



## Frequently Asked Questions - NAL Founders Club

### 1. What are the requirements for me to be able to be recognized as a founder besides volume?

In order to pre-qualify you need to be able to hit Gold for 3 consecutive months and fulfill all requirements 10 out of 12 months in a calendar year.

### 2. What do I have to do to receive the bonus?

Fulfill requirements for a minimum of 10 out of 12 months in a calendar year after qualifying for the first time.

### 3. What does “pre-qualification” mean?

It is important to remember that the 3 consecutive months make someone a candidate to be a Founder. Only qualifying for 3 months in a year does not qualify someone as a Founder unless they qualify October, November and December of their qualification year.

### 4. Can I lose my spot as a Founder? Why?

Yes. Here are a few reasons that could cause the loss of a Founder spot.

1. Not meeting all the requirements 10 out of 12 months of a calendar year.
2. If your account is not on good terms with the company.
3. If the policy stated on the letter of intent is not followed.

### 5. Do I have to have 3 brand new legs on my front line?

No. Your qualifying legs for the NAL FC can be under existing legs **as long as they are in separate legs** and hold enrollership of them and they meet all requirements.

### 6. Do my qualifying legs need to speak Spanish and live within NAL market boundaries?

Yes. Qualifying legs need to live within US, Puerto Rico and Canada and be of Latin descent (**excluding Portuguese speakers**). Their Virtual office must also be set to Spanish so speaking the language would also be a requirement.

### 7. If I want to qualify as a NAL FC founder do I need to speak Spanish and live within NAL market boundaries?

No. Your qualifying legs and their teams (volume) must live with NAL market boundaries.

### 8. I have built within market boundaries since I started my business and have only enrolled those of Latino descent. Do I automatically qualify?

No. Only qualifying legs and volume created on or after August 1 counts towards Founders qualification.

### 9. What happens if I enroll someone but forget to enroll them with Spanish as their preferred language?

You must contact [uslatino@doterra.com](mailto:uslatino@doterra.com) as soon as possible so they may do so for you. If you don't do so before all spots are filled, you will lose the opportunity of becoming a Founder.

### 10. Can I enroll qualifying legs under international legs? (Colombia, Ecuador, etc.)

Yes. As long as your qualifying legs meet all requirements specially living within market boundaries, speak Spanish and be of Latino descent, they would qualify.

### 11. How can I keep track of my NAL volume?

We will be adding a tool to your VO that will allow you to keep track of it (Fall 2018).

### 12. Am I allowed to purchase volume to qualify for a Founder spot?

No. The commissions auditing team will be watching everyone's volume to make sure that it remains fair for everyone.