

dōTERRA[®] Compensation Plan

奖金制度

Retail Profit (Paid Monthly) 零售利润 (每月支付)

Wellness Advocates can earn about 25 percent of retail price from retailing.
健康倡导者可以用零售价, 从中获得约 25% 的利润。

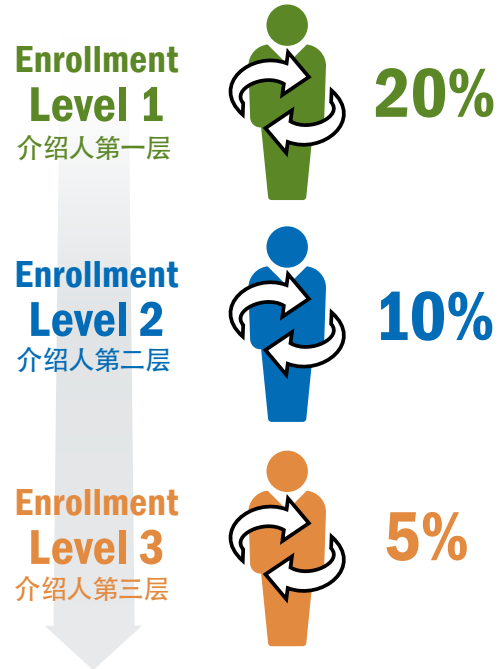


Fast Start Bonus (Paid Weekly) 快速奖金 (每周支付)

The enroller is paid on a new member's PV orders for the new member's first 60 days.
按照新加入的健康倡导者, 加入后的前60天 PV 订单来支付给介绍人。

Note: To qualify for the Fast Start Bonus, each enroller must have at least 100PV Loyalty Rewards Program (LRP) template set up before enrolling new members and fulfill 100PV LRP order.

附注: 要获得快速奖金, 介绍人必须在介绍新会员加入前设定好 100PV 的忠诚顾客奖励计划模版, 及订购 100PV 的忠诚顾客奖励计划订单。

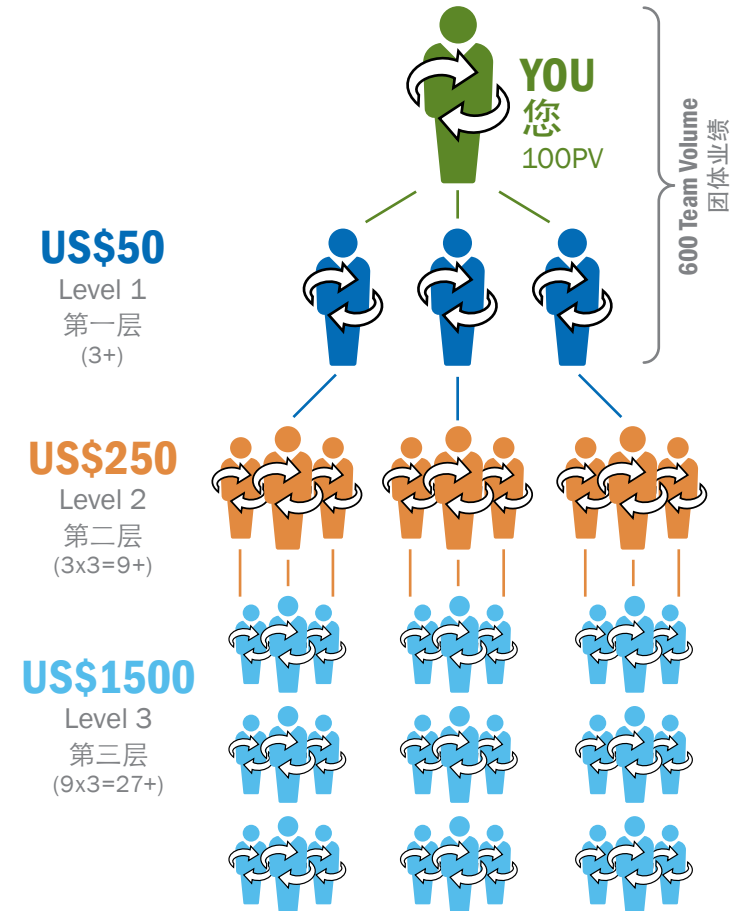


Loyalty Rewards Key 忠诚顾客奖励图例



Power of 3[™] Bonus (Paid Monthly) 三次方的威力团队奖金 (每月支付)

Download Power of 3 Bonus flyer from Malaysia dōTERRA Everyday Tools site to learn more about the rules and requirements.
从 Malaysia dōTERRA Everyday 事业工具网页下载三次方的威力团队奖金制度表以了解更多规则和合格标准。



NOTE: Must be qualifying as a Wellness Advocate to receive these bonuses.
附注: 必须加入成为健康倡导者才能获得这些奖金。

This document may be duplicated for personal business use by dōTERRA Wellness Advocates.
这个文件可以给予多特瑞的健康倡导者影印作个人经营使用。

dōTERRA[®] Compensation Plan: Residual Earnings

奖金制度: 额外收益

Unilevel Organizational Bonus (paid monthly on compressed organizational volume)

太阳系组织奖金 (根据压缩的组织业绩按月支付)

Paid as Title 按阶层给付	Wellness Advocate 顾问	Manager 经理	Director 总监	Executive 执行总监	Elite 菁英	Premier 尊爵	Silver 银级	Gold 黄金	Platinum 白金	Diamond 钻石	Blue Diamond 蓝钻	Presidential Diamond 钻石总裁
Monthly PV 每月的个人业绩	50	100	100	100	100	100	100	100	100	100	100	100
Monthly OV 每月的团体业绩	*	500	1,000	2,000	3,000	5,000	*	*	*	*	*	*
Qualified Legs* 合格下线*	*	*	*	*	*	2	3	3	3	4	5	6
Leg Requirements 下线的	*	*	*	*	*	Executive 执行总监	Elite 菁英	Premier 尊爵	Silver 银级	Silver 银级	Gold 黄金	Platinum 白金
Level 1 层	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Level 2 层		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Level 3 层			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 4 层				5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 5 层					6%	6%	6%	6%	6%	6%	6%	6%
Level 6 层						6%	6%	6%	6%	6%	6%	6%
Level 7 层							7%	7%	7%	7%	7%	7%
Dynamic Compression 强力压缩												
3% Infinity Performance Pools (paid monthly on total company volume) 无限业绩基金的3% (根据公司总营业额按月支付)							Leadership Performance Pool 领袖业绩基金			Diamond Performance Pool 钻石业绩基金		
Performance Pool Shares: Earn additional shares for each new personally enrolled Elite (Leadership Performance Pool) or Premier (Diamond Performance Pool) [†] 阶层业绩份数: 每多一个亲自介绍的菁英(领袖业绩基金)或尊爵(钻石业绩基金)就多一份(必须是第一次合格者,份数不限) [†]						# of shares 份数数量	1	5	10	1	2	3
							1+	1+	1+	1+	1+	1+
						2%			1%			
3% Diamond Pools (paid monthly on total company volume) 领袖基金的3% (根据公司总营业额按月支付)										Diamond Pool 钻石基金	Blue Diamond Pool 蓝钻基金	Presidential Diamond Pool 钻石总裁基金
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 [†] 钻石阶级份数: 每多一位亲自介绍的尊爵(钻石基金、蓝钻基金)或银级(钻石总裁基金)就多一份 [†]									# of shares 份数数量	3	3	3
										1+	1+	1+
*Legs must be personally enrolled. † Must be first-time qualifiers, unlimited shares. See company policies for details. *必须是亲自介绍 †必须是首次晋升该阶层。详情见公司政策手册										1%	1%	1%