

dōTERRA Compensation Plan: Getting Started

Retail Profit (Paid Monthly)

Independent Product Consultants earn 25 percent profit on purchases made by their Retail Customers.

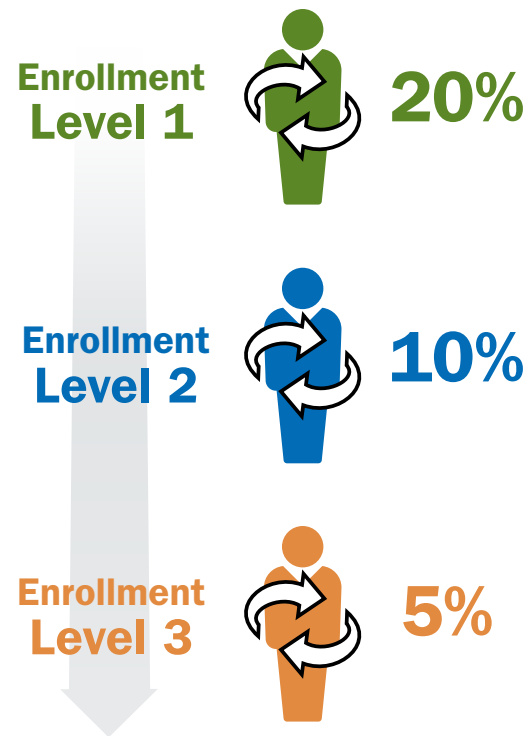


Preferred Member Sponsor Bonus

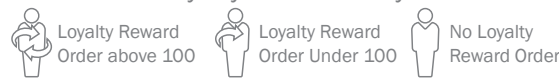
Independent Product Consultants earn up to 25 percent on the volume from purchases made by preferred members.

Fast Start Bonus (Paid Weekly)

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

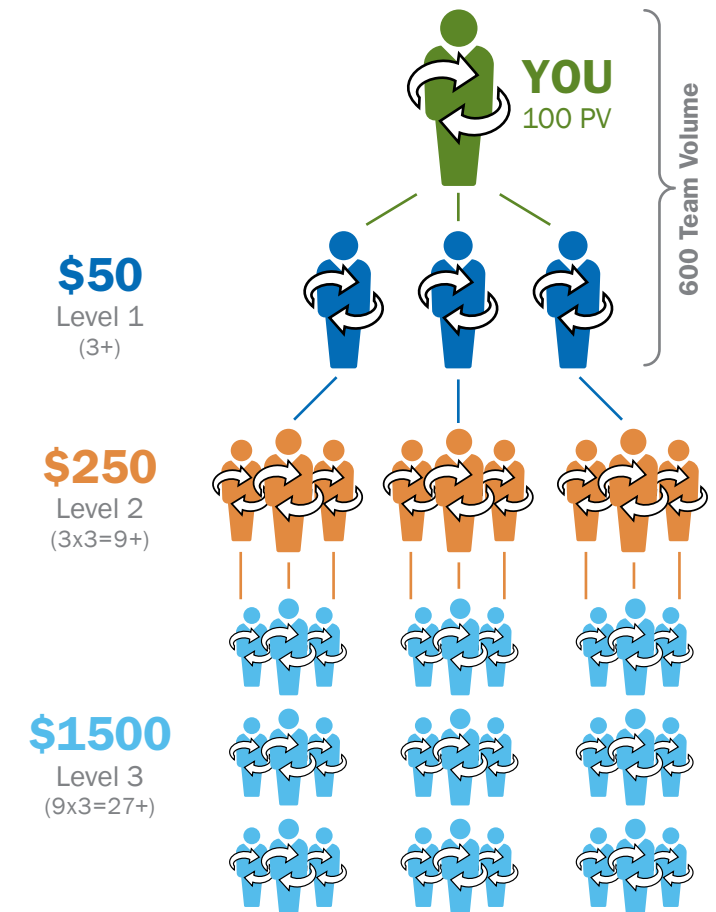


Loyalty Rewards Key



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 consultant to receive these bonuses.

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Unilevel Organizational Bonus (paid monthly on compressed organizational volume)

Paid as Title	Consultant	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	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	
Level 2		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	
Level 3			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
Level 4				5%	5%	5%	5%	5%	5%	5%	5%	5%	
Level 5					6%	6%	6%	6%	6%	6%	6%	6%	
Level 6						6%	6%	6%	6%	6%	6%	6%	
Level 7							7%	7%	7%	7%	7%	7%	
Dynamic Compression													
3% Infinity Performance Pools (paid monthly on total company volume)							Leadership Performance Pool			Diamond Performance Pool			
Performance Pool Shares: Earn additional shares for each new personally enrolled Elite (Leadership Performance Pool) or Premier (Diamond Performance Pool)†							# of shares	1	5	10	1	2	3
								1+	1+	1+	1+	1+	1+
								2%			1%		
3% Diamond Pools (paid monthly on total company volume)										Diamond Pool	Blue Diamond Pool	Presidential Diamond Pool	
Blue Diamond & Diamond Rank Shares: Earn additional shares for each new personally enrolled Premier† Presidential Diamond Rank Shares: Earn additional shares for each new personally enrolled Silver†										# of shares	3	3	3
											1+	1+	1+
*Legs must be personally enrolled. † Must be first-time qualifiers, unlimited shares. See company policies for details.										1%	1%	1%	