



BUILD

A dōTERRA® Business



Are You Ready to Build Your Dreams?

There was a woman who hauled buckets of water for a living. Every day, she hauled water from the nearest source to her distant village. If she needed more money, she'd simply work longer hours and haul more buckets.

After many years, she grew weary of hauling buckets. Then inspiration came. If she used her spare time to build a pipeline, she could eventually create a new kind of financial goal and be free from hauling buckets. She labored diligently for a few years to build her pipeline.

The day she turned on the spigot, everything changed. She successfully created an unlimited supply of water, improved her villagers' lifestyles, and contributed to her own financial future.

Today this woman is working toward her dreams.

Where Are You?

Hauling Buckets

- Trading hours for dollars.
- Fighting limits on advancement and earnings.
- Scrambling for free time.
- Building others' dreams.

Or

Building a Pipeline

- Earning commissions with team effort.
- Potential additional income.
- Choose your schedule.
- Building your dreams.



The Value of Creating Cash Flow

The dilemma many people face is spending their lives trading hours for dollars, making little progress toward a secure financial future. The solution is to build a business that provides a cash flow that can help you as you reach for those goals. With dōTERRA, learn how to enjoy more control over your time, energy, and finances.

“The networking model, in conjunction with a high quality product or service, presents an unparalleled opportunity for people to thrive.”



Bob Burg, *Wall Street Journal* and *BusinessWeek* Bestseller

What would make the biggest impact on your life?

- Create more time to pursue your passions.
- Find fulfillment in being your own boss.
- Develop talents and grow interests.
- Progress toward financial goals.
- Spend time with loved ones.
- Fight burnout.
- Earn additional income.
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Why Partner with dōTERRA?

Impressive 65% customer retention! That means, 65% of customers will order again after initial enrollment.

65%

The Product

Most Tested, Most Trusted

dōTERRA was founded in 2008 with the mission to bring the highest-quality essential oils to the world. The essential oil industry didn't have standards to ensure purity, so dōTERRA created its own. Enjoy peace of mind with our CPTG Certified Pure Tested Grade® quality and purity standard that ensures you receive the purest essential oils on the planet.

- Exclusive and unrivaled products
- No fillers or adulterations
- Rigorous in-house and third-party testing
- Product lines address a variety of wellness areas



Learn more about the
dōTERRA quality standard

The Company

Proven and Expanding

dōTERRA is the largest essential oil company in the world, according to Verify Markets. We've become a \$2 billion company in just 14 years.

- Part of the \$4.2 trillion wellness market
- Millions of customers and Wellness Advocates
- More than 28 international markets
- Sales in 110 countries
- Essential oils sourced in more than 45 countries
- Executive team of innovators, who have over 150 years of combined industry experience



Learn more about the Founding Executives,
their expertise, and the genesis of dōTERRA





The Impact

Source Ethically, Serve Earnestly

Cō-Impact Sourcing®




dōTERRA pays growers fairly and preserves agricultural knowledge through Cō-Impact Sourcing initiatives. Each purchase improves the lives of growers and their communities in developing nations worldwide.

dōTERRA is driven by:

-  **Generating Jobs**
-  **Fair On-Time Payments**
-  **Environmental Stewardship**
-  **Sustaining Longterm Partnerships**

dōTERRA Healing Hands®

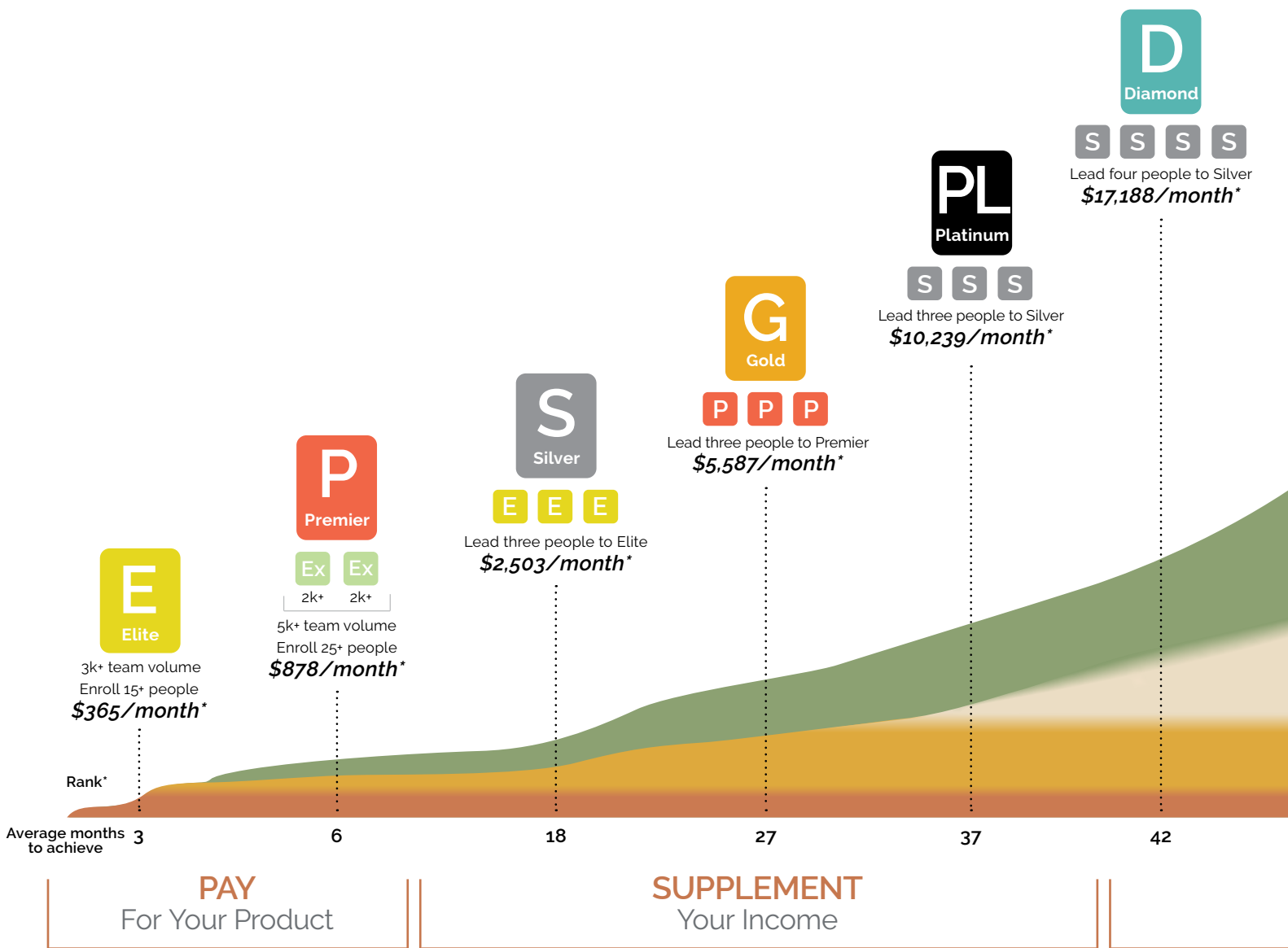
dōTERRA Healing Hands Foundation®, a United States charitable organization, empowers people worldwide to be healthy, safe, and self-reliant. Support a cause you're passionate about through the following initiatives:

-  **Hope Action Plan**
-  **The Match Program**
-  **Sourcing Community Development**

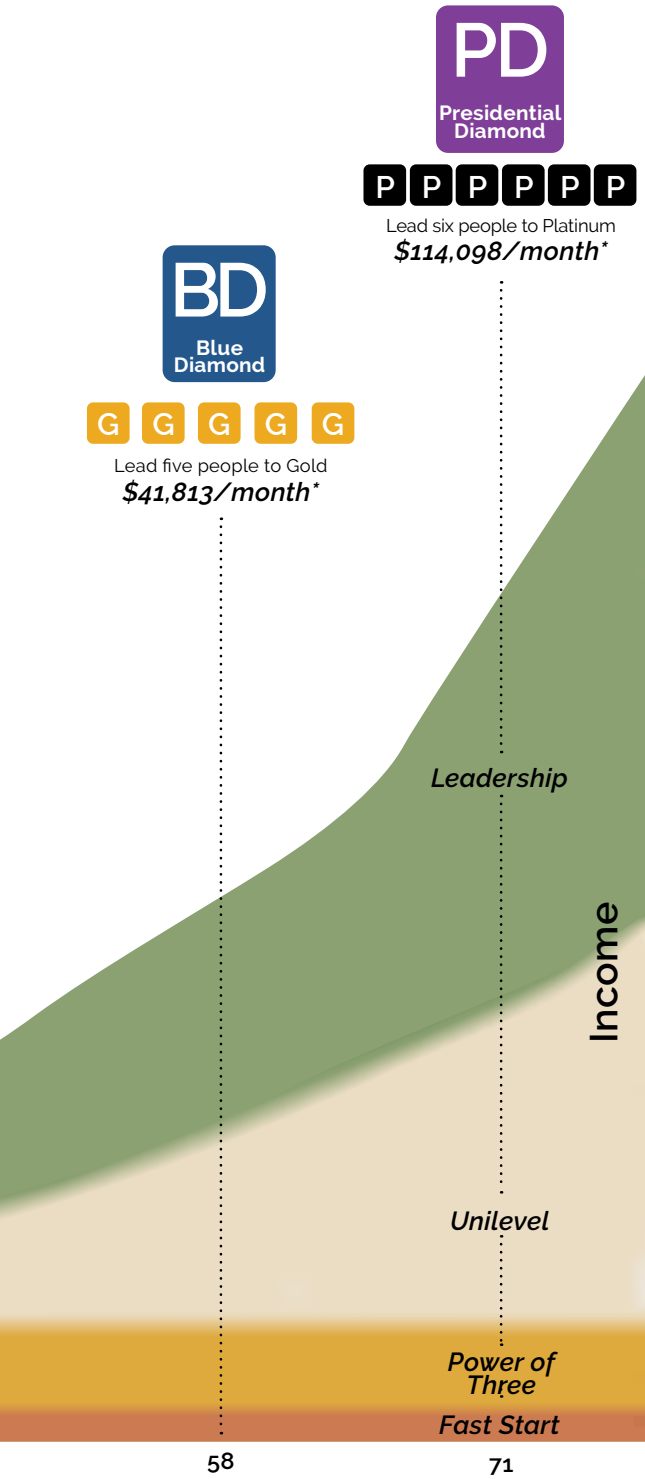


Learn about the dōTERRA goal to improve the lives of 10 million by 2030

Discover the Possibilities



*Graph does not show ranks below Elite and does not reflect percent of distributors in each rank. Numbers are 2023 annual averages. Results not typical. Personal earnings, including first-time rank earnings, may be significantly less. The typical Wellness Advocate in 2023 earned an average of \$15,60, excluding retail profits.



REPLACE
Your Income

COMPENSATION PLAN[†]

LEADERSHIP BONUS

Paid monthly to reward leadership: 7.25 percent of global volume divided among leadership ranks.

| | | |
|---|---|--|
| 1.25% Premier, Silver, and Gold | 2% Silver, Gold, and Platinum | 1% Diamond, Blue, and Presidential |
| 1% Diamonds | 1% Blue Diamonds | 1% Presidential Diamonds |

UNILEVEL BONUS

Paid monthly on Team Volume outside the Fast Start bonus window (member's first 60 days). The following is an illustration of a possible organization.[†]

Get paid seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past non-qualifying members.

| Level | Percentage | Number of people | Income based on 150 PV orders | Notes |
|---------|------------|------------------|-------------------------------|--|
| Level 1 | 2% | 3 | \$12 | |
| Level 2 | 3% | 9 | \$56 | |
| Level 3 | 5% | 27 | \$278 | |
| Level 4 | 5% | 81 | \$835 | |
| Level 5 | 6% | 243 | \$3,006 | Elites are paid to this level |
| Level 6 | 6% | 729 | \$9,143 | Premiers are paid to this level |
| Level 7 | 7% | 2187 | \$31,569 | Silvers and above are paid to this level |

Levels in your organization Percentage paid on monthly volume Number of people Income based on 150 PV orders [†]Results not typical.

POWER OF THREE SALES BONUS

Paid monthly based on structure. Each team needs 600 TV to receive this sponsor bonus.

FAST START BONUS

Paid weekly on new enrollee volume for their first 60 days. Each enroller must maintain 100 PV in their LRP template and place a 100 PV monthly loyalty order.

[†] See compensation plan for complete details

Partner with dōTERRA

and get where you want to be.

How much time can you commit?

ESTIMATED TIME NEEDED

Pay for Your Product



FINANCIAL GOALS

\$139-\$878/month*
Executive—Premier Income Goal

RANK GOALS



Executive in
1-2 months



Elite in
2-3 months



Premier in
6+ months



Personally enroll a few customers a month.

Supplement Your Income



\$878-\$5,587/month*
Premier—Gold Income Goal



Premier in
6+ months



Gold in
1-2 years



Enroll at least four customers and one builder monthly.

Strengthen Your Income



\$5,587-\$17,188/month*
Gold—Diamond Income Goal




Gold in
6-9 months



Diamond in
1-3 years



Enroll at least eight customers and two builders monthly.

A photograph of two women sitting on a light-colored sofa in a bright, sunlit room. The woman on the left has dark curly hair and is wearing a blue short-sleeved top. The woman on the right has long blonde hair and is wearing a light grey cardigan. They are both smiling and looking at a book held by the woman on the right. Large windows in the background show a view of green trees and a bright sky. The overall mood is warm and positive.

“Success is the sum of small efforts,
repeated day in and day out.”

Robert Collier

Success Is Simple

Focus your actions to create lasting results.

With dōTERRA, you have the opportunity to create and live the life you desire by changing the lives of others. As you build a financial pipeline you increase the possibilities to live and give more.

Engage in these pipeline-building activities (PIPES) to grow your business. The more you put into your pipeline, the more you'll get out. For greater results, *turn up the flow!*

P I P E S

Prepare >

Use your products and prepare your Names List.

Invite >

Invite people to sample and learn more.

Present >

Present the dōTERRA wellness message and financial opportunity.

Enroll >

Enroll new customers and builders.

Support

Support your customers and builders, encouraging their success.



The *Business Building Guide* contains step-by-step information about how to launch and sustain a successful business with PIPES.



Your Next Steps

dōTERRA provides training and proven principles to help you grow your business and bless the lives of others.

Complete the following steps:

Sign up as a Wellness Advocate: 



Start making your Names List: 



Schedule launch strategy session with your upline mentor.

Business Support and Resources

LIVE Guide



Live the dōTERRA lifestyle.

Change Your Life
Conduct a Wellness Consult and maximize your wholesale membership benefits.



SHARE Guide



Share with those you love.

Change Others' Lives
Host a dōTERRA class to be of service to your friends and family.



Teach a Class with Nature's Solutions:



Together, we are rapidly sharing
hope and wellness through
dōTERRA's worldwide movement.

dōTERRA[®]
pursue what's pure[®]

