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# BUILD

A dōTERRA™ Business



# Are You Ready for Financial Freedom?

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**There was a man who hauled buckets of water for a living.** Every day, he hauled water from the nearest source to his village miles away. If he wanted to make more money, he would simply work longer hauling buckets.

**After many years, he grew weary of hauling buckets.** Then inspiration came. If he used his spare time to build a pipeline, eventually he could be free from hauling buckets. So he laboured diligently for a few years to build his pipeline.

**The day he turned on the valve, everything changed.** He successfully created an unlimited supply of water and improved lifestyle for the villagers and himself, resulting in an abundant financial pipeline.

## Where Are You?

### Hauling Buckets

- Trading hours for income
- Limit on advancement & earnings
- Limited time freedom
- Building others' dreams

## Or

### Building a Pipeline

- True, additional income
- No limits on advancement & earnings
- Freedom to choose your schedule
- Building your dreams





## Change Lives and Create an Income

Each of us has the opportunity to create and live the life we desire. With dōTERRA you can build a financial pipeline that allows yourself to be free to give.

"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 in your life?

### Earning More

- Debt-free
- Generous Savings Account
- Financial Freedom
- Charitable Giving

### Working Smarter

- Time Freedom
- Building My Dreams
- Self-improvement
- Financial Planning

### Doing What You Love

- Spending Time with Family
- Travel
- Education
- Service

# Why Partner with dōTERRA?

## 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 did not have standards to ensure purity, so dōTERRA developed its own. With our CPTG Certified Pure Tested Grade™ quality and purity standard, you can rest assured you are receiving the purest essential oils on Earth.

- Exclusive and unrivalled products
- No fillers or adulterations
- Rigorous in-house and third party testing
- Natural product lines address a variety of wellness challenges

## The Company

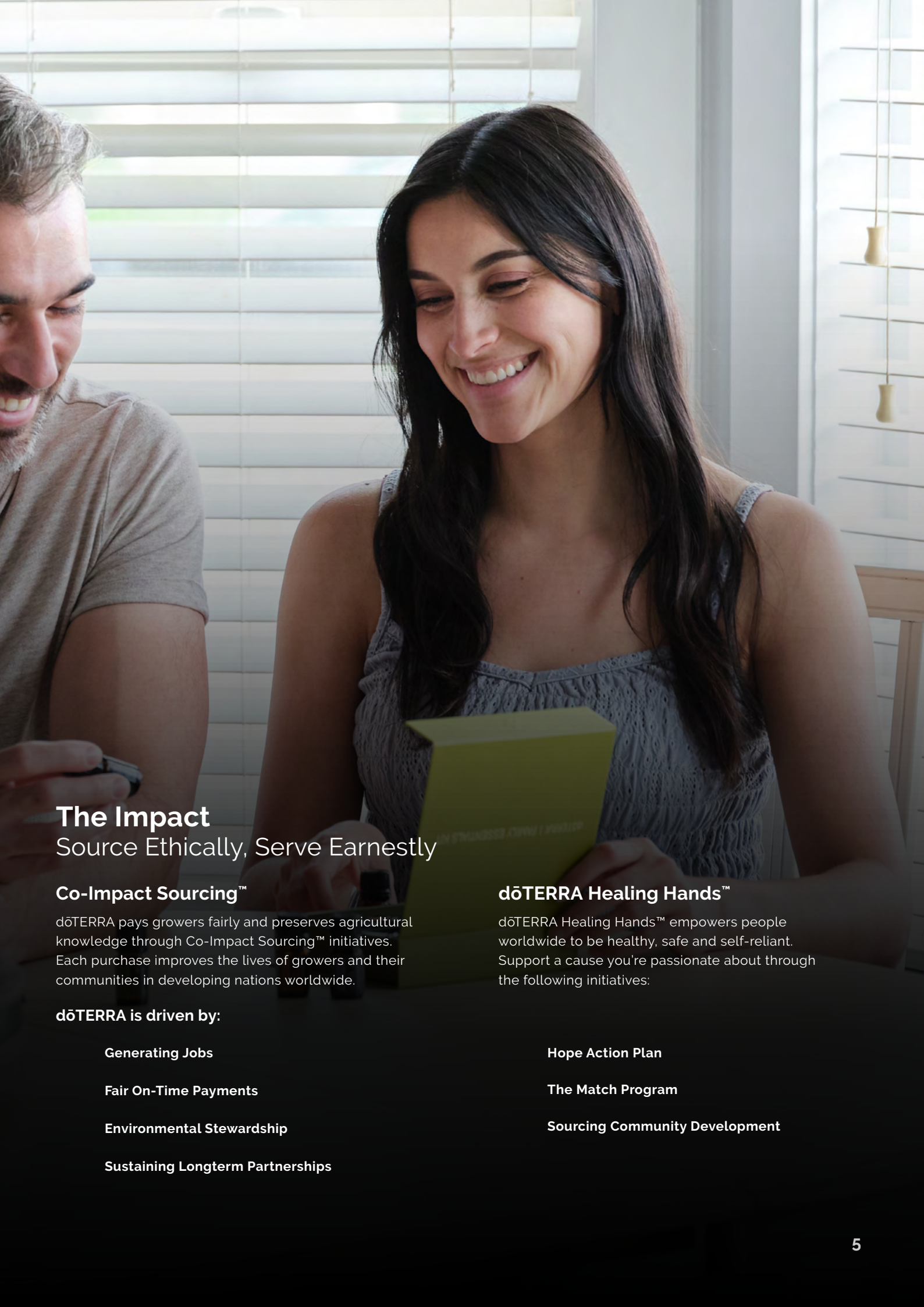
Proven and Expanding

- Largest essential oil company in the world
- More than 28 international markets and sales in 110 countries
- Part of the trillion dollar wellness industry
- Led by a diverse team of business, marketing and healthcare professionals with 150+ years combined industry experience

**The dōTERRA Difference**  
Record Breaking  
Retention

**65%**





## The Impact

Source Ethically, Serve Earnestly

### Co-Impact Sourcing™

dōTERRA pays growers fairly and preserves agricultural knowledge through Co-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™ 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

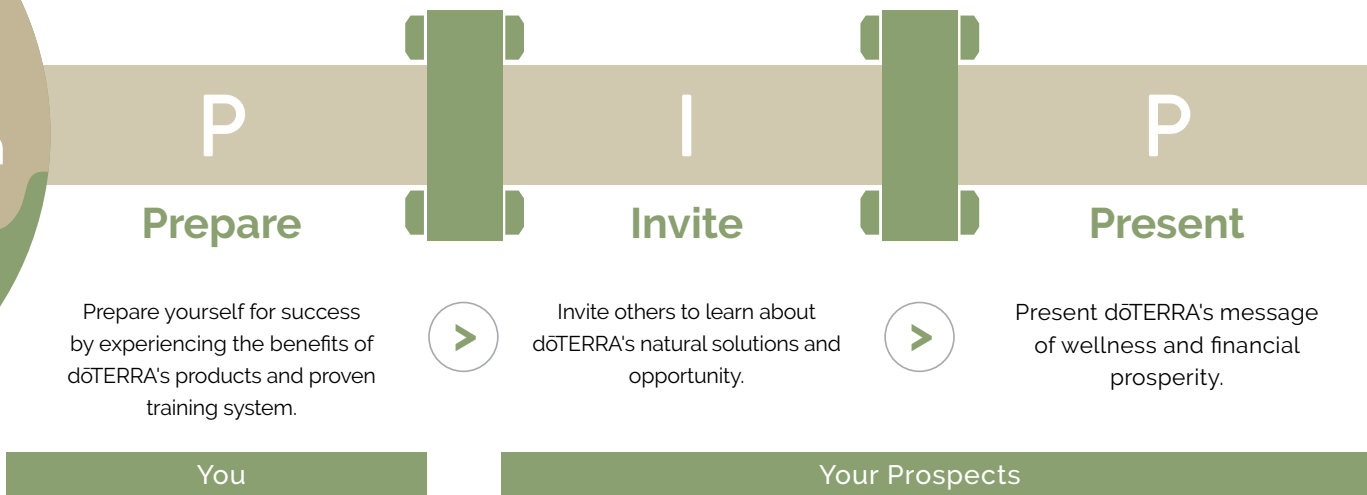
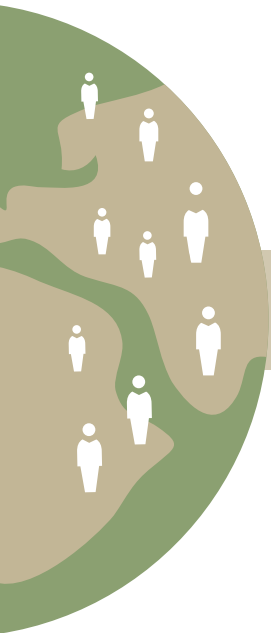
# Success Is Simple

3 Simple Steps to Build your Financial Pipeline.

To change lives, engage in these pipeline-building activities (PIPES). The more you put into your pipeline, the more you receive. For greater results, turn up the flow!



## 1. Use dōTERRA™ Products



Use these tools to support your pipeline-building activities as you naturally share and duplicate.



Live Guide



Share Guide



Build Guide



## 2. Share dōTERRA



## 3. Teach Others

E

Enrol

Enrol & empower others with natural solutions and invite them to change lives.

S

Support

Support your customers and builders to success.

Your Team + Community



Natural Solutions Class Handout



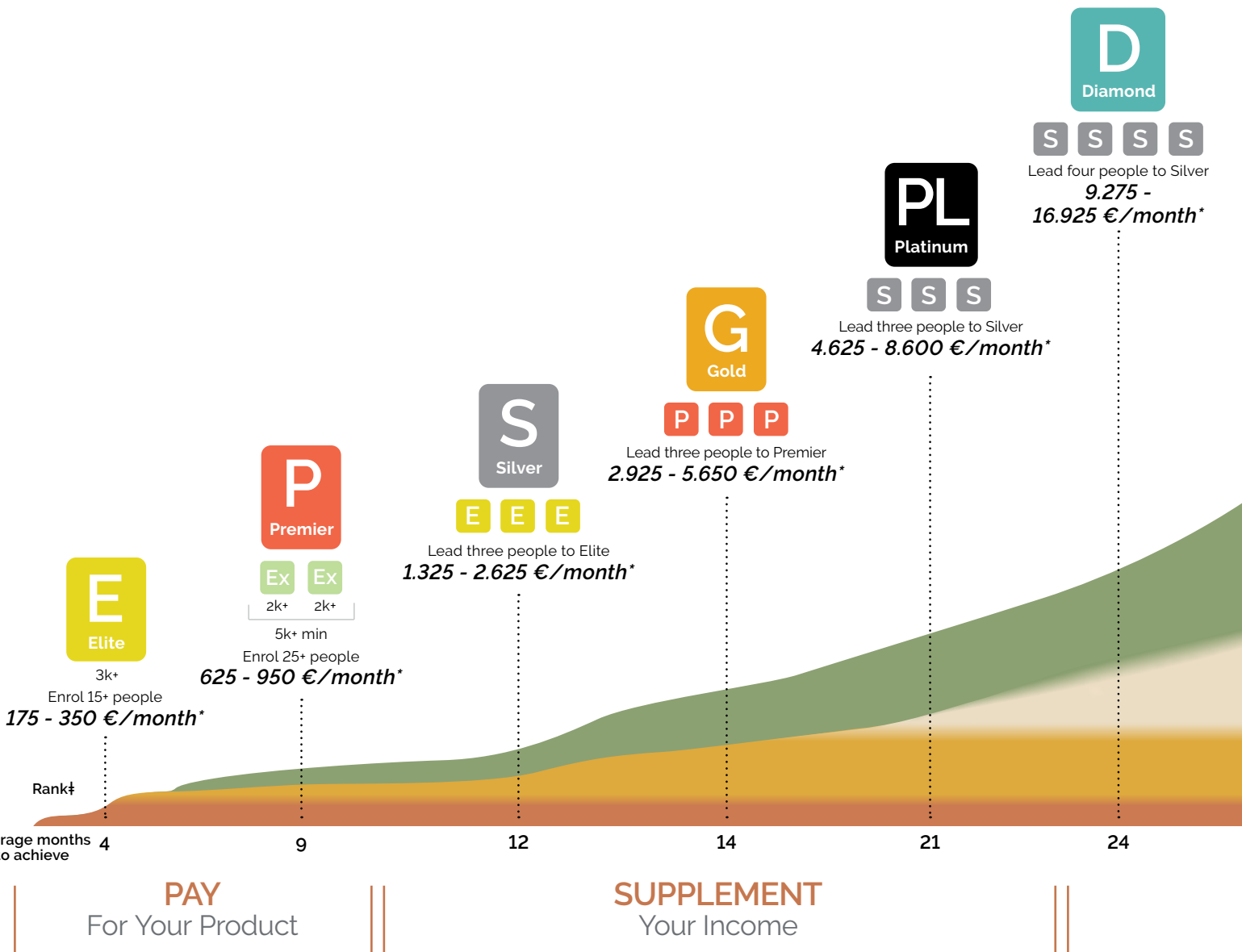
Launch Guide



# Discover the Possibilities

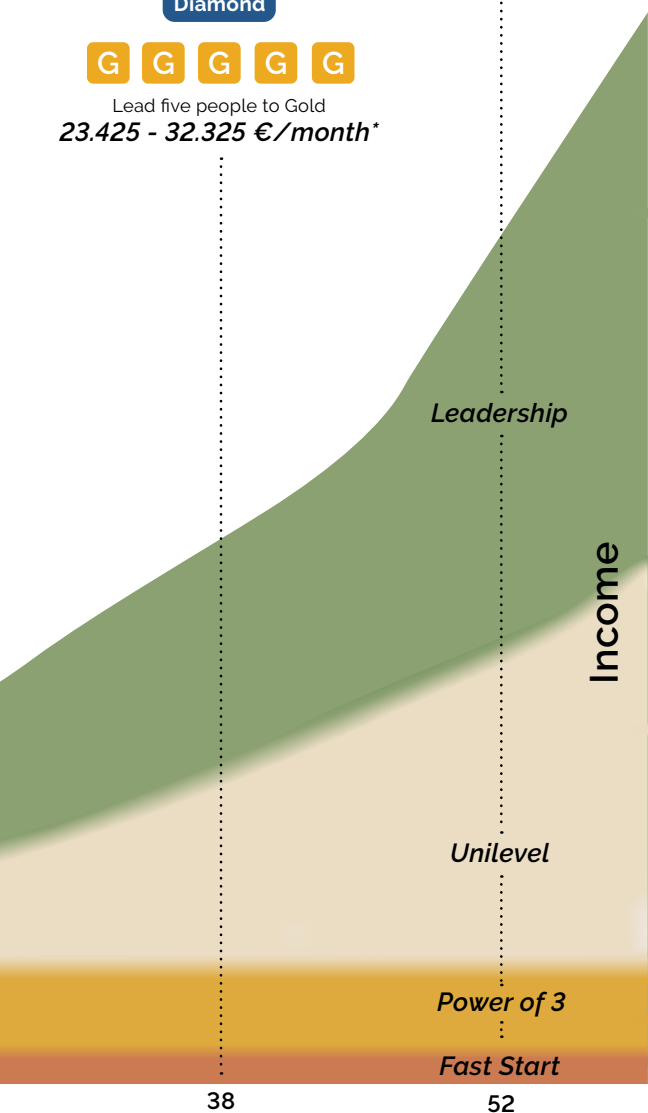
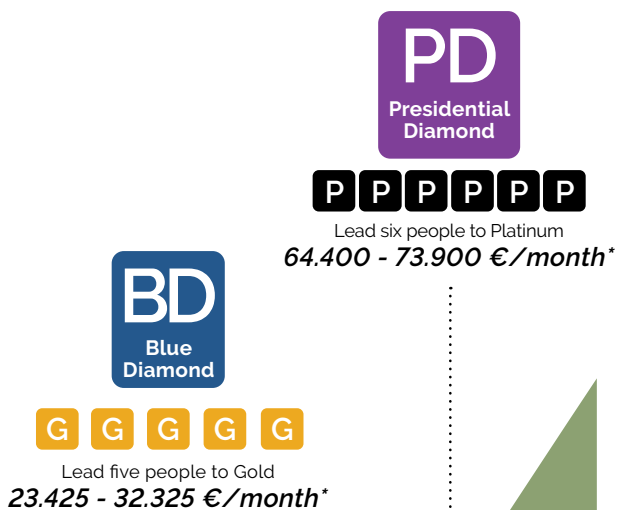
dōTERRA's generous Compensation Plan is a proven method to create a powerful, potential income opportunity, while helping to incentivise synergy and collaboration. For each rank shown below, the range of figures represents the average potential personal earnings.

Please note that these potential figures are not guaranteed and that personal earnings can vary depending on factors such as your time commitment, organisational volume (OV), and the number of people you enrol in your downline.



‡Graph does not illustrate ranks below Elite and does not reflect percentage of Wellness Advocates in each rank. In each potential earnings range, the low figures represent the average earnings paid in the first three (3) months of achieving that rank, while the high figures represent the midpoint of the top quartile of earners at that rank.



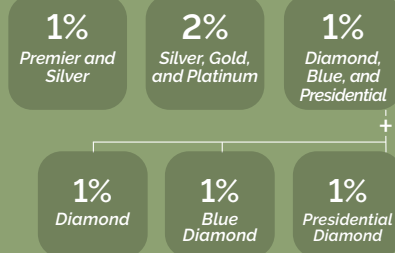


**REPLACE**  
Your Income

## COMPENSATION PLAN†

### LEADERSHIP POOLS

Paid monthly to reward leadership: 7 percent of global company volume divided among leadership ranks.



### UNILEVEL ORGANIZATIONAL BONUS

Paid monthly on Team Volume outside the Fast Start Bonus window (member's first 60 days).

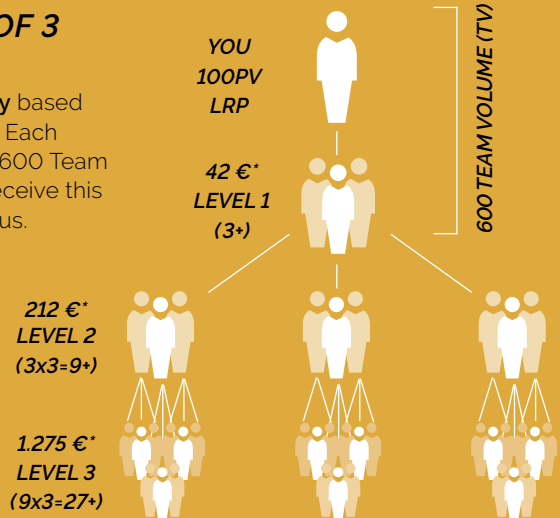
Get paid seven levels deep with higher % on larger lower levels. Dynamically compresses up past non-qualifying members.

| Level   | %  | # of people | Income based on 150 CV** | Notes                                    |
|---------|----|-------------|--------------------------|--|
| Level 1 | 2% | 3           | 9 €*                     |  |
| Level 2 | 3% | 9           | 49 €*                    |  |
| Level 3 | 5% | 27          | 202 €*                   |  |
| Level 4 | 5% | 81          | 607 €*                   |  |
| Level 5 | 6% | 243         | 2,187 €*                 | Elites are paid to this level            |
| Level 6 | 6% | 729         | 6,561 €*                 | Premiers are paid to this level          |
| Level 7 | 7% | 2187        | 22,963 €*                | Silvers and above are paid to this level |

Levels in your organisation    % paid on CV\*\*    # of people    Income based on 150 CV\*\*

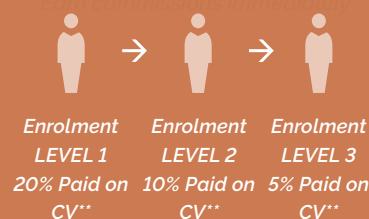
### POWER OF 3 BONUS

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



### FAST START BONUS

Paid on a new enrolee's volume for their first 60 days. Each enroller must place a total of 100 PV in LRP orders during the month, and keep at least 100 PV on their LRP template/Loyalty Order at all times to be able to participate.



†For more details see [media.doterra.com/eu/en/flyers/compensation-plan.pdf](https://media.doterra.com/eu/en/flyers/compensation-plan.pdf)

\*Earnings displayed are based on 2022 annual averages. These potential earnings are not guaranteed and personal earnings may be less or more than shown.

\*\*PV is a product value given to every product. CV is the commissionable volume given to every product.

# Partner with dōTERRA

and get where you want to be.

## Which path is best for you?

NEEDED INVESTMENT\*\*

INCOME GOALS

RANK GOALS

Pay for Your Product



175-950 €/month\*  
Executive—Premier Income Goal

E

Elite in  
2-4 months

P

Premier in  
9 months



Personally enrol a few people a month.

Supplement Your Income



625-5.650 €/month\*  
Premier—Gold Income Goal

E

Elite in  
1-2 months

S

Silver in  
9-12 months

G

Gold in  
1-2 years



Enrol 4+ customers and 1+ builder(s) monthly.

Replace Your Income



2.925-16.925 €/month\*  
Gold—Diamond Income Goal

E

Elite in  
2 months

S

Silver in  
4-6 months

D

Diamond in  
1-3 years



Enrol 8+ customers and 2+ builders monthly.

\*Earnings displayed are based on 2022 annual averages. These potential earnings are not guaranteed and personal earnings may be less or more than shown. See pages 8-9 for more details.

10 \*\*Needed hours per week is an estimate. Actual hours may vary.

All information correct at time of production.



# 3 Steps to Launch Your Business

Begin changing lives by completing the following action steps and building your financial pipeline.

## 1 Live the Wellness Lifestyle



- Experience a *Natural Solutions* presentation & get enrolled
- Get a *Live Guide* and complete the Wellness Consult on page 21
- Use your products by implementing your Daily Wellness Plan

## 2 Share with Others



- Create Your Names List. Scan QR to start\*
- Get a *Share Guide* to learn about successful sharing
- Share a presentation with 3+ people

## 3 Launch Your Business



- Choose your pace. I am Elite rank in:
  - 30 days  
ideal
  - 60 days  
target
  - 90 days  
standard
- Schedule your *Launch Guide Overview*  
  
\_\_\_\_\_ Date \_\_\_\_\_ Time
- Scan QR to learn more\*

\*To access desired language version you need to change the website language. Scroll to bottom right of webpage to find language selector.

All information correct at time of production.



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

**dōTERRA™**  
pursue what's **pure**

Please note that products and information featured in this brochure are subject to change and may vary from what is displayed. Visit [shop.doterra.com](http://shop.doterra.com) for the latest information.

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