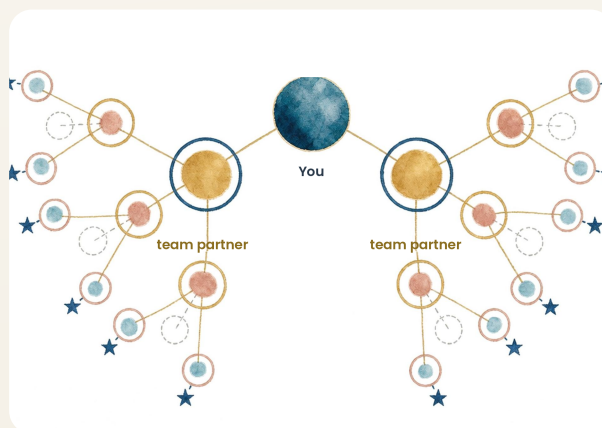
Not everyone wants the same thing, and the plan has started rewarding them differently too. Knowing the three roles makes you place better.

- **The customer** enjoys the oils and orders for themselves. Perfectly fine; look after them and let them experience something now and then.
- **The sharer** passes it on to someone every so often and enrolls them, without wanting to build steadily.
- **The builder** builds a team on purpose, rank by rank. (That is who Grōw was written for.)

What changed · and why sharers place cleverly

In the new compensation plan the unilevel bonus on your first line has gone. Your first line is rewarded through Power of 3 and Fast Start; unilevel starts from the second line. So a long row of enrolments next to each other on your own frontline no longer earns you anything extra.

For sharers that is good news, because the answer is simple: find two or three people who want to share **as well**, and put your next enrolments **underneath them**. That way the structure works for you, and more importantly your people land in a team where they are looked after. A sharer doesn't need to think much further than that.



You in the middle, two team partners, and the ★ stars as the places where your enrolments live.

AND DON'T FORGET THE DATE

Fast Start counts for 60 days. Move the LRP date forward a few days right at the enrolment: two monthly orders then land inside that window instead of one, so three Fast Start payments instead of two. It counts on every order in those 60 days, so your support weighs as much as the date.

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FROM CUSTOMER TO SHARER

How sharing becomes the natural thing

Not every customer wants to build, and they don't have to. But almost every happy customer likes passing something on. Here is how you get that going.



Sharing starts at the coffee table.

- 1 Start with the love story.** Ask which product they would not want to be without, and why. Anyone telling that story is already sharing; it only has to happen out loud.
- 2 Ask the giving question.** “Who would you love this for?” works better than “do you know anyone who might want this?”. Sharing starts with wanting it for someone.
- 3 Let them host.** They invite a few friends to their own kitchen table and you or the leader tells the story. That way they experience sharing without it being called selling, and thanks to the new rules it can happen before you have placed them for good.
- 4 Leave the first enrolment with them.** If a yes comes out of such an evening, let your customer do that enrolment themselves, with you beside them. One enrolment of their own changes how someone looks at this craft.
- 5 Recognise the moment.** Anyone who starts asking “so how does this actually work for you?” is ready for a real conversation. Invite them for tea. No pitch, just your story.



from **Tanja Thielen** · author of Grōw
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