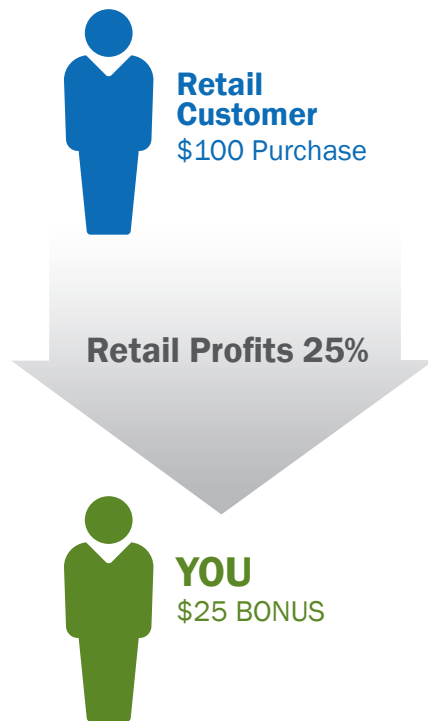


### Retail Profit (Paid Monthly)

Wellness Advocates earn 25 percent profit on purchases made by their Retail Customers.

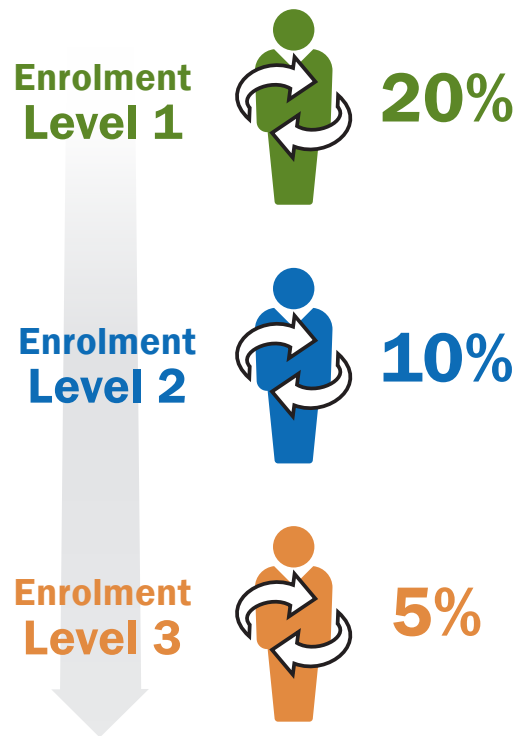


### Preferred Member Sponsor Bonus

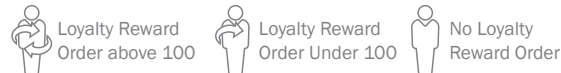
Wellness Advocates earn up to 15 percent on the PV from purchases made by preferred members.

### Fast Start Bonus (Paid Weekly)

Paid on a new enrollee's PV for their first 60 days. Each enrollee must have a 100 PV Loyalty Rewards order to participate.

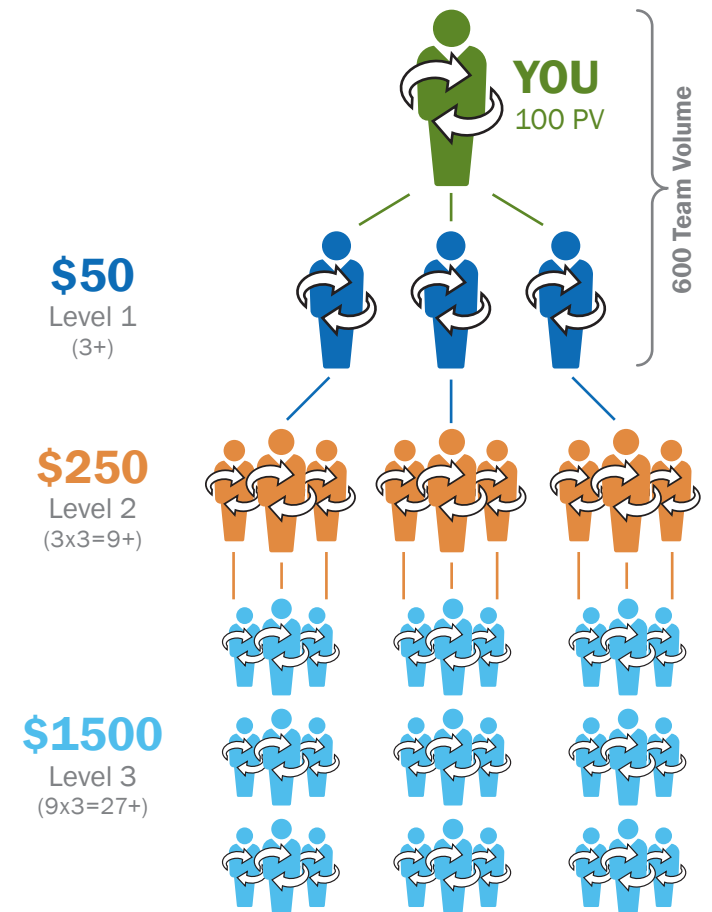


### Loyalty Rewards Key



### Power of 3™ Bonus (Paid Monthly)

See the Power of 3 details page for a complete description of rules and requirements.



\* Must be qualifying as a Wellness Advocate to receive these bonuses.

# dōTERRA<sup>®</sup> Compensation Plan: Residual Earnings

## Unilevel Organisational Bonus (paid monthly on compressed organisational volume)

Paid as Title	Wellness Advocate	Manager	Director	Executive	Elite	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond	
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100	
Monthly OV	*	500	1,000	2,000	3,000	5,000	*	*	*	*	*	*	
Qualified Legs*	*	*	*	*	*	2	3	3	3	4	5	6	
Leg Requirements	*	*	*	*	*	Executive	Elite	Premier	Silver	Silver	Gold	Platinum	
Level 1	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	
Level 2		<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	
Level 3			<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	
Level 4				<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	
Level 5					<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	
Level 6						<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	
Level 7							<b>7%</b>	<b>7%</b>	<b>7%</b>	<b>7%</b>	<b>7%</b>	<b>7%</b>	
Dynamic Compression													
<b>3% Infinity Performance Pools</b> (paid monthly on total company volume)							<b>Leadership Performance Pool</b>			<b>Diamond Performance Pool</b>			
							# of shares	1	5	10	1	2	3
Performance Pool Shares: Earn additional shares for each new personally enrolled Elite (Leadership Performance Pool) or Premier (Diamond Performance Pool)†								1+	1+	1+	1+	1+	1+
								<b>2%</b>			<b>1%</b>		
<b>3% Diamond Pools</b> (paid monthly on total company volume)										<b>Diamond Pool</b>	<b>Blue Diamond Pool</b>	<b>Presidential Diamond Pool</b>	
Blue Diamond & Diamond Rank Shares: Earn additional shares for each new personally enrolled Premier†										# of shares	3	3	3
Presidential Diamond Rank Shares: Earn additional shares for each new personally enrolled Silver†											1+	1+	1+
*Legs must be personally enrolled. † Must be first-time qualifiers, unlimited shares. See company policies for details.										<b>1%</b>	<b>1%</b>	<b>1%</b>	