

# LEADERSHIP



**New Presidential  
Diamonds - 4**

Gary & Kari Sammons

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Gary & Kari Sammons

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# Congratulations on Reaching Presidential Diamond Gary & Kari Sammons

NEW ALBANY, OHIO, USA



## How do you work together in the business?

**Gary:** I was working as a full-time attorney for an insurance company when Kari started doing dōTERRA. I was very supportive of what she was doing and I helped her on the side while working. I helped take care of the kids and pitched in around the house. I also helped with the business by talking to other husbands and sharing. Two years ago, I left that job to work with Kari and it's been awesome. I love the work. It's

completely outside of my comfort zone, but it's been great to learn from my spouse and from other leaders in dōTERRA.

**Kari:** I'm first and foremost a full-time mom and doing dōTERRA on the side. As our team grew, things started falling through the cracks. I realized I would either have to hire someone to help with dōTERRA or hire someone to help with the kids. I didn't like either one of those options. So, Gary and

I prayed and he threw me this awesome curve ball and said, "What if it was me?" We spent nine months planning out what that would look like for us to job share and switch off who was with the kids and who was working dōTERRA. We really navigated and prepared what that would look like for our jobs, roles, and responsibilities. Now, our kids have been able to have both mom and dad with them regularly and it's just been special for us that we could make it work.

## Was it challenging to learn how to work together?

**Gary:** There are days when we butt heads, but in a good way. If we didn't butt heads, then one of us wouldn't be needed. We have to keep mutual respect for one another. When you make that a priority, it helps overcome the obstacles you might face.

**Kari:** We're sharpening each other. He and I are opposite in a lot of ways personality-wise, but we have aligned goals and interests. We've both learned so much through the process of navigating our strengths, weaknesses, different skillsets and interests, and how to help each other shine.

## How do you balance your work and your family?

**Kari:** We've learned to keep really specific business hours. It's like clockwork. Gary is out of the house by 9:00AM because he still liked the idea of getting up, getting ready for work, and leaving so that he doesn't feel like he's going stir crazy in the house all day long. He takes his laptop with him and he works remotely from one of the local coffee shops or libraries. He comes home at 1:30PM every day and I work out of our home office after that. I like still being close to the kids so they have access to me, but I'm behind closed doors. I think this system has helped us respect each other's space and the way that we each like to work. It's also helped us to have those set business hours. We know when we can schedule our appointments and it's helped us keep all our priorities protected. We get to the end of the month and we don't feel stressed and like we haven't seen each other. We don't feel in over our heads—we feel the opposite, like we have a really good work-life balance.

## Some people don't want to reach Presidential Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone want to reach it?

**Gary:** I thought the same thing at one point, that this rank was intimidating and seemed to be so much work. It's actually the opposite. I feel like our lives were crazier and more hectic when we were Diamond. Life is actually getting much more manageable. When you're Presidential Diamond, you have solid Platinums and above that are under you—in our case we have Diamonds and Blue Diamonds on our top line who are completely self-sufficient. Most of the time they don't need us. It creates true time freedom so that we get to focus on our

own personal missions and purposes in life. Because of the financial rewards of Presidential Diamond, we get to take the blessings we have received and pass those on to whatever charitable causes or people we want to help. We're also a part of the dōTERRA mission even more than ever because of the opportunity we have to interact with the top leaders and owners. We actually get to have an impact on what that mission is, and that's been a tremendous blessing to be a part of.



## Doing Business with Family and Friends

**The benefits of working with your network.** "I feel like this business lends itself to working with your network, the people who are closest to you. If you get to hand pick your leaders, it would be people you know have integrity, that you can be honest with, and that you have an easy time communicating with. A lot of times that is your friends and family." *-Kari*

**The pros and cons of people you know or don't.** "With someone you just met and don't know, it could take a while to find out that maybe they don't fit for your business. But, with people you already know, you trust them and can be more open with them. There's the potential for strain on an already existing relationship in business, but you overcome that by being sensitive to it." *-Gary*

**How to maintain your close relationships in business.** "Be patient and keep the relationship first. A lot of times folks can put their own personal goals in the business first and that can strain the relationships, which is not only a bad thing because it hurts the friendship, but because it also hurts the business too." *-Gary*

**Allow the business to sometimes take the backseat.** "Our core six leaders are some of our family members and closest friends. Keeping those relationships a priority can sometimes mean we move at a different pace. Sometimes we have to slow down and let the business take a backseat, just to make sure those relationships stay super healthy." *-Kari*

**Make sure you're still involved in things outside the business.** "We keep regular business hours, but we make it clear that our family and friends always have access to us regardless. We love them and we do life with them, and we don't want that to ever change. We make sure that not every conversation with them is about dōTERRA and that we're still knit into the details of their lives." *-Kari*

## What is motivating you to continue building your business?

**Kari:** We want so badly to see all of our leaders shine, succeed, and have the freedom that we have. We don't want to sit back and rest on our laurels. We want to see our core leaders hit Presidential Diamond. We always want to keep helping people because it's addictive. We can't help it. We can't stop sharing the oils and we can't help our desire to develop leaders. We just feel called to it. 💧

Aaron &amp; Heather Wade

OGDEN, UTAH, USA

# Enliven Women

“I see higher successes in dōTERRA. More people hit ranks quicker and make bigger amounts of money.”

When Heather Wade was first introduced to dōTERRA, she was already heavily involved in another network marketing business, but was interested in using the essential oils. So, she enrolled and learned how to use them. She was still loyal to her original company, so she sent any referrals she got out to other people she knew in dōTERRA.

At some point, Heather started using her essential oils more than she was using the product from her business. She realized her heart was no longer in her current company. But, she thought it was crazy to walk away from a large, successful business just because of that, so she kept doing the bare minimum for another year and a half. She says, “Finally, I realized I was not serving me, my family, or the women I’m trying to help with how I was running it. So, I made my decision to be done.”

Heather had worked as a business coach for Amy Walker for three years. Two days after Heather gave up her previous business, Amy contacted her and said she had a new opportunity for her. Amy’s client, Presidential Diamond Jill Winger, was looking for a new leader for one of her struggling legs, and Amy thought Heather would be a great fit. Heather talked to her husband, Aaron, and with Jill, and decided to take the opportunity. A little over a year ago, she took on an existing team that needed her help.

At first, Heather was concerned that she had never taught an oil class and might not know enough about the product to be a leader. She says, “But, they didn’t need me to come in and be their oil expert. They needed me to be their mentor and coach them in those key areas that are important for building a business. I was able to reengage

and enliven them.” In the process, she reached Diamond.

Her mission is to teach women that they should be in business and give them the confidence to be successful. She says, “I’m really tired of the statistic of women who start network marketing businesses, try it for a while, and it doesn’t work. Women have the desire and the passion, but they need the skills in leadership, marketing, sales, and systems to go forward and do it.” She doesn’t want women to blame their business for everything going wrong in their lives and relationships, but rather be able to say that their business is the reason why they have time to be with their family and enjoy their lives. “dōTERRA has changed my life because it’s part of my mission here on Earth. It’s brought more women into my circle that I can help be successful.”

## TIME MANAGEMENT IS KEY

### AVOID BURNOUT.

“You can run a business flying by the seat of your pants, but it isn’t super effective and you’re going to burn out. I don’t like to burn out because I want to have passion in my work, so time management has been key for me.”

### TIME BLOCK.

“I’m very clear about time blocking. I have clear business times and family times and I hold to those boundaries. Whether I’m with my family or working in my office, I try to be 100 percent there.”

### LEARN TO SAY NO.

“I don’t say yes to everything that comes my way. If it doesn’t fit into my current goals, I have learned how to graciously decline. That doesn’t mean I can’t do it later, but right now it’s not best for my family.”

### INCLUDE THE FAMILY.

“My kids run at a high responsibility level in our home because we all play a part in the business. They have specific jobs that they have to do to help me, including chores and getting their homework turned in on time.”

### BE FOCUSED AND PRODUCTIVE.

“I treat this like a business not a hobby. That means that during the times I’ve blocked out for the business, I am extremely effective. I focus on income-producing activities first and the busy work fills in later.”

“Moms have infinite value and no paycheck. Through a home-based business, you can have both.”



## Carol Lopez & Luis Estevez

NAUCALPAN, MEXICO

# THE RIGHT TRACK

Carol Lopez and her husband, Luis Estevez, were both very familiar with herbs and natural health care, so when Paola Ortega introduced them to dōTERRA, essential oils just made sense to them. They had never been interested in network marketing, but they saw how well the oils worked. That made them more open when Carol's friend, Lorena Alvarado, called her and Paola to tell them what she had discovered about the business opportunity.

When they first started doing the business, Carol and Luis thought Silver would be nice. They say, "But, every time we set a goal in our business, we reached that goal much faster and easier than we thought." Though they never made the conscious decision to hit Diamond, as they worked and grew, it eventually happened. They know that the first step is to first know how to reach any rank and go from there. "Work side by side with the people in your team you need to upgrade ranks. Make sure that rank is part of their dream too, and work accordingly."

Carol and Luis are together on this journey 100 percent and both consider



**"In this business, there are no definite mistakes. Everything has a solution."**

it their dream job. They are currently in the process to help define their roles as they work together in the business. They say, "It's not by any means easy to work with your spouse, at least for us, so we looked for help: professional help, coaches, webinars, anything that could give us some guidance on how to actually do this as effective and passionate partners, without any collateral damage in our marriage and family. It's a learning process and we are in the middle of it, but we feel we are on the right track. It surely helps a lot that we both have the same love for what we do and what we are accomplishing together."

They also make sure to keep their priorities straight when it comes to their children, and to always communicate with them. When they started Diamond Club, they made sure their children understood on their own level what they were doing as a family. Carol and Luis say, "Being in dōTERRA is all about taking care of your family, so you have to make sure everyone understands that and everyone will end up playing their part."

Before, when Luis worked at a corporate job, sometimes he only saw his children when they were sleeping. Now, he's able to eat meals with them every day. They are all able to spend most of their time with the people they want to be with, who they didn't even know three or four years ago. Carol and Luis say, "We have gotten closer as a couple now that we are business partners and are aware and taking positive action on personal development." In other words, dōTERRA has changed their lives in every single way.



**"Find your why and make that the center of your actions and decisions. Every single thing you do must be getting you closer to that why."**

### IT'S ALL ABOUT THE OILS

- 1 HOLD EVENTS OFTEN.** "It's important to hold events often so that you get used to talking about, sharing, and studying the oils. The more product buzz is present in your network, the bigger your business will get."
- 2 LET THE PRODUCT WORK.** "The most important thing after giving out your little bottles is to let the product work on its own. Just make sure they are using the oils as indicated."
- 3 GIVE THEM SPACE.** "There is no need to pressure or harass anyone. dōTERRA should be easy for everyone to use. Give it time. If they are using it, they will come back."
- 4 REMEMBER TO FOLLOW UP.** "Following up is the only way you can be sure that the main asset of your business, the oils, are doing their job. It's the only way you can be sure they are using the oils correctly and making the most of their wellness investment."
- 5 OILS BEFORE BUSINESS.** "We never introduce the business opportunity if we are not asked. We are sure no one will fully comprehend the magnitude of it and take true action if they don't use the oils."

## Troy &amp; Dorothy Civitillo

ANCHORAGE, ALASKA, USA

# Connect to Your Dream

“The Bible says, ‘Seek first the kingdom of God and all these things will be added unto you.’ The kingdom of God is people, so if we’re truly focused on people, everything else will come.”

**D**orothy Civitillo’s first response to dōTERRA essential oils was, “I’m not a hippy or a massage therapist, what am I going to do with an oil?” It took a year before she tried them on herself and her family and saw such amazing results that she became “more than curious.” She met with Alicia Haugstad and enrolled that day. As she continued to see incredible benefits, she was driven to tell people about these products. Just a couple weeks later, she watched the livestream of convention and listened to David Stirling talk about the heart of the company. She says, “I was nearly in tears watching on the computer about this company that seemed to really care. I thought, ‘This is something I can get behind.’”

She started holding classes every week in her home. Dorothy says, “I just

thought, ‘If someone is going to hear about dōTERRA, they’re going to hear about it from me.’ I wanted to provide a place for people to connect and learn.” She reached Silver in six months and started Diamond Club. She would rent a car by herself and drive four to five thousand miles all around the US.

Her husband, Troy, quit his dream job at the US Fish and Wildlife Service a year ago to join Dorothy full time in dōTERRA. She says, “dōTERRA just kept growing and he wanted to be more involved.” The month he quit, they moved into a camper and went on a seven-month-long trip to visit their team. “We drove 36,000 miles around the country. It wasn’t about us hitting Diamond, it was about connecting with our team and building their belief.”

It’s been a process bringing Troy into the business with her, especially while

living in a 300-square-foot camper, but they’re so thankful for the opportunity.

Troy and Dorothy know they’ll never be done sharing dōTERRA. Dorothy says, “There are still a lot of people out there that need to know that there’s hope because of what dōTERRA offers.” She has been able to see the change it’s bringing in people’s lives all across the country, and they’ve only just scratched the surface. They’ve just begun to uncover the dreams they had buried for so long, and they’re excited to help others do the same. “All the different facets of dōTERRA fit in perfectly with our dreams, and I’m most passionate about helping people connect to their dreams as well. I want to help people find themselves and live out their purpose. It’s weird how an essential oil can lead you to that.”

“If gears are not connected in a machine, it doesn’t work. Together, they will move the machine, and once that movement starts, it has momentum and will move on its own. Likewise in dōTERRA, connecting people is crucial to moving forward.”

## THREE PIECES TO GROWING A TEAM

**CONNECT** “Whether it’s for a first-time-oils-user or for someone that’s interested in creating an income, we have to connect them to the product, to people, to the resources, and to the opportunity.”

**EDUCATE** “Educate at every step. Connect people most importantly to a belief in themselves and their own dreams by teaching them where the resources are that will show them where they want to go.”

**EMPOWER** “You can’t muster up empowerment inside someone, but if you connect and educate them, the empowerment piece rises up. They have information and are connected to a network that will support them if they decide to launch.”

## Dr. Andrew & Ruth Gough

ABERDEEN, SOUTH DAKOTA, USA

# THE LIGHT AT THE END OF THE TUNNEL

**“People have resigned themselves to the idea that their challenges in life are what they’ve been called to endure. In reality, often that is not the case. dōTERRA has given me a platform to share the message: Dream bigger. Have hope. Have faith. Work hard. Anything is possible.”**

Ruth Gough is a yoga therapist and her husband, Andrew, is a doctor of osteopathic medicine. Unlike what most people might think, it was actually Andrew who had to convince Ruth to give dōTERRA a try. Their family had experienced several physical and emotional setbacks during medical school and residency. They had tried everything to help them, but weren't finding answers. Ruth says, “I was in the yoga studio every day talking about hope, faith, belief, and love. Then I came home feeling completely hopeless. I thought it was God's will to submit to what was happening to us.”

A friend kept inviting Ruth to dōTERRA classes, but Ruth didn't believe essential oils could help her, so she kept finding excuses not to go. Finally, she agreed to host a class to help out her friend. She didn't tell Andrew she was doing it, but the day of the class happened to be one

of the only days he actually came home early from his residency. He sat through the class with her and asked her after why she had been the only person in the room who wasn't open to trying oils. He showed her studies he had found about essential oils, and continued to send her more and more in the following weeks.

Then, Ruth's friend invited them to another class and Andrew said he wanted to go for their date night. They purchased a kit, and Ruth was counting on the 30-day money-back guarantee, because she was sure the oils would fail to help her. One day, Andrew called Ruth on his way home from work and she started telling him about the great day she had had with the kids going to the zoo, the pool, and the park. Andrew said, “Sweetie, can you remember the last time you felt up to doing what you've done today?” And Ruth realized she couldn't. She says, “It hit me—maybe there is hope.”

It wasn't until after attending convention that Ruth considered the business. She heard other successful leaders talk about how they were able to change the lives of the leaders on their team, and that spoke to Ruth. They had recently moved to South Dakota and had made many friends who were struggling financially and had no light at the end of their tunnel. Ruth and Andrew were already giving away hundreds of dollars' worth of oils a month, and Ruth was inspired to impact people's finances as well. As she's seen the difference this has made in her friends' lives, it's only motivated her to keep going. She says, “As good as this product is, the business is just as good if not better. We can change and shape people's lives and make a lasting difference through dōTERRA. We can help people see the light at the end of their tunnel.”



**“This business has provided a pathway for me to fulfill my mission here on Earth. It's empowered me to unlock my full potential as a mom, a wife, a yoga therapist, and now as a teacher, leader, and mentor. I'm able to reach people that I wouldn't have been able to before.”**

## ESSENTIAL OILS + YOGA

### AMPLIFIES

“For me yoga is a beautiful way to bring mind, body, and spiritual awareness and wellness together. I feel like adding essential oils to that just amplifies what's already there in your body and mind. It enables you to express your full potential.”

### SAFE TO USE

“Aroma in the yoga world is very prevalent. The problem is incense is worse for your lungs than tobacco smoke—and meanwhile yoga teachers are telling you to breathe deep. That's why in all my classes, I diffuse essential oils.”

### INTEGRATES

“I also offer the application of oils at different times in the practice. I teach all of my students different ways to integrate essential oils not just into their practice but into their lives to enhance the benefits of what they're doing.”



\*Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.

# PRESIDENTIAL DIAMOND TRIP 2016 Switzerland, Bulgaria, Turkey

Every year, Presidential Diamonds and above go on a special trip with the executives to bond and learn from each other. This June, they were able to attend the grand opening of the Esseterre distillery in Bulgaria, along with enjoying the sights in Switzerland and Istanbul, Turkey. Everyone particularly enjoyed the opportunity to paraglide through the Alps. Here, some Presidential Diamonds share their experiences:

## Kari Sammons, Presidential Diamond

This trip was special on so many levels. It was a priceless experience to see, smell, and touch the lavender and melissa plants thriving and growing in Bulgaria. It was wonderful to meet the farmers that have put unending sweat, time, and passion into growing these plants and harvesting them at the peak time to produce the most beautiful quality oil. We got to be at the new Esseterre distillation facility for the first distillation of Lavender essential oil. But, the most impactful part of all was getting to hear from the growers and scientists at the plant and the mayor of the town—and seeing how this is genuinely going to be changing so many lives there. It's helping the economy of this region of Bulgaria, while at the same time they are providing the rest of the world with the best quality Lavender and Melissa

oils and making a lasting impact on our lives. It's the most beautiful win-win, synergistic relationship. It was striking to see the firsthand picture with our own eyes of the true beauty and brilliance behind Cō-Impact Sourcing®. It made us proud to be a part of a company that makes these symbiotic relationships and partnerships a priority.

The other highlight was the friendship time. It was great to make new friends with leaders that live all around the globe and have the time to really deepen those relationships. Most of us only get to interact with one another via Facebook or leadership calls. This allowed us to add heart-connections to the already existing respect between all of us. We're full of different personalities and strengths, but the common goal is love and care for the people in dōTERRA, no matter their rank or part of the planet they live on.

You want to be on this trip. It's a priceless opportunity. To have this kind of access to the owners and all the top leaders is hard to put into words. Unlike convention and other dōTERRA events where we need to really be with our teams, this gave us all permission to pour into one another and build lifelong friendships and crossline mentors which we can all benefit from.

## Kierston Kirschbaum, Presidential Diamond

This is by far my favorite trip of the year. Each year I attend this trip I have very special moments etched into my heart that solidify my belief in the owners and the mission of this company. I love the personal interaction with the owners that happens so naturally when you are visiting beautiful places together.

I learned from my interactions with other Presidential Diamonds on this trip that a lot of them have hit this rank without a lot of control or influence from their upline leaders. I was so impressed by their personal responsibility for themselves and their own teams. Presidential Diamonds know how to take control, follow and create systems, and maintain a positive outlook on life and their dōTERRA business.

## Melody Watts, Presidential Diamond

It's always great to spend time with the owners and top producers in dōTERRA. My mindset took a huge leap in how I want to grow my team going forward. I learned that there is more love and goodness in our leadership than any company I have ever seen or been a part of. The top leaders and executives are truly wanting to help others be empowered. They are so service-based and loving, and this is exactly why they are so incredibly successful. It's the most authentic service-oriented group of people who accepted each of us new Presidential Diamonds with open arms. It was incredible to feel the love and see people genuinely care about our success.

For those seeking to reach these higher ranks, know that the hard work, the personal development, getting outside of yourself and serving others—it's all totally worth it. Realize it's not about you or your skills, but rather how many lives you can touch with your God-given influence and talent. Learn to live on an entirely new playing field and join the ranks of world changers. 💧



"I feel like I know myself so much better than I ever have. I know my real purpose, and my duty to serve other women and help them find their purpose."



NEW dōTERRA DIAMONDS

Craig & Lindsay Hamm

OAKVILLE, ONTARIO, CANADA

# Decide and Commit

**"I'm totally in love with this. It's my passion."**

When Lindsay Hamm was first approached by Ange Peters about both the product and business aspect of dōTERRA, Lindsay turned her down. She says, "I said, 'No, I don't have any time.' The oils piqued my interest, but I wasn't ready to jump on it yet." Then, a need arose with her daughter, and a friend on Ange's team offered to send Lindsay some samples. She says, "By the time I'd used them once or twice, I was hooked and I couldn't wait to order my kit." Within the first week of having her kit, she knew she wanted to do the business.

Lindsay is a stay-at-home mom and Pilates instructor, and her husband, Craig, works in advertising and has always been able to provide a comfortable life for their family. He was

hesitant at first for Lindsay to take time away from the family to earn money they didn't really need. She says, "It took some convincing, but he ended up realizing that it was something that I really wanted to do and he supported me."

At the time, her upline was a Silver and there was only one couple who had reached Diamond in her country, so Lindsay didn't see Diamond as a possibility. She surprised both herself and her husband when she hit Silver in a short time. That day, Ange reached Diamond as well and told Lindsay she was going to make it there too. Lindsay didn't believe her, but still the seed was planted in the back of her mind. Then, she attended a team-sponsored event where she was encouraged to write down the date when she would reach Diamond. She says, "It was scary to nail down that date. I hadn't wanted to

commit to that, but once I wrote it down I knew I had to achieve it."

Now, she's excited to show her team that you don't have to be a holistic health coach with a huge following, like Ange, to be successful in dōTERRA. She says, "Anyone can do this if you decide and commit, no matter what obstacles you have." Her passion now is to help other women achieve their dreams. She says, "I feel this sense of responsibility to lead other women toward financial freedom and a life they love, because I feel like it's changed me so much."

She and Craig are excited to do things in the near future that they thought would never be possible—like moving to a house by the water or taking their kids to see the world. "It's a vehicle for us to serve and to fulfill our dreams, and we just feel really blessed."

**"I have never before found a product that I believe in so much. I know that's what is different about this company is it's a need for people, not just a want."**

## PREPARATION FOR DIAMOND

### TAKE RESPONSIBILITY.

"I recruited as many of my leaders as I could and dug within my existing organization for volume. Then, I decided I was going to make up for the rest of it on my own. Not everyone was on the same timeline as me, but I knew if I wanted this I needed to take responsibility for my own goal and know that no one else was going to be able to do it for me."

### BE CONFIDENT.

"Take this seriously right from the beginning and be confident. Don't be shaken by anyone in your life who might not understand what you're doing or offer you the support you're hoping for. If you remain confident and have a clear vision and passion, you'll attract those leaders you want in your key positions."

### GATHER SUPPORT.

"The people in your life who support you in your business don't have to also be your customers or your business partners. They're the supportive tribe that gets your vision, has an interest in what you're doing, and respects and loves you for it throughout the journey. You need those people behind you."

## ■ Lorena Alvarado

SAN MATEO, MEXICO

# YOUR OWN STYLE

**“My team members, Paola and Carol, are wonderful human beings. I admire them deeply as women and as people with integrity. They bring out the best in me through their compassion.”**



**W**hen Lorena Alvarado’s friend, Paola Ortega, introduced her to dōTERRA, Lorena took her time to study the products. She says, “I am very careful when it comes to choosing the food and products that come into my home and dōTERRA was no exception.” Once she got her kit, it confirmed to her that the essential oils were effective, strong, and safe.

Immediately, Lorena started sharing the product and enrolling people, before she knew that dōTERRA was network marketing. One day, she found out she had commissions and she wondered how that had happened. That’s when she discovered the business opportunity, did some research, and decided to share what she had found with her upline, Paola, and her first downline, Carol Lopez. She says, “We thought if we could reach Silver doing what we were doing, it was going to be a blessing for our families and our finances.”

The three of them have been working together ever since, and now all of them are Diamonds. Lorena says, “This is not my business, but our project, even though each one of us has our own style and personal goals. We continue to get together to generate ideas, solve challenges, and share experiences. They and other valuable members of my team are the reason why I do dōTERRA.” She knows that they are stronger together.

As a mother of two children, Lorena has found that dōTERRA and her family edify each other. She says, “I find fulfillment in both of them through love, growth, and challenges. dōTERRA has given me so many tools to be a better person and a better mom. My challenges as a mom have given me so many tools to share dōTERRA.”

Lorena has learned to not pursue rank in her business, but to work with

whatever leaders are committed to reaching their goals—no matter where they are in her organization. She says, “Take advantage of the blessing and the opportunity of having a leader who is willing to reach her goals, and support her 100 percent so she can reach it and respect her style of leadership.” She thinks that ambition and quick growth are overrated. “I believe in growing organically and constantly serving individuals. Just like when you grow a garden; each plant has its time to bloom.”

Now, Lorena has a healthy family, she’s a part of a community of people she admires, and she knows that she is contributing to a cause that is helping people all over the world. She says, “Finally I am debt-free and I can share wellness. dōTERRA has been the way to all of this. It’s a blessing I’m deeply thankful for and I hope I always honor it.”

**“My business style has more to do with heart than with numbers, money, or volume.”**

## BRING OUT THE POSSIBILITIES

### Show by example.

“I think we can motivate each other deeply. I just have to show my team members through my life, my trajectory, my story, and my testimony, that dōTERRA has the possibility to change someone’s life.”

### Nurture possibility.

“dōTERRA changed my life because I was open to the possibility. I tell my team that the possibility is in each one of them and that I am here and always, available for whatever it is they need to accomplish.”

### Encourage achievement.

“I help my team figure out what they want in their time, space, and style. I allow them to find their own leadership. This empowers them and makes it so they don’t need any motivation other than their own achievements.”

### Contribute strength.

“If you work as a team, all the knowledge and specialization that your team members have will add to the strength of the team. It’s not necessary for each of us to know everything perfectly. We each need to contribute our talents for the wellbeing of the team.”

Paola Ortega  
NAUCALPAN, MEXICO

# Hand in Hand

“dōTERRA has given me the satisfaction of knowing that I am on the right track. I now know that I can do this and much, much more.”



One day, Paola Ortega received a call from her sister telling her about Daniela Romay and how she used essential oils to help her family. Paola says, “Due to my personal interest in achieving a healthy way of life for my own family, my sister thought that it would be a good idea if I met her too, and surely it was a great idea.” After speaking with her, Daniela asked her mother, Patricia Quiroz Rios, to introduce Paola to dōTERRA, “For which I’ll always be grateful to them both.”

It wasn’t long before dōTERRA oils revealed themselves to be exactly what Paola had been looking for. As she invited others around her to try the product, she was surprised to find out one day that she had made money doing so. She says, “After that I thought, ‘If this happened without looking to do the business, imagine what will happen if I focus?’” She had a crucial talk with

her best friends and downline, Lorena Alvarado and Carol Lopez, and they realized that interest in essential oils was growing around them rapidly and the dōTERRA compensation plan was too good to be ignored.

Lorena and Carol have made a big difference for Paola in her business. She says, “They have been a boost for me in many ways. They have shown me that love, honesty, and teamwork were all that was needed for what we have achieved together so far.” She also knows she wouldn’t have been able to do anything without the full support of her husband, whom she considers her cornerstone.

Her children provide her with the motivation to keep growing. Sometimes she has to be away from them while she travels and works, but she feels that dōTERRA allows her to spend

much more time with them than she would in a full-time office job. She says, “They also get to know lots of friendly people and places due to what I do. This is good for my kids for sure.” She also feels that being a mother has prepared her for her business, as she has learned patience and how to identify everyone’s individual needs.

Achieving Diamond was about fulfilling a personal challenge to herself. She says, “I set it as a long-term challenge, and I saw it as something unreachable.” Then Emily Wright came to Mexico and committed her to a date. Paola didn’t reach Diamond until a year and a half after that date, but she couldn’t have done it without that commitment and without her team. She says, “I feel very fortunate and thankful for having my leaders close to me and for all the love they put into every class they teach. We have achieved our dreams, hand in hand.”

## HOW TO EFFECTIVELY SHARE

1

Identify people’s needs, both physical and emotional. Also pose the question: “What if you try essential oils?”

2

This opens a channel of communication that will allow you to tell them about the wonders of living in a natural state of wellbeing.

3

After you introduce someone to the world of essential oils, you must immediately get in contact with them to show them how to use the product.

4

Become a guide for them, propose sources of information, and give them the necessary training in everything that dōTERRA entails.

**“Be clear about what really matters, which is benefitting every human being that you can. That way, the means will be progressively clearer to you and success will be your reward.”**



## Stephen & Mayra Powers

HOUSTON, TEXAS, USA

# Shine

“WHAT I LOVE MOST ABOUT THIS BUSINESS IS THE ABILITY IT GIVES ME TO HELP OTHERS GROW PHYSICALLY, EMOTIONALLY, AND FINANCIALLY. I AM ESPECIALLY PASSIONATE ABOUT DOING THIS IN MEXICO, MY HOME COUNTRY.”

Mayra Powers grew up in a small border town in Mexico and attended elementary school in the United States. Because of this, she adopted the American mindset that she would work hard and become an independent woman. Mayra attended college and graduate school in the US and worked her way up the corporate ladder, eventually heading up the corporate finance group for a Fortune 500 company.

Then, Mayra had her twin boys and they ended up in NICU for three weeks. She debated whether she should stay home with them, but ultimately decided to go back to work for several more years. But, her career eventually took a toll on her health. She says, “It was horrible. I was this superstar at work but at home it was a complete disaster.” She felt like she didn’t have enough time for her family or herself, and she

was consumed with guilt. Finally, she ended up quitting her job to focus on getting her mental and physical health back in order. She started eating better, meditating, and doing yoga.

It was at these yoga classes that she met some ladies who were into essential oils. One finally convinced her to try some from dōTERRA, and after that Mayra was open to trying them on her family and



friends as well. They were so effective that her husband, Stephen, told her she ought to get involved in the business. Mayra’s first reaction was, “I don’t sell oils. I’ve got a master’s degree and a career.” But then she attended a corporate event where she met Eric Larsen, who showed her that she could use her talents to run this business as a professional career.

At that event, Mayra also found out that dōTERRA was opening a new market in Mexico. She began traveling all over Mexico teaching classes. She says, “I basically did my own unfunded Diamond Club.” She had many hard, frustrating experiences, but ultimately her hard work paid off. When Stephen lost his job as a CFO in the oil and gas industry last year, Mayra’s dōTERRA business provided the family with financial security without her having to go back to the corporate world. “It’s nice to be able to show my kids that you can do what you love and be successful at it.”

Her ultimate goal is to empower women, especially in the Latin community. Mayra has seen women in Mexico, both wealthy and poor, who feel trapped by their circumstances and don’t know that their life can have meaning. She says, “I love being able to give people opportunities to do something that can help other people and themselves. By shining my light, I can show them that if I can do it, they can do it too.”



“I truly believe in these products and their ability to enable a healthy and happy lifestyle in a world where health and happiness are under constant challenge.”

## STRUCTURING VOLUME

**GENERATING IS NOT ENOUGH.** “Holding classes and sharing are foundational in this business. You cannot grow a client base without doing those things, but generating volume should not be mistaken for building a solid business.”

**IT’S CRITICALLY IMPORTANT.** “Structuring is the most critical ingredient in turning business volume into optimized financial success for yourself and your leaders. It is so incredibly important that Stephen and I have no less than two conversations about it per week and a formal review at least once a month.”

**IT’S THE MOST EFFICIENT PATH.** “We had less than 600 people on our team the first time we hit Diamond, which could be seen as a compelling indicator that properly structured volumetric growth is the most efficient path to financial success in this business.”

**STUDY AND MAKE A PLAN.** “We like to remind our leaders that success is planned, and plans must be constantly assessed and tweaked based on the realities of an ever-changing set of team dynamics. You have to study the compensation plan, set targets, and be realistic in your expectations of yourself and others.”

**WORK WITH THE MOTIVATED.** “Support those who are motivated and let go of those who are not. You have to be careful not to impose your expectations and business aspirations on your family especially. This business is not for everyone and you have to respect people’s choices.”



\*Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.

## Joseph & Laura Sohn

LAKE SAINT LOUIS, MISSOURI, USA

# Sacrifice and Purpose

“You have to go for it and work really hard. Keep trying and move forward no matter what.”

When Laura Sohn had a health need in her life, she turned to a friend she didn't know that well, but knew was using essential oils. This friend gave Laura some dōTERRA oils to try, and they were so effective that Laura bought a kit and started using the product for everything. For a year and half, she only used the oils until she finally tried dōTERRA Lifelong Vitality Pack®. These supplements made such a difference for her that she shared them with all her friends and family until they started using them too. She started getting small checks and wasn't sure why—and that's what got her to start looking into the business opportunity.

“We were in a really bad financial situation,” Laura says, “so I was definitely open to more income.” To help improve their circumstances, her

husband, Joseph, had just finished nursing school and Laura was working two jobs as a graphic designer and photographer. They also had two small children at home, so Laura didn't have any free time. But, she was already sharing dōTERRA naturally, and she decided to go for it.

Building the business required a lot of sacrifice. Whenever Joseph was working, Laura was home with the kids, and most of the time when she was working, he was home with the kids—which meant they hardly ever got to see each other. Laura says, “We knew we had to get out of our financial situation and there was no way of getting to our goals without making some sacrifice. So, we made the decision that we were going to sacrifice a lot for a while to be able to move forward. I didn't get a lot of sleep

and I worked really hard as much as I possibly could. I gave whatever I had and just kept going until I got to where I needed to be.”

For a while, this meant working hard without making a lot of income, but once Laura reached Platinum she was able to quit her graphic design job and things really started to change. Laura says, “This has given me more time with my family. I get to be there for my children and spend holidays with them, which I hardly got to before. There's hope now that I can provide them with a really good future, which is something I have always struggled with and never had before. I feel like I have found myself as a person and I've changed and grown a lot. Getting to help people has just filled up my cup and made me feel like I have a strong purpose in life. I love that. It feels good.”

“I am very lucky to have some awesome leaders on my team. We all got onboard together and worked really hard. I wasn't doing it alone.”

## FLOURISHING TOGETHER

**KEEP THE MOMENTUM GOING.** “From the beginning, start booking as many classes as you can and finding hosts. Go out of the gate strong and go for it no matter what. If you get a no, that's OK. Just keep going full force. Stay on that fast track and keep the momentum going.”

**CONNECT YOUR TEAM TOGETHER.** “I try to do classes for my whole team. I try to keep everyone connected and in this together so no one feels alone. I invest a lot in my team and I check in with them as often as I can to see where they're at and how I can help so that we can all grow together.”

**HELP OTHERS GROW A BUSINESS.** “My favorite thing about doing this is helping people with the business. I love getting other people to see the light at the end of the tunnel and work toward that. I love seeing them do personal development, grow as people, and become more confident in themselves.”

**INSPIRE THEM TO SUCCEED.** “Once I hit Diamond, it really sparked a fire with a lot of my team. They know I'm just a normal person who is no more special than anyone else, so seeing me reach Diamond has made them think they can reach Diamond and really anyone can do this.”



# Building dōTERRA Whatever Your Circumstances

Part 2: Building dōTERRA with your spouse

This is part two in a three-part series featuring the stories of some of our leaders to illustrate how dōTERRA can be built no matter your life circumstances: married, single, with or without children, working a full-time job or not. Illness, finances, and tragedies have been obstacles for many, but many have also overcome those to still accomplish their dreams.

**In this issue, we will be featuring leaders who are currently building their business alongside their spouse. In dōTERRA culture, this is often seen as the ultimate goal, but it comes with its own set of challenges.**

**Below, our leaders share their experiences:**

#### **Angela Villa, Diamond**

If I'm 100 percent honest, it was not easy for my husband and me to start working together. All of a sudden we were together 24 hours a day. When your spouse comes home from a full-time job, he has to then build a relationship that didn't exist before with you and your kids. Spouses who work full time don't know their families the same way they need to know their families when they are home full time. It's a very different relationship. We had to really work on our marriage. We met and worked with a mentor/coach and learned that to have a thriving business together we had to thrive in our

marriage. We initiated date night once a week and conversations regularly that did not involve the business. This is crucial to building a business together and building it successfully. I had to learn that he was not where I was in the business. I had to enroll my husband and start with him at the very beginning just as I would a new Wellness Advocate.

#### **Heather Beckwith, Platinum**

My husband and I have found that it's important to give the original builder space to let go of things in their own time. It's important to continue to redraw responsibilities as the work relationship changes. Family and home responsibilities will be affected as well. We've found that being critical of how the other spends their time stems from feeling like one is doing too much and the other not enough in an area. It's important to create a schedule and show each other what your biggest priorities are. The house schedule used to almost freeze when

my husband came home so we could enjoy him while he was off work. This was hard to move past when he was suddenly home all the time. Weekend mode only works for so long, so we overcame this with time. We also had to start having separate things we did for sanity and so we could have things to talk about other than our business. It has been huge to have him at home. He has a stronger relationship with each of the children and we have a stronger marriage. It takes time and working through things that come up to create this. Be gentle with yourself and your spouse. Be united in your decision to live on your dōTERRA earnings.

#### **Tera Bigelow, Silver**

Our plan is to build a dōTERRA income large enough to buy my husband out of our other consultation business. At that point, we can then apply more energy to helping other people create and build their dreams. It isn't easy, but we understand that how and what we do with our time now is directly influencing

our daughter's and any future children's outlook and actions. We want to raise goal-oriented children that learn to create their reality rather than wait for the right job or situation to find them. This season of building dōTERRA has its days and sometimes weeks of imbalance, but it's the big picture that we choose to focus on. Recognizing and accepting that there are and will be future seasons of imbalance significantly reduces feelings of stress and motivates us to be better at prioritizing, planning, communicating, and budgeting our time and resources. It would have been very easy to quit after listening to other people's negativity and judgment about how we choose to live differently, or buy our own excuses and feel sad when we weren't able to attend a friend or family member's birthday or wedding. Instead, because we are choosing to commit to creating the life of our dreams, we get to help many more people break out of their own restraints and personally grow beyond measure. Our marriage is

stronger and we get to choose where and how we spend our time.

#### **Lil Shepherd, Blue Diamond**

It was tough when we started working together. We were both used to leaving home to work for someone else for 40 years. First I had to get used to me being home all day. Then I had to get used to my husband being home all day, wondering what he could or should do. Since it was my business to begin with, he thought I was his boss. We had to start writing down what kind of work had to be done for the business, then complement each other at what we're each good at, what we would like to do, and what we could do together. It worked perfectly and we love being together, working, laughing, playing, and sharing. Even though our children are all gone and they have children, everyone still needs time and attention. Because of dōTERRA, we get to spend time with them and take them on family vacations. Always remember this isn't a race. Do this your own way and know you and your family are most important.

#### **Gale Sandgren, Blue Diamond**

There is no balance, really. I have just learned to accept life as it comes. Every day there is a new opportunity for growth, and I have a choice to either accept it and grow with it, or not. I choose personal growth. Our seven children are all grown now. Most of them are married and having families of their own. I thought I was busy when my children lived under my roof, but that isn't the case. I'm busier with my children now more than ever, particularly as they live in many different states. There's a definite pull on the heart to work hard with dōTERRA or miss time we want to spend with our family, especially those precious grandbabies. Having said that, I know that the future will be better for them because of what we will achieve.

**Check out our previous issue for an article on building the business without your spouse. Next issue, we will feature builders who are single, with or without children. 💧**

## Mark & Kari Uetz

HUDSON, WISCONSIN, USA



# Security to Weather the Storm

**K**ari Uetz's daughter was diagnosed with a serious health condition when she was 15 months old. The hospital they worked with had an integrative care department that told them about essential oils that could comfort her during her treatments. It took one social media post about how well the oils worked for them for Kari to start getting phone calls and emails from people wanting to know more.

It was Season Johnson who introduced Kari to dōTERRA. Season's son also had a

serious health issue arise a month before Kari's daughter. Season is now a Blue Diamond with dōTERRA, and Kari works with her to run a nonprofit that helps educate parents on how to help their children thrive through their treatments for serious health conditions.

At first, Kari was resistant to building a business with dōTERRA. She had taken a leave of absence from her job as a nutrition teacher to take care of her daughter. They would stay at the hospital for weeks at a time, and she

didn't think she had time for a business. With their good health insurance and so many people fundraising to help them out, money wasn't a concern, but she did want to pay for her oils, so at first she worked toward that. Kari says, "I also started feeling that if this was helping my daughter so much, how dare I keep it to myself? There are so many other parents out there who need it."

After going back to work for four or five months, Kari had to decide whether she would come back for the next school

year or not. She decided if she reached Gold, she would take another year off. She reached her goal a month before she had to give her notice, and was able to devote her year to getting her daughter through treatment, which ended last April.

While Kari was comfortable at Gold or Platinum, she decided to go for Diamond to really bring security back into her family's lives. Though they both had solid jobs and retirement savings, they realized how financially unstable they really were once tragedy struck. Her husband, Mark, had to shut down his business after their daughter's diagnosis and take a lower-paying job. She says, "Things changed in terms of what we were able to afford and do, so dōTERRA is bringing back that security and safety when things have changed so much."

Kari has always liked to feel in control, but now dōTERRA is restoring some of that. She says, "When your kid gets sick, all of a sudden there's nothing you can do but hold your baby tight and hope she weathers the storm. dōTERRA empowered me with a way to help her and allowed me to be home with her." On top of that, she now is able to pour into her nonprofit and give back to as many families and children as she can.

"When something is really important to you and you make the commitment, you make the time."

"The people who reach those coveted ranks are those who simply stick with it. They're consistent, they remember their why, and they don't quit just because of a bad day. They stay genuine and intentional about who they are and what they're doing."



## SHARE THE VISION WITH YOUR FAMILY

**COMMUNICATE WITH THEM.** "Even though you think your family knows what you're doing, they might not know why you're doing it. Your kids likely only know that things have changed and your schedule is different. They don't know what dōTERRA means to you and why you're pushing for it."

**MAKE A VISION BOARD WITH YOUR WHYS.** "Once I realized this, I got fired up about making a geeky vision board. I put all my whys on there and it's all about healing, giving back, having financial freedom, spending more time with family, seeing the world, and really embracing life."

**ASK THEM TO INCLUDE THEIR WHYS.** "At dinner that night, I pulled out this vision board and had a family meeting. I told them this is why I'm doing dōTERRA and why I'm gone sometimes. Then I asked them what they wanted to add. Now, my vision board is a full conglomeration of what our family wants."

**GET THEM ONBOARD.** "That next day, my husband sent me one of the most heartfelt texts I've ever gotten from him. He said, 'I love your passion. I want you to know that I'm 100 percent onboard. I know that this is for you. Get excited for your new career.' And that was a turning point. He's always been supportive, but now he's passionate about it and doing it with me."

**“I’VE NEVER SEEN ANOTHER OPPORTUNITY OUT THERE THAT CAN SO RADICALLY CHANGE THE WORLD ON EVERY LEVEL LIKE dōTERRA.” —Tara**

REVOLU

TIONARY

Justin & Tara Wagner

FORT WALTON BEACH, FLORIDA, USA



One of Tara Wagner’s life coaching clients reached out to her about getting involved in the dōTERRA business opportunity. Tara was not interested. She had been a massage therapist and used essential oils for 12 years, and thought they were mostly a bunch of hype. Her client asked if she could send her some oils to try—including a 15 mL bottle of Frankincense. Tara says, “It was the best investment she ever made. I opened that Frankincense and I could feel the difference.” She decided to give the oils a try and was amazed by her experiences. She started sharing with her family and her clients, but it took another year before she really got involved in the business.

Self-employed her whole life, Tara was starting to hit a level of exhaustion from constantly trading hours for dollars and starting over from zero every month. The idea of residual income started to have some appeal. At first, she just

focused on the Power of 3. She knew an extra \$1,500 a month would take a lot of stress out of her life. All she had was five hours a week to devote to dōTERRA, and she did that for six months until her upline called her and told her she was Silver. Tara’s response was, “I don’t know what that means.”

Tara didn’t know much of what she was doing for her first few years. She says, “Things were just disastrous. I made every mistake I could possibly make and was totally burnt out. I didn’t understand placements or qualifying who I was building with. I spent a lot of time and energy building everything myself, reinventing the wheel, and doing everything from scratch.” Three years after enrolling, she was ready to quit entirely.

She had won the incentive trip that year, so she told her husband, Justin, that they were going on the trip but they wouldn’t talk about the business. But, as they met other successful leaders,

they soon ended up spending the whole trip talking about the business, asking questions, and discovering duplication systems. About a year later, they reached Diamond. Tara says, “It felt like we did it from scratch. It felt like we built it all in a year instead of four years. For the first three years we learned how not to do it and in the fourth year we learned what to do. We stopped trying to make people love the business like we love it, and instead found people who were as passionate as we were. That brought back the fun and the joy.”

Now, Tara is excited to be a part of something revolutionary. She says, “I think in 20 years we’re going to look back and realize that we were at the forefront of something. We’re encouraging people to take back their health and work in a radically different way. I don’t even think we see the full impact we’re having, but I can feel it. We’re revolutionaries.”

## SURROUND YOURSELF WITH LIKE-MINDED PEOPLE

### It’s OK to be different.

“It doesn’t matter if you and your leaders are the exact same or if you do things the same way. There’s actually a lot of value in finding someone who complements your weaknesses, but you can’t drag anyone along.”

### Find partners.

“If your leaders don’t love this business as much as you do, you can’t build it for them. You’re more than doubling your work. You’ve got to have partners in this and it has to be people who are as committed and passionate as you are.”

### Use a system.

“Find one system. I don’t even know if it matters which system you use, but you’ve got to find a system. You cannot reinvent the wheel. You cannot do it all. You have to model duplication and not make it harder than it has to be.”

### Absorb the environment.

“dōTERRA is full of people who love freely, who are self-aware, passionate, and accepting, and that has to change you. You can’t not grow in that environment. People who are hungry for those connections will flourish and bloom.”

\*Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.

## Kenny & Stephanie Wahlberg

FORESTHILL, CALIFORNIA, USA

# Deck Dreaming

**“We never just try to make a sale. We say, ‘We want to add value to your life.’” –Kenny**

Stephanie Wahlberg was introduced to dōTERRA by a longtime friend, Kerri Lydell. Stephanie was intrigued at first, but lost interest when she found out it was a network marketing company. After attending convention, Kerri felt strongly that she needed to approach Stephanie again. Kerri then gave Stephanie an Introductory Kit and Stephanie discovered the effectiveness of Lavender on her children. She and her husband, Kenny, later had amazing personal experiences with the oils that had them hooked.

Kenny quickly saw that the oils were going to become an addiction for Stephanie. They have seven kids and Kenny worked doing finance, HR, and compliance for their church, so they didn't have the money to afford oils every month.

So, he suggested Stephanie find out how she could get them paid for. She started holding classes, and enrolled 22 people in her first month.

Stephanie had been asking God for several months for a way out of their financial situation. She knew she couldn't afford daycare for seven children if she went back to work full time, and she wanted to be able to homeschool them. When dōTERRA came into their lives, at first Stephanie was mad and didn't want anything else on her plate. She says, “I felt like God said to me, ‘You asked for help. This is your answer.’ All of sudden, everything changed and I realized this could help us financially and I could still be home with my children. After that, I embraced it fully.”

The Wahlbergs helped start their church 18 years ago and before they had kids always enjoyed working together. Once they saw that dōTERRA could provide for them, they started to plan for Kenny to come home. He quit sooner than they had originally thought, while they were still Gold, but the combination of him coming home and doing Diamond Club pushed them to Diamond. Kenny says, “Making the leap made all the difference.”

Five years ago, Kenny and Stephanie moved to Foresthill to have more space for their growing family. Their new property had a deck, and they started having coffee on their deck every morning. Kenny says, “We would sit out there and talk about our kids, our lives, and our dreams. Once we started doing dōTERRA, we started talking about our team, listening to mentor calls, and reading personal development books. We did that for an hour or two every day. You can't not grow in your life if you're doing that.”

They're grateful that because of dōTERRA they can spend more time together and help others at the same time. Kenny says, “It's always been in our heart to help as many people as possible, and now we have a way to monetize that. It's like a dream come true.”



**“I would never want to take God out of the equation of our life because He really is the foundation of all these things.”**  
–Stephanie

### RANK ADVANCE AS A TEAM

**Hit the next level.**

In the back office it shows you what you have to do to hit the different ranks. When I saw that I thought, “This is like a video game. We just have to hit the next level.”

**Create bursts of energy.**

Intense bursts of energy are important in this business. Diamond Club helped us two times to gain rank advancement.

**Make it a team effort.**

A couple times when we were close to hitting a new rank, our team rallied behind us with BOGOs. It was a team effort. People gave us a hand up, and then we just kept hitting ranks.

**Build a community.**

Most of our team is local and we have face-to-face relationships with a lot of them. We hold ongoing education classes at our church, and that has really built a sense of community.

**Be transparent.**

We have always been transparent with our team. When we make mistakes, we ask for forgiveness. I think those things make people feel like they can trust us and they want to join with us.

\*Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.

## Dale &amp; Tonya Ferguson

HUTCHINSON, KANSAS, USA

“Stop limiting yourself. Stop being scared. Just jump. Take the leap and go all in with two feet into dōTERRA. The ripple effects that come from that are jaw dropping.” –Tonya

# When the Lord Moves

“The options dōTERRA gives you are unlimited.” –Dale

One of the followers on Tonya Ferguson's mommy blog contacted her one day and told her she should try dōTERRA. Tonya had already been using another brand of essential oils and they never worked, so she wasn't interested. As her friend continued to follow up, Tonya finally agreed to give them a try. Her husband, Dale, let Tonya buy a kit only if she swore she would use them. She agreed, and in four days their family had more results from dōTERRA than they did in four years of using the other brand. Tonya says, “Needless to say, we started shouting from the rooftops about the dōTERRA difference.”

After sharing with all her friends, Tonya got a \$500 check in the mail, and that got Dale's attention. Tonya and Dale had been approached by many people about doing network marketing businesses before, and Dale had gotten very good at finding the loopholes in their compensation plans. So, he looked into

dōTERRA, but couldn't find anything. He told Tonya she had to do this business. He said, “You're doing it anyway, you might as well do it intentionally.” Eventually, she agreed to be purposeful about dōTERRA for the next 90 days and see what happened.

Within 60 days, they were Silver. Another 60 days after that, they were Gold. Tonya says, “We came to a huge turning point. We started to feel this urgency to build dōTERRA intentionally and actually do this as a business.” As her team grew all over the country, she wanted to travel to them, but Dale sold insurance on commission and couldn't afford to leave his job. They prayed about it and that day sold their small RV. The second day they sold their 18 acres next door. The third day they sold their house without it even being on the market. “When the Lord moves three times in three days, you pay attention. We knew we were supposed to go all in with dōTERRA.”

So, they sold, gave away, or stored most of their belongings. Dale quit his job and they went on the road with their four children. They have now been living out of an RV for about a year and a half. They have been to 37 states and taught 87 classes in the first seven months. This propelled them to Diamond. They originally planned to stop after eight months and build a house, but after four weeks they said, “Who needs a house?” Dale says, “We're just going to do this for as long as it's fun.”

They are so grateful for what dōTERRA has done for them that they want to share it with everyone they can. Dale says, “Just to be able to change someone's life in a positive way is unlike anything we've been a part of.” Tonya adds, “It feels like a ministry. We get to live our passion every day out loud in a world that's hurting. We pinch ourselves every morning. We're living a life we've only dreamed of.”

## PLACING YOUR TOPLINE

**Savor your topline.** “When I first started, it wasn't even on my radar to do the business, so I put 14 people on my topline. Then I got a phone call from my upline and he said, ‘Stop!’ Now, whether someone is building or not, I tell them to savor their topline.”

**Find business partners.** “Pretend your topline is beachfront property. You do not want just anyone to live on your topline because these are the people you run the race with forever more. These are your business partners.”

**Look for sharers.** “For your topline, look for someone who wants to do minimum 100 PV LRP monthly. Look for someone with a large social circle or network. Look for someone who is passionate about what they love and likes to share.”

**Salvage your mistakes.** “Help everyone bloom where they're planted. dōTERRA allows you to rank up on an enrollment that you hold five to seven levels down, so it's OK if you accidentally mess up your top row. There is no messing up. There's always a way to salvage that with a builder lower down.”

**Focus on leaders' goals.** “Run this race with your top builders. We were doing that so hard core that we didn't even know when we made Gold until the day of. If you get your leaders to their goals, typically you're going to make your own anyway.”

## John & Lisa Jurecko

PLYMOUTH, MICHIGAN, USA

# ELEVATE Motherhood

**“You can be the mom you want to be, grow personally, and create your dreams at the same time. I didn’t always believe it but now I do.”**

As a part of a holistic moms network, Lisa Jurecko had been hearing about dōTERRA for a while when one of her friends posted on Facebook about the kit she had just bought. Lisa saw that and immediately wanted one too. Then, her friend’s upline, Tiffani Jones, came to town and Lisa met with her to learn more about how to use essential oils. As Tiffani talked, Lisa wondered what her role was. Tiffani explained that it was her job to travel around and talk to people about oils. Lisa thought, “I could do this!”

Lisa enrolled several people the next month after teaching her first class. She says, “I knew essential oils worked and a lot of my friends would be into it. I couldn’t believe you could create a career sharing the oils.” She saw Tiffani do Diamond Club and she was inspired to travel and teach her friends as

well. She did Diamond Club two years in a row, hit Gold the first time and Diamond the second.

As a homeschooling mom and an adjunct professor, Lisa was already busy, but learned to fit dōTERRA into her evenings and weekends. Her husband, John, supported her and made this successful by watching their girls whenever she had to teach classes or travel. She says, “He’s passionate about his work and I’m passionate about mine and we are just able to make it work. I’m with the girls during the day and if I have a class, he takes over. I’ve basically built my business on evenings and weekends.”

She really wants other mothers to know that this business can be built alongside their children. She says, “You can do this with a family and

still keep your family the main thing. I homeschool, I teach, and I’m able to build my business. You just have to be dedicated to the time.”

Lisa never wants to stop doing dōTERRA, because she loves helping people achieve what she has. She feels her best when she’s able to mentor and inspire her team. She says, “I love helping people set goals and discover their potential for what they can be and what they really want. That’s what I’ve always been good at.”

Now, she has a bigger reach of people she can help outside of her family. Lisa says, “I feel like there are so many people out there that need to elevate their lives and know that they can make a change and make a difference. I think a lot of moms feel stuck, and I’ve been empowered to help them.”

## AUTHENTIC NETWORKING

### DO WHAT YOU LOVE.

“Go to events with your kids and with your friends. Continue to do the things that you love and meet people and network.”

### SHARE IN A GENUINE WAY.

“When you’re out doing things that you love and genuinely talking to people—that’s your authentic self. Share dōTERRA within that.”

### HELP MORE PEOPLE.

“Now, I’m able to reach out and help more people than I ever was before. I’ve met so many new people and they have enriched my life.”



“This business has intertwined my passion for health, fitness, faith, education, and raising my kids naturally.”

GET TO KNOW dōTERRA CORPORATE

# Drew Wolfert

Director of Treasury



Drew Wolfert was one of the original employees for dōTERRA, right when the company first began. His dad, Mark Wolfert, now a founding executive, encouraged Drew to help out the little startup. Drew wasn't enthusiastic, but took the job and soon fell in love with it. There were only five or six other employees to start out and they got about five orders a day, while Drew also created reports and did analyses for the owners. It was Drew who convinced his dad to join the owners as an executive, and it was Mark Wolfert who talked Corey Lindley into joining the team later on. Drew jokes, "Basically, they can both thank me for being here."

He worked part-time until he graduated from Brigham Young University with his masters of accounting and moved to New York to work for a couple years. Then, the opportunity came up to return to dōTERRA and Drew was eager to take it. He says, "I was psyched to come back and I have loved it ever since."

**What does your role at dōTERRA entail?**

I oversee two departments: the treasury and the business analytics group. I work with everything cash management: payments to and from distributors, payments of buildings and land, sourcing opportunities, paying employees, buying inventory, etc. I make sure that we have cash on hand for short- and long-term purposes.

**What advice would you give our Wellness Advocates for their finances?**

Keep it simple. If you follow the guidelines in the *4 Laws of Financial Prosperity*, you're going to live a financially healthy, happy life. I would recommend sticking to that book and not overwhelming yourself. I think it comes down to two things: 1. Don't spend more than you have. If you do not have the money, then do not spend it. Only use a credit card if you know you have the money to pay it off. 2. Always save money, even if it's just a little bit. Save for the long-term. Have the mindset of putting the money away to never touch it until you're retired or have an emergency.

**What would you want Wellness Advocates to know about your job?**

My job is a little harder here because I can't just go out and get a loan whenever we need cash. As a company we believe in being debt-free, and we take that seriously. The owners are very wise with their money and they are the most un-greedy human beings I know. They are very financially responsible, which in turn makes sure that we will be around

forever and we will always continue to provide the highest quality of essential oils out there. We spend a lot of money and effort to make sure we are getting the best oils possible at the lowest price. We want to make sure that we can accomplish our goal of providing every essential oil in every home throughout the world. That really is the goal and we are doing it.

**Who are your role models?**

I have three role models: my grandparents and my father. My grandparents are both from Germany originally and they migrated here after World War II. What they went through to bring what my family has here is amazing. I'm honestly very grateful for what they did and the decisions they made. I try and live up to standards that they would approve of.

Then my dad is the nicest guy I know. He's someone I can always look to and he always gives me solid advice. He's so kind and loving, and that's all that matters in life. If I just lived life a little more like my dad, I'd be a great guy.

**What are your life goals?**

I would love to be at dōTERRA for the rest of my life. Wherever it leads me, I'm OK with that. I feel fortunate to be a part of a company that actually makes a difference in the world. The larger we get, the better the world becomes. I just want to be a better person and help other people be better people. 💧

FAVORITE PRODUCTS

**Deep Blue®**  
"Both the rub and the oil itself. I cycle and run, so this product is really helpful."



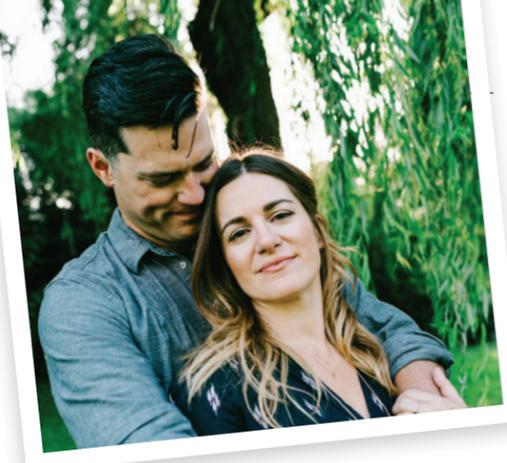
**dōTERRA On Guard® Softgels:**  
"These are my go-to for maintaining good health."\*



**DigestZen® Softgels:**  
"I swear by these and always have them on hand for digestive support."\*



\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.



## Nate & Kate Kettlewell

PORTLAND, OREGON, USA

# Night and Day

“You are building for yourself, but you are not building by yourself. This business is beautiful in its interconnectedness. Your success is related to other people succeeding.”

**K**ate Kettlewell didn't want to go to the dōTERRA class her friend invited her to. She says, “I was one of those skeptical, resistant people because I knew it was network marketing.” Now, she's so thankful she went anyway. She was already using a lot of natural products with her family and she was familiar with essential oils, but the dōTERRA products changed her life. “It's like night and day, the difference in my life before dōTERRA and after.”

She was also resistant to the business at first and wouldn't even host a class, but she did take her friends to classes with her. Kate says, “I was building the business with one foot in the boat and one foot out, but I was very attracted to the business community. It's such a positive space. I loved how everybody seemed driven to grow and do great

things in the world. I just watched them for a very long time.”

It wasn't until she attended leadership retreat as a Silver that Kate realized she really was participating in the business. She says, “It didn't seem real until that point. After that, I really put myself all in and embraced that role.” As she grew on her personal journey and took it step by step, she was committed to eventually reaching Diamond.

As a stay-at-home mom, Kate thinks the way dōTERRA fits into her family's lives is beautiful. She's grateful she can build a successful business with her family and at home. Having worked in corporate environment for years, she recognizes how valuable that freedom and flexibility is. It's also been very important to have the support of her husband, Nate. Though Kate takes

the main driving role of their dōTERRA business, and Nate has his own professional career, it's been refreshing to lean on each other for support. Supporting each other in business has been a gift, and Nate has been a wonderful support, as well as someone she relies on for advice and mentoring.

Kate knows she'll never be able to stop sharing dōTERRA. She says, “Looking back at how much of a transformation I've seen in my own life, it's worth it if even one person might have that same experience.” It's changed her life to a degree she would have never expected. “It's something I wasn't looking for and I'm amazed at how it's impacted my life and how happy it's made me. I think we sometimes don't realize how small we're playing or how we're making choices based on limiting beliefs until we bust through those and we see so many more opportunities.”

“Commit to the long haul. Be OK if your growth takes a while. People grow at different levels and time frames.”



## COMMIT TO THE PROCESS

### Don't rush the journey.

“It's really important to be committed to the process and the journey. Sometimes people build very quickly, but everybody has their own path. I don't think it can always be rushed.”

### Enjoy where you are.

“If you want to achieve Diamond or higher leadership ranks, it's about being committed and knowing that it doesn't matter how long it takes, but being able to enjoy where you are.”

### Make a difference.

“Wherever you are, that's still a valuable space to be in. There's joy and the business is fulfilling at any and all points. Know that you're making a difference and impacting people's lives.”



## Tom & Rommy Kirby

HENDERSONVILLE, TENNESSEE, USA

**“If you’re not where you want to be at this moment, think about if you have really done the work to be where you want to be, or if you just thought about doing the work to get there.”**

Rommy Kirby first got into essential oils to use them as a replacement for the harsh chemicals she was using to clean her house. That was back in 2005, before dōTERRA started, but once she was introduced to dōTERRA she quickly saw how much better the company’s oils are. As a yoga studio owner, instructor, and health coach, Rommy thought she would bring the oils into her work just as a nice addition for her clients and students.

Then she went on a trip to Europe for 17 days with her husband, Tom. She didn’t do anything work related the whole time, and when she came home, dōTERRA had deposited \$1,000 into her account. Rommy says, “That’s when it changed for me. I realized this was an opportunity that I had no idea existed. I hadn’t really looked at it that way.” As a person who has always strived to be

the best, Rommy pushed herself in the business. She participated in Diamond Club and reached Platinum, and then realized that Diamond could be real.

Though Tom does not work with her in the business, he is supportive and respects dōTERRA as a company. Rommy says, “He gave me the freedom to choose what I wanted to do with yoga and dōTERRA, so now I want to give him the freedom to choose what he wants to do.” She hopes to build her business to the point where that’s possible.

Tom and Rommy have an autistic son and they want to be able to give back to other people with mental difficulties and to their families. Through the support of her dōTERRA business, Rommy’s yoga studio is able to offer free yoga classes for adults with Down syndrome, autism, and other similar conditions, as well as classes for veterans and others. Rommy

says, “That’s something that’s important to me. I believe that where much is given, much is required. If we expect to reach the higher leadership ranks in this company, then we should also have an understanding that it’s a gift to be paid forward through the community. It’s a platform from which we can give back.”

She has always wanted to find ways to change people’s lives, and dōTERRA is helping her do that. Rommy says, “I wanted a tribe of women that I could give tools to empower them to live their best lives; to live healthy, happy, and full of energy; and to richly fulfill their purpose, whether that’s being a mom or serving the community. dōTERRA snuck up on me. I didn’t know it would be the vehicle through which I could accomplish that, but it has allowed me to realize and fulfill my purpose and dream of empowering women.”



# EMPOWER YOUR TRIBE

**“It’s OK to feel lonely and to want to quit. It’s just a feeling. Do something different in that moment—physically shift your body, call your mentor—and recognize your inspiration again.”**

## FEEL DIAMOND

### VISUALIZE YOUR GOAL

“Put your goal in front of you. I have mine written on my bathroom mirror. This will help you to start believing it and start to feel what it will feel like when you’re Diamond.”

### GO BEYOND THE PAYCHECK

“Sometimes just getting that paycheck may not be enough for you. It might not drive you. What I wanted to feel as a Diamond was being capable of empowering thousands of lives.”

### FIND THE FEELING

“Most of us are not after Diamond; we’re after the feeling that being Diamond will give us. I wanted to feel the accomplishment and fulfillment of having changed that many lives.”

\*Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.

## Jennifer Kourtei

LAYTON, UTAH, USA

# Counting on You

**“It doesn’t matter who you are or where you come from. This is 100 percent attainable for anybody.”**

When Jennifer Kourtei signed up for dōTERRA, she was a homeschooling mom and a full-time college student. College was putting her in a good amount of debt, so she wanted to find a way to make some income but still stay at home with her youngest son. She knew she didn’t have the time or means to teach in-person classes, so she started a Facebook page. She says, “I had no idea what I was doing. I completely winged it. I jumped off the cliff and figured it out on my way down. I invited a few friends and started a giveaway with an Introductory Kit and it just took off.”

In the beginning, she had to take the last \$200 leftover from her student loan

to start her dōTERRA business. She thought, “This is do or die. This might be crazy, but I’m going to do it and I’m going to see what happens.” Already a 4.0 student, Jennifer has always been a very motivated person. She says, “When I find something that means something to me, I do whatever it takes to be the best that I can be.” After starting her page, she did a ton of research into Facebook algorithms and, through trial and error, figured out what people on her page responded to best.

Jennifer has been able to grow her page mostly organically through quality content and giveaways. She also made sure to respond quickly to any questions on her page to build relationships and a community among her followers. In four months, she hit Silver, had 12,000 followers on her page, and was on the list for the incentive trip. She says, “I just grew rapidly. It was like a whirlwind.

People organically started sharing and commenting and it’s this domino effect.”

She has also worked very closely with dōTERRA to make sure her page is compliant. Jennifer says, “Looking back, I’m actually very grateful that dōTERRA makes such an effort to be compliant. It helps me educate people about maintaining a healthy lifestyle in a safe way.”

Now, Jennifer is able to pay cash for her education and has been able to get out of debt for her student loans. She says, “This has given me freedom in my life to be able to still stay at home and do the things that are important to me—to still be a

mom, student, teacher, and build this amazing team of people. It just fell into place. I feel like it was meant to be.”

She will be graduating this fall in criminal law and forensics, but she is addicted to doing dōTERRA. She says, “dōTERRA has given me the ability to be independent and know that I can take care of myself and my kids. It gives me something to get up for every single day outside of my family. I know that other people count on me, and I can genuinely make their day better.”

“This business helps me show my kids that **you can do anything you want**. It’s given me an actual dream and vision that is happening.”

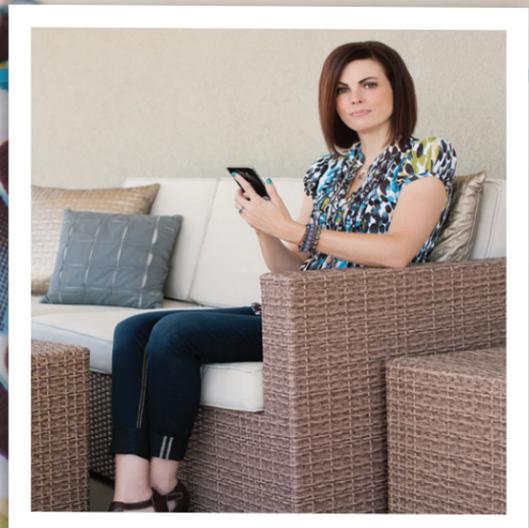
## WHY SOCIAL MEDIA?

**Some need to get creative.** “I have a lot of Wellness Advocates that follow me who are looking for a different way to do the business. They are not able to do in-person, traditional classes for various reasons and they need more creative options.”

**Find people all over the world.** “I like being able to connect with people in the company and show them that there’s a different way. It’s possible. There are so many people out in this world to connect with—on Facebook alone there are two billion.”

**Teach more people at once.** “My page in a week reaches over 300,000 people. Can you imagine talking in front of an audience of 300,000 people? It’s astounding to be able to teach that many people. I know I’m making a difference.”

**Reach the unreachable.** “Many people who don’t know advocates that are local to them turn to Facebook. I have people on my page who live on 700-acre ranches in Texas. They would never be able to attend a class, but have access to dōTERRA through social media.”



## Spencer & Reta Kuhn

SAN CLEMENTE, CALIFORNIA, USA

# dōTERRA Takeover

“For me as a woman, it’s really enjoyable to be going out and meeting and interacting with new people. It’s a whole new way of doing things for a stay-at-home mom. My whole world has opened up and I’m helping people at the same time.” *-Reta*

It was Spencer Kuhn’s cousin, Double Presidential Diamond Boyd Truman, who introduced him to the dōTERRA business opportunity. Spencer owns a roofing company and he says that at first, “I had a really big ego and, in my opinion, I already had a real business.” But, Boyd was patient with Spencer and his wife, Reta, and kept following up and eventually convinced them to give the essential oils a try. As they used the oils over a period of several months, they started having good results.

One day, one of Spencer’s employees saw him using dōTERRA Deep Blue® on the job, and this employee asked if he could try it. Spencer gave him the rest of his roll-on and that next week, the employee came back and asked for six bottles for his whole family. Spencer realized, “I didn’t even try to sell that.” Reta had already begun to share with

friends and family, and as more people started asking how they could get oils of their own, Spencer and Reta organically started doing the business.

As Spencer saw how naturally the business could happen and saw the great success Boyd was having, he decided to give it a try as well. Boyd told him if he committed three to four hours a week, in a few years he could replace the income from his roofing company. As their business grew, Spencer started putting more and more time into dōTERRA and less time into his other business. He says, “dōTERRA is starting to take over. It’s given my family a different light at the end of the tunnel that we never imagined was even possible before.”

All of Spencer’s brothers and sisters are on his frontline. They were all able to

take time off last year when their father was sick and eventually passed away, and still received income from dōTERRA. In contrast, Spencer’s roofing business suffered during this time. He says, “We’ve invested money toward retirement before, but nothing has ever become a true residual income. I feel like that’s what we’re building now. It’s limitless.”

Now, the business has become about changing others’ lives as well. Spencer says, “Once you see how many different lives get affected, it becomes a mission.” Reta adds, “We want to be able to help people achieve their goals and get to where they want to go. That gives us such a sense of happiness as well as helping our own lives financially and spiritually and in every other way I can think of.”



## GROW AS A PERSON



**Grow yourself.** “Every single one of your personal dysfunctions will challenge you in this business. If you’re not taking care of yourself, bettering yourself, and growing as a person, then your team won’t grow either.” *-Spencer*



**Overcome your blocks.** “Everyone has mental blocks and overcoming those can be one of the hardest things in this business. But, when you do, you immediately see good results and your team will reflect that.” *-Spencer*



**Show your team.** “If you meet your challenge and start getting better at it and more confident, your team will see that and they’ll have the courage to do it too.” *-Spencer*



**Come out of your shell.** “This has definitely changed me as a person. I was very shy and wouldn’t get up and talk in front of people before. This has made me come out of my shell and built my confidence.” *-Reta*

“If people like us can do this, anyone can do this.” *-Spencer*

# Leader

Ryan & Jenyce Harris  
*Diamonds*

You asked, they answered. We took your most pressing questions about the business and asked some of our top dōTERRA leaders for their advice from their years of experience.



## How do you get past blocks and deal with self-doubt?

Allow us to share a perspective that has greatly shifted the way we view ourselves. We believe that there is a force greater than ourselves that perfectly created this world and everything in it, including us. We choose to reference this creative force as God. If we are products of this creative force, then inherent in each of us is one of the most powerful forces that exists—the power of creation. Quite literally, we cannot choose not to create: all of our choices, decisions, and actions have consequences and create an effect or have influence on the people and things around us. Regardless of our current station or where we may now stand, God’s power dwells or resides in each of us. When self-doubt begins to creep in, we can choose to view ourselves through that frame of reference. Realizing that we not only possess, but that it is impossible to divorce ourselves from this power, how can we doubt our own ability to find solutions to obstacles and create in abundance?

Honore de Balzac said, **“When you doubt your power, you give power to your doubt.”** We all have inner voices inside our heads that tell us we are not good enough, not strong enough, and incapable of doing the things we dream of. We have a choice to either believe in ourselves, or suffer in self-pity and self-doubt.

## Here are some useful tips to push past obstacles:

### 1. Take Action

One of the best tools to boost confidence and decrease self-doubt is to simply take action. When I first started this journey, I had little confidence in myself, but my why was big enough that I was willing to figure it out. As I took action, my confidence increased and my new belief became that anything is possible.

### 2. Live in the Present

Most of the time, feelings of self-doubt are attached to memories of previous failures. Don’t dwell on those moments, as the past does not equal the future unless you live there. Stay in the here and now, and see the opportunities that are in front of you. Remember, failure is a huge part of growth. Staying present is key to being able to focus on the positive.

### 3. Stop Comparing Yourself to Others

Comparison is the thief of joy. It is easy to get lost by looking at what others are creating and comparing yourself to their successes. My experience is that comparison will create feeling of discouragement as we are usually comparing someone else’s strength to our weakness. We each have unique gifts and our journeys will all look different. Embrace you, because you are a badass!

### 4. Counteract the Negative

At times, it may seem as though the negative voices are stronger than the positive ones. Be aware of when this happens and counteract it by reciting empowering affirmations, changing your state with physical activity, or—one of our favorites—seeking gratitude in the moment. Remember, thankfulness lifts you up above your circumstances.

### 5. Nurture Yourself.

It’s easy to get lost in self-doubt when we forget to take care of our own needs. Be sure to stay hydrated with plenty of water throughout the day, get enough sleep, eat healthy, and exercise. Make a list of what brings you joy and be sure to engage in those activities frequently. Take time for personal development. We have learned to take advantage of early morning hours to do this before our kids get up.

### 6. Connect with Others.

While it is important to take time out for self-care, it is just as important to get the support you need from others. Whether this is from friends, family, a professional therapist/coach, or your upline/crossline, getting reassurance or help from others can make a big difference. Many times just knowing that you are not the only one who gets stuck or has moments of self-doubt can help you shift away from a “Why me?” attitude.

## How do you schedule out your days, weeks, and months to obtain your goals?

It’s all about priorities. Frequently people mention that they need to feel balanced in their lives. I love the book *The One Thing*, which says, “The act of living a full life by giving time to what matters is a balancing act. Extraordinary results require focused attention and time. Time on one thing means time away from another which makes balance impossible.” Referencing it as balance over a period of time versus balance each and every day can be useful. If we strive to attend to all things, then everything gets short-changed. No matter how hard we try, there will always be things not done at the end of the day, week, month, and year. We have learned to go through our week and make sure that family, health, and relationships get scheduled in first.

When scheduling business activities, identify what your highest priorities are in moving your business forward and attack those first during your scheduled work hours in order to avoid getting distracted with busy work like organizing your office or scrolling through social media feeds. Make sure that sharing, inviting, following up, enrolling, and supporting are consistently part of your highest priorities.

When you’re supposed to be working, work, and when you’re supposed to be playing, play! 💧



## Dr. Lacey Raposo

ELK GROVE, CALIFORNIA, USA

“Never try to force anyone to do something they don’t want to. Just meet them where they are and help them achieve what they’re looking for.”

**D**r. Lacey Raposo grew up with a holistic lifestyle, so she was already familiar with essential oils, but didn’t really know how to use them. She was running a busy chiropractic office and holistic health center when she was introduced to dōTERRA. When she was told what the oils can actually do, she thought they would be the perfect thing to combine with her office to help her patients even more. She says, “The oils are a great bridge to introduce natural methods to our patients. Once they get into dōTERRA, it’s a huge spiral effect in a great way.”

She knew the business side of dōTERRA was going to open opportunities for her and her team to travel around the country teaching about natural solutions. They also began introducing it to other health care offices to offer the same services to them. In order to not add to the plate of busy health care

professionals, Lacey and her team have created an entire system that gets these professionals all the products they need without adding any additional work or stress for them.

This system works so well because Lacey’s team is made up of family and staff that are already very involved in her chiropractic office. dōTERRA has blended in nicely with the work they already do. She says, “All the people on my frontline work together as a team to help mentor and oversee their accounts. We all just work together and it’s kind of amazing.”

Her whole team loves being able to share that they have so many health care professionals on their team. Lacey says, “They all know that if there’s a question that they can’t handle, they can always ask one of us. They really see that as an advantage.”

Lacey had the mentality that if she was going to do a dōTERRA business, she was going to go 100 percent. She says, “It wasn’t ever about hitting a certain rank. Rather, it was about getting this information to people and as a side effect we just kept growing in rank.”

She never tries to sell the oils but is always focused on educating. Lacey says, “I think once people understand how the oils work and what they do, it’s just going to become an everyday lifestyle. If you’re trying to sell someone oils, it’s never going to work. But, if you’re really trying to educate them and transform their health, I think it becomes very easy to reach higher ranks.”

Now, she’s motivated to help her frontline also be financially rewarded for helping people. She says, “I think it’s really powerful to be able to build with everyone else to help them to achieve.”

# A NICE SIDE EFFECT

“Reach out to people and educate them about how the oils work, then let the oils do the rest.”

## POSITIVE REINFORCEMENT FOR BUILDERS

### SUPPORT BUILDERS.

“You want to be building for rank and bonuses, but you also want to support your builders that are supporting you.”

### FOCUS ON EFFORT.

“Work together as a team. Place people under the people who are trying, even if they’re not perfect at it.”

### BUILD MOMENTUM.

“It’s all about momentum. Think about how you can empower and help someone who is a new builder.”

### ENCOURAGE THEM.

“This will provide them with encouragement and positive reinforcement to help them hit ranks. It builds them up.”

## Tom & Stephanie Smith

HEBER, UTAH, USA



# Something TO Lean On

**“People have such a deep experience with yoga and the oils together, but it’s equally important to follow up with an educational class.”**

When Stephanie Smith lived in Arizona, she would visit Utah during the summer and go see her friend who owns a yoga studio in Park City. She noticed her friend’s diffuser and commented on it. Several visits in a row, Stephanie’s friend would give her information on dōTERRA, but when Stephanie went back to Arizona, she forgot about it.

Then the recession happened and Arizona was hit hard. Stephanie’s husband, Tom, is an IT startup entrepreneur and their family really felt the impact of the bad economy. Stephanie is a yoga instructor and knew she needed some way to make additional income to provide assistance for her family. So, when Marty Harger, her upline, said she was coming to town and wanted to teach some classes in Stephanie’s yoga studio, Stephanie decided before Marty arrived that she was going to participate.

As she saw how the essential oils helped her, Stephanie knew this was a business that could help her family and allow her

### HOW BELIEF AFFECTS RANK

<p><b>Accept the dance.</b></p> <p>“Every time you rank advance it’s often a little bit of a cha-cha, because you don’t stay there. You’ll get to a rank and then you go back, because your rank depends on your belief system.”</p>	<p><b>Overcome fears.</b></p> <p>“Rank advancement really does require not only belief in yourself, but overcoming barriers and fears that you have about the business and about your potential to earn really big money.”</p>	<p><b>Forget the past.</b></p> <p>“For me, being a yoga teacher and dancer my whole life—I had never made a huge income. So, this is new for me. There was a part of me that thought, ‘I don’t know if I can do this.’”</p>	<p><b>Personally develop.</b></p> <p>“It took me several months after hitting Diamond to move past those barriers and feel like I could keep the rank. I think the higher the rank, the more personal development is required.”</p>	<p><b>Go beyond skills.</b></p> <p>“For a long time I was worried about obtaining skills. Now I see that the most important piece is bettering yourself in every aspect, and then you attract those bigger people into your life.”</p>
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to stay home with her children. At first, her goal was to make \$1,500–\$2,000 a month. She says, “I think you take baby steps along the way, and then when you get to a point you think, ‘This is totally doable. I can be bigger than that.’” She did Diamond Club twice and both times saw a significant increase in both rank and Power of 3.

Diamond Club was also a good way for her to develop personal relationships with her team all over the country.

She says, “I love being face-to-face with people. People will buy things from those they know, love, and trust, so for me that has been key in this business. I still travel somewhere at least once a month, and Diamond Club really showed me how to do that in a way that was pretty intense. Now, I’ve learned how to do it in a less-intense way that works for my family on a more regular basis.”

She loves that dōTERRA allows her to choose how hard she wants to

work and when. She can travel a lot some months and take other months off. Stephanie says, “I want to create stability for the future and I want to have the financial freedom for my children. I feel more confident that if the economy tanks again, we can lean on my income.” But, that freedom is not the only way her life has changed. “It’s changed my relationships with others and especially with my family. The way I see the world is different. I see more possibility than I ever did before.”



“After you’ve been in the business for a few years, it’s easy to start to waver, take your eyes off the target, and forget why you originally started doing this. I think it’s really important to keep coming back to that.”

## Jason & Alicia Stephens

VISTA, CALIFORNIA, USA

# Good Is Ahead

When Alicia Stephens transitioned from corporate America to being a stay-at-home mom, she found she fit naturally into the niche of the health and wellness world. As she strove to help her own family through nutrition and natural living, she became really passionate about educating other moms out there about what she had discovered. She became a health and wellness coach, and soon after that discovered dōTERRA.

As a new health coach, Alicia had many people trying to convince her to try their health products. So, when her sister first

introduced her to dōTERRA, Alicia was so overwhelmed by everything else that she didn't pay much attention. Later, when she had a need for it in her home, Alicia agreed to experiment with the essential oils, and she saw how quickly they made a difference. She says, "I'm an all or nothing kind of girl. When something works, I need to understand why. I dove deep into research about it and became fascinated about this whole new world."

Alicia began to use and share the oils, and then a friend invited her to present dōTERRA at a party, and several people

signed up at the end. She says, "That was a real eye opener of how easy it was to just share from a really authentic place." It didn't take long for her to start incorporating dōTERRA in her coaching business.

Then, Alicia attended the gala at convention and was amazed by the people she knew who were walking the carpet as Diamond, and she knew she wanted to get there too. She says, "Becoming Diamond for me wasn't necessarily about the rank. It was more about me doing something that I know I was meant to do, that I was born for."

**"I didn't wish to become Diamond. I didn't hope to become Diamond. I was Diamond."**



**"Being a mom is what made me have the most success, because it made me want to share, educate, and empower other moms."**

### BECOME WHO YOU WANT TO ATTRACT

1

**OPEN UP.** "Personal development has shifted me in so many ways that I never would have dreamed of. It has opened up doors for me. It has opened my mind and my heart."

2

**WORK ON YOURSELF.** "To really be able to reach people you have to work on yourself first. That is how you attract good things and good people into your life."

3

**TAKE TIME OUT.** "When I find myself overwhelmed, stressed, or having a bad day, I just hit the time out button and I get back to me. It's amazing what can happen around me once I get my head on straight."

4

**GET CLEAR.** "I had to slow down and get crystal clear on the type of business I wanted to have and the people I wanted to attract. When I took the time to do that, these amazing people started to show up."

\*Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.

Pete &amp; Carrie Vitt

NICEVILLE, FLORIDA, USA

# Walk Alongside

**“I love that dōTERRA gives people a great natural resource that is solving a problem for them. The oils are not an indulgence; they’re essential.”**

After getting healthy by changing her diet, Carrie Vitt realized other people could benefit from better nutrition as well. So, eight years ago, she started a website and also wrote a cook book about the benefits of real food. She had heard of essential oils but didn't really understand what they were about.

Then, she went to a health conference and her friend, Season Johnson, shared some Peppermint with her. Carrie found it so effective that she started trying other oils and got really excited. At first, she wasn't interested in starting a business, but after five months she thought she was doing her online followers a disservice by not educating them about dōTERRA.

She sent out an invite to her email list about an online essential oils class—

and had more than 1,000 people register. Carrie says, “A light bulb went on. I thought, ‘Maybe they’re wanting this information.’” She and Season started teaching regular online classes together. Carrie saw that dōTERRA could become a new source of income for her blog, and she made goals for how her new business would grow.

For Carrie, it made sense to mostly build online, since she had already built her online business over eight years. She says, “I had built some trust with my readers over those years. They know my story and they come to me for health and food advice. It made sense to head in that direction.”

Carrie was motivated to reach Diamond to help her husband, Pete, who recently retired from the military. She successfully reached Diamond

eight weeks before he retired, and now he has more options with what he wants to do with his career. Also, their children are teenagers, and driving and college are right around the corner, so Carrie is excited she'll be able to help support her family in that way as well. Beyond that, she says, “I want these oils in people's homes. I want them to understand that they can be used as a tool alongside diet and lifestyle.”

Whereas before Carrie felt a little separated from her readers, she now has been able to connect with them on a much more personal level through dōTERRA. She says, “Now I'm friends with them and helping them build businesses. Now, I encourage them and walk alongside them. That's been a real game-changer for me, and I really appreciate that dōTERRA has given me that opportunity.”

## TIPS FOR SUCCESS, ONLINE OR IN-PERSON

### Make connections.

“My team is all over the world. I've never met most of my leaders in person because I've built all of this online. I've started doing zoom calls to make more connections than you can through emails or the phone.”

### Find leaders.

“I was bringing in so many people, then I realized I needed leaders. I looked at who was on LRP and was coming to the weekly calls with my upline and contacted them to see if they were interested in the business opportunity. It worked really well.”

### Solve problems.

“I don't sell essential oils online, I educate and solve people's problems. You have to show people what's in it for them. If you're not giving them a tool that will be beneficial in their lives, they're not going to pay attention.”

### Keep it simple.

“All you have to do for a successful class is share your personal story, explain a little about the oils, share some of the favorites, and explain how dōTERRA is like a Costco membership. You don't need bells and whistles, just make it real and personal.”

**“Don't sell, educate. Teach people how to use essential oils and how they're going to be beneficial in their lives.”**



## Joel & Sherri Vreeman

WILLMAR, MINNESOTA, USA

# Integrity & Truth

**“Being an advocate means that you stand in the gap for someone else and you help them. You hold them, you lift them up, you feed them, you serve them, and you introduce them to what they need.”**

Sherri Vreeman’s daughter and son-in-law are both chiropractors who were on the lookout for the best essential oils out there. When they found dōTERRA, they were amazed by the integrity and the mission behind the company. They shared it with Sherri, and she was impressed. She says, “I don’t think you find very often in this world people who are driven by integrity and truth rather than money, success, or fame. I just continue to see this thread in dōTERRA of integrity, sincerity, and the belief that truth, honesty, and people matter.”

Her husband, Joel, works in a family-owned construction business and Sherri cleaned houses for 15 years while raising their three children. Though they love working with family, Joel has little time freedom with his job and they had no real plan for retirement. They looked at the dōTERRA compensation plan and saw that with time and hard work, this business could be what they needed. Sherri says, “Your choice is to either pay the price to build the pipeline in five years, or don’t. There are days when we all want to quit, but it’s as simple as stepping back and saying, ‘How will my life look in five years?’ There’s hope in building dōTERRA, and I don’t know if you can find that in many other places.”

After building to Platinum, Sherri was working toward Diamond and getting very close to reaching it, when some changes happened on her team and she adopted two new legs that pushed her straight to Blue Diamond. Sherri says, “I take nurturing these people very

seriously. Every single person that’s on my team has a story, a need, a desire, and a light that God has destined them to shine. Whether I’ve adopted them or birthed them, they’re very near to my heart.”

It’s been a challenge for Sherri to come to terms with her unique path in this business, but she knows anyone can benefit from always looking ahead to the next rank. She says, “Live in the present and don’t start the next leg until you have strong leaders for it, but always be looking ahead for what’s happening next.”

As her team continues to grow, she has started to travel all over the country to support them. Joel is still working full time, but they hope he will be able to join Sherri full time in dōTERRA within the next couple of years.

She is grateful that through dōTERRA she has an opportunity to focus outside of herself. Sherri says, “It’s crazy to me that this is a job. I have such an incredible opportunity every day to reach out and change someone’s life.”

**“I BELIEVE THAT WHEN YOU FOCUS ON OTHERS, YOU GET WHAT YOU NEED. IT COMES BACK TO YOU.”**

**“Our grand-parenting years are going to look very different. We’re going to have the freedom to go into whatever crosses our path.”**



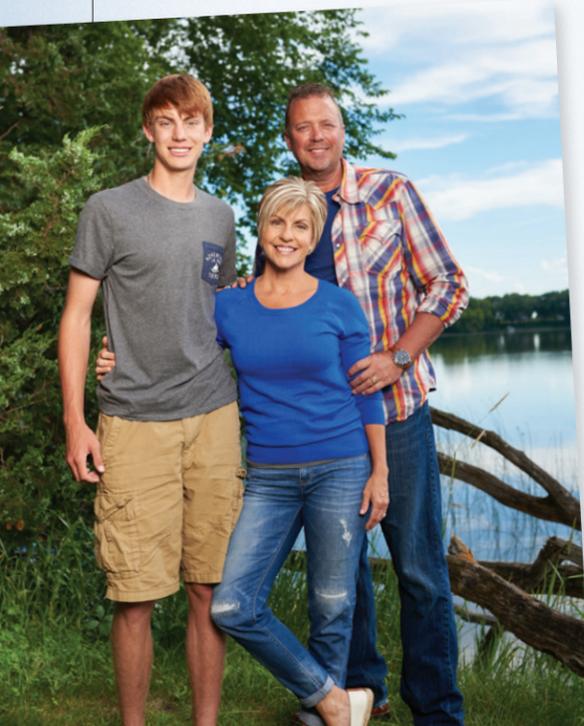
**Connect to people’s needs.** “You have to know how to place people by connecting with them early on and hearing their needs. We are here to serve people and help them walk in the fullness of who they’re called to be.”

**Help them move forward.** “Second, we’re here to help them move forward toward financial freedom. If you want to give them that dream, that’s going to take strategy. It’s going to take the awesome opportunity dōTERRA gives us.”

## STRATEGIZE TO SERVE

**Work hard for the long haul.** “This is not an overnight get-rich-quick scheme. Very few things in life that happen fast have longevity. You have to put your head down for two to five years, serve people, and be strategic to develop a strong business.”

**Make solid placements.** “Be a savvy strategist with how you place, how you talk, and how you teach. Build your business in a solid way. Solid placements bring the longevity, strength, and consistent organic income that you want.”



## Julie Weinberg & Meredith Kelly

PROVINCETOWN, MASSACHUSETTS, USA

# CLIFF JUMPERS

**“If you don’t have a roadmap, you’re most likely not going to get to your destination.” –Julie**

As a massage therapist, when Meredith Kelly was introduced to dōTERRA, she recognized the quality of the essential oils and thought she would like to incorporate them into her practice. She and her wife, Julie Weinberg, both started using them, but it took a couple years before they were ready for the business.

Two years later, Meredith was looking to transition out of just doing hands-on massage. She wanted to do something that could benefit more people and wouldn’t be so rough on her body. So, when her friend told her about the business opportunity, she was open to it. Julie was a little more skeptical, but it didn’t take long before she was onboard as well.

Julie had just had a huge upset in her career as a producer when the company she was working for lost all its funding. Julie says, “That was really disheartening and left me in a place where I wanted to have control over my life so that I wasn’t dependent on outside forces to do what I love.” She soon saw that dōTERRA was what they had been looking for, because it would allow them to work

together in something they were both passionate about.

They both jumped into the business full time. Julie says, “We’re cliff jumpers. I don’t know if I would recommend that to people, but that’s just who we are. When we found this to be a match, we were all in. We thought that if we dissipated our energy in other places, it was just going to take away from the amount of time it would take us to reach our goal. It was hard in the beginning because we had all of our eggs in one basket, but in many ways we chose to make this work because we were committed.” They participated in program after program, including Diamond Club, until they reached Diamond.

Now, they can see that the more successful they are, the more they’ll be able to contribute, and they want their team to succeed like they have. Julie says, “You become so close with these people and you’re all working so hard together. You see how much they want it and you want it for them. There’s such joy in seeing them count their wins and get excited about what they’re creating.” Meredith adds, “There’s no ceiling. We can see that anything is possible. It’s just how big we want to dream, and to me that is freedom. You do not see that on the planet a lot at all and it’s majorly transformed the way that I see we can help people.”

**“Our goal is to support our team to be wherever they need to be and not put any type of pressure on them. We just want to encourage them and be role models for them.”**  
–Meredith

## BECOMING A BUSINESS OWNER

### BE SELF-RELIANT.

“You have to be self-reliant in this business. Nobody is your employer. Nobody is pushing you. It has to all come from your why. Don’t depend on your team to do anything for you. It’s what you have to do. You have to create it for yourself, and that inspires your team.” –Meredith

### TREAT IT LIKE A BUSINESS.

“There are so many people who are under the impression that they’re doing this as a business, and they’re really only doing it as a hobby. You’ve got to take it seriously and you’ve got to be committed to it. You have to embrace this as a business and be willing to learn the skills required.” –Julie

### DON’T COMPARE YOURSELF.

“The only difference between high-ranking people and you is mindset. You have to move forward with the awareness that you can achieve this as well. Don’t make the mistake of comparing yourself to others. The people who are successful have put in the time. Time will create results and success will come with time.” –Julie



# THE Power OF Example

BY  
DALEA FAULKNER  
GOLD

“I have been impressed with the urgency of doing. Knowing is not enough; we must apply. Being willing is not enough; we must do.” —Leonardo da Vinci

## The Need for Inspiration

Inspiration is something we, as a whole, do not lack in dōTERRA. Every day we find new ways to push past our own resistance to move forward in our businesses and do the things that need to be done. The challenge instead lies in how we continue to inspire others and teach our teams to do the same. Perhaps more importantly, how do we continue to inspire ourselves, especially on those days when our get-up-and-go is looking more like a give-up-and-sleep?

To get to the bottom of what inspires you, ask yourself: What do you tell yourself when you have those less-than-awesome moments? Who do you call for help? Why do they inspire you? How do they help you find your light again? Is there somewhere specific you go when you feel like this? Breaking down your inspiration into smaller pieces can help you identify what qualities you desire or feel you are lacking personally. Maybe you reach out to a fellow leader that has always inspired you because they know just what to say to help you find your way back to yourself. Or maybe it's a family member that gives you that little bit of tough love to reignite that flame inside.

I find inspiration in my husband, Brien, a service connected disabled Army veteran, and our four-year-old son, Daen, every day. If not for them, I wouldn't push myself as hard as I do. dōTERRA itself has also been incredibly inspiring for me. The Free to Give program is giving my family even more tools that we need to live the life we desire, so that we can share even more of that abundance with others. We all have inspirational moments like this that build up to an arsenal we can utilize to help inspire our team.

## Overcoming Obstacles

Whenever I am struggling with something, my first thought is to create some kind of training on it to help me both overcome it and teach my team. Most recently, a number of my teammates wanted more insight on how to get people to show up to their events. This was something I was definitely facing problems with. In April of this year, I moved to a new area. The community where we live in the White Mountains of Arizona is fairly small. This experience is dramatically different from when my family and I lived in my heart's

home of Colorado. I was doing all the usual steps to get people to my classes, but attendance was still lackluster.

So, with all those obstacles in the way, how did I create training for my team? I had to take a step back and really look at things from a critical perspective. I ended up finding new angles and ways I could reach out to people and get butts in seats. Those ideas and moments inspired me because I knew that my team would be able to have an “aha” moment when I shared them and press on. Isn't it beautiful how in our own adversity and setbacks, we can find exactly what it is we need, if we only look for it? Implementing and taking action on those things we can shift makes all the difference. I had four people attend the class I held after I created that training. Sometimes the things we need to inspire us come from the least obvious places.

## Lead by Example

As leaders, we are constantly looking at ourselves under a magnifying glass, looking at ways we can improve ourselves. At the same time, we are finding new ways we can encourage and inspire our team to do the things that are going to explode their businesses beyond their wildest dreams. Personally, I am a content creator. I love to create tools, trainings, videos, and other materials that my team can utilize as resources to move forward with when I'm not immediately available.

But, after having created this training about classes, I'm also learning that sometimes example is our most powerful inspirational tool. While we can share about books that inspire us, and talk about seminars, boot camps, and success trainings, and even write a book about oils—none of these things matter if my team doesn't see me teaching classes. Regardless of your rank, seeing you teaching is what inspires your team to keep teaching classes, and classes are the lifeblood of our business. I know when I see photos on social media of other leaders in dōTERRA teaching classes, it inspires me, because it gives us all the opportunity to see ourselves doing the same basic activity. Share photos of your classes. I can promise you it's a super big deal, especially for your team. 💡



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WELLNESS ADVOCATE  
*Recognition*

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WES & HAYLEY HOBSON



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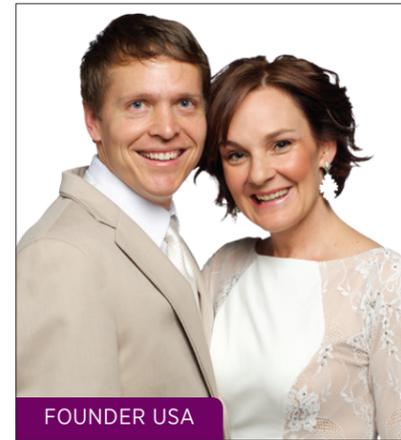
DOUBLE BLUE DIAMONDS



FOUNDER TWN

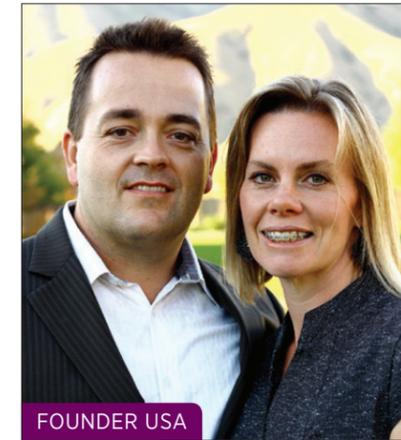
STEVEN & MONICA HSIUNG

DOUBLE DIAMONDS



FOUNDER USA

ANDY & NATALIE GODDARD



FOUNDER USA

JUSTIN & KERIANN HARRISON



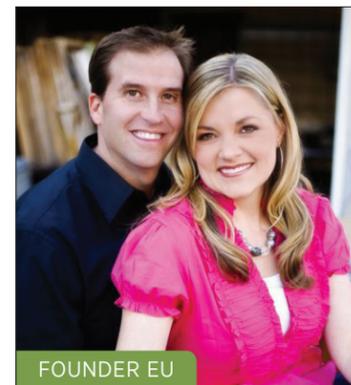
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ANDERSON



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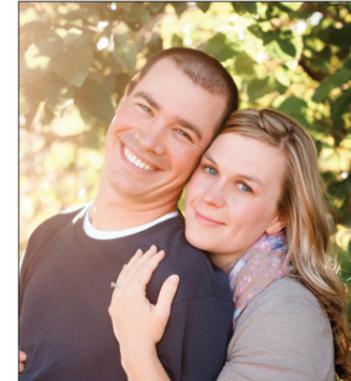
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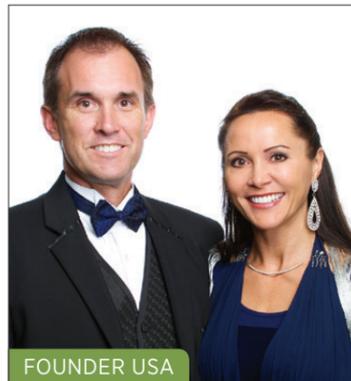
JERRY & LAURA JACOBS



SCOTT & RHONDA FORD



JEFF & JEN FREY



ROGER & TERESA HARDING



MATT & SARA JANSSEN



KYLE & KIERSTON KIRSCHBAUM



ASAKO KOBAYASHI



JOHN & MELYN HARRISON



SHANE & REBECCA HINTZE



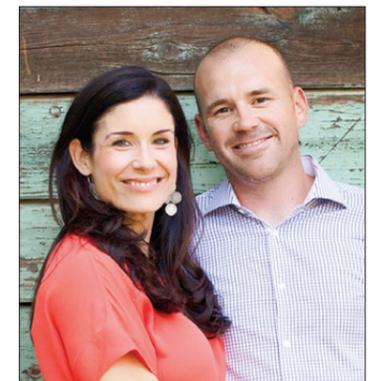
PAUL & BETSY HOLMES



KAI HSUN KUO & PEI LING SU



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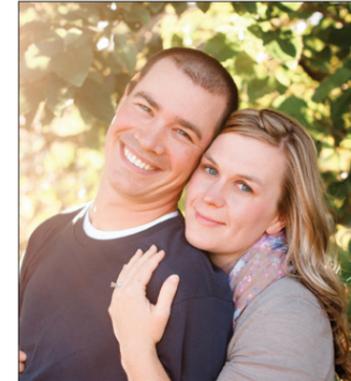


KC & JESSICA MOULTRIE

PRESIDENTIAL DIAMONDS



NATE & BRIANNE HOVEY



CLAY & JESSICA IDDINGS



JERRY & LAURA JACOBS



MATT & SARA JANSSEN



KYLE & KIERSTON KIRSCHBAUM



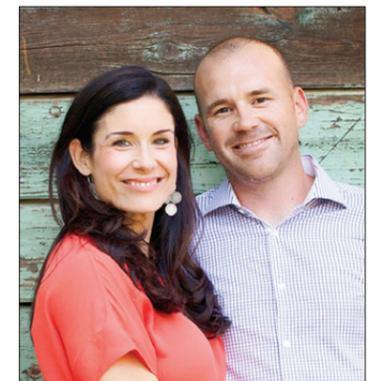
ASAKO KOBAYASHI



KAI HSUN KUO & PEI LING SU



CHENG HUI LIU & PEI CHIH YI



KC & JESSICA MOULTRIE

PRESIDENTIAL DIAMONDS

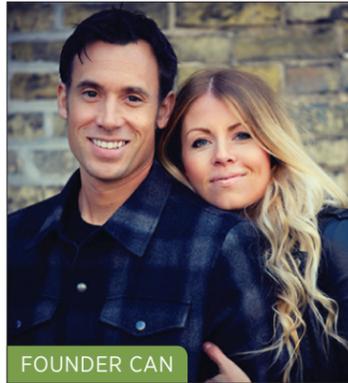


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KARI ARNTSEN



KAREN ATKINS



WALTER & MELODY WATTS



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JARED & SHEREE WINGER



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NICK & JEANETTE FRANSEN



LI FRYLING



ARIN & GABRIEL FUGATE



LOUIS FUSILIER & MONICA GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT

BLUE DIAMONDS



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HOWELLS-SCOVILLE



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CHIH LUNG HUANG



BRYAN HUDDLESTON &  
LASSEN PHOENIX



JULIE HUNDLEY



RICK & KATHY HUNSAKER



LAI JAUCHING

BLUE DIAMONDS



SEASON JOHNSON



BRIAN & RACHEL JONES



FOUNDER TWN

JUI CHANG JUAN & TSAI CHIA  
HSIU



JEREMEY & ANNETTE JUKES



TRACI & JACK KENNEBECK



DRU & GINA KIESEL



EMMA KNIGHT



JON & DUQUESA LAMERS



LAURIE LANGFITT



FOUNDER USA

DANNY & NICOLE LARSON



FOUNDER USA

JUSTIN & TAHNA LEE



PO HSIU LIN & FANG SU KUAN

BLUE DIAMONDS



YU YU LIN



CHIH JEN LIU & MAN TSAI



HOLLY LO



STEVE & RACHEL LOTH



DAVID & HEATHER MADDER



ALONTO & DESIREE MANGANDOG



ZACKERY & STEPHANIE MARTIN



JULENE MARTINDALE



AARON & TONYA MCBRIDE



DENA MCCAFFREE



TONY & AIMEE MCCLELLAN



JASON & SHARON MCDONALD

BLUE DIAMONDS



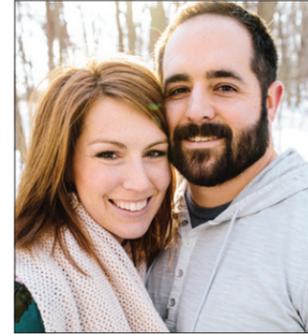
DAVID & TAMMY MILLER



JUSTIN & ASHLEE MILLER



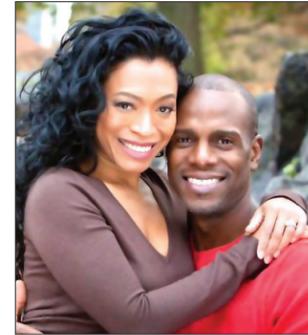
STEVE & KIMBERLEY MILOUSIS



NATE & DANA MOORE



JARED & NICOLE MOULTRIE



DR. ZIA & KY NIX



JEFF & CRYSTAL NYMAN



FOUNDER JPN  
RIYO OGAWA



RICHARD & JENNIFER OLDHAM



KATHY PACE



ERIC & KRISTEN PARDUE



DR. JOHN & HEATHER PATENAUDE

BLUE DIAMONDS



DICK RAY & STACY PAULSEN



FOUNDER AUS

ADHEESH PIEL & SANTOSHI STONE



JESSIE REIMERS



ROD & JEN RICHARDSON



FOUNDER USA

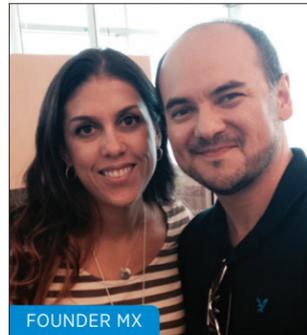
BURKE & NATALIE RIGBY



SETH & JENNY RISENMAY



FRANK & JACQUELINE RITZ

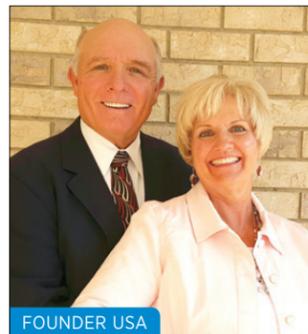


FOUNDER MX

DANIELA & FERNANDO ROMAY

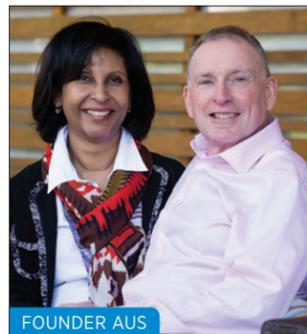


JEFF & DIANE SHEPHARD



FOUNDER USA

TERRY & LIL SHEPHERD



FOUNDER AUS

MARK SHEPPARD & RANI SO



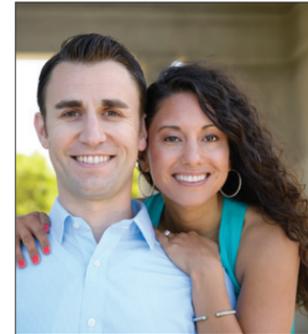
FOUNDER USA

DAVE & PEGGY SMITH

BLUE DIAMONDS



RYAN & DANI SMITH



DR. MARIZA SNYDER & ALEX DUNKS



NATHAN & MINDY SPRADLIN



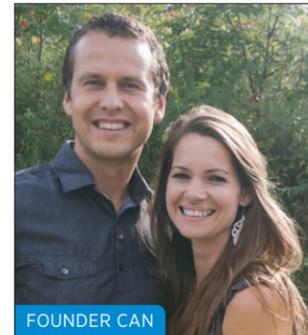
JIM & TAMMY STEPHENS



DR. JEFF STYBA



ZHONG SUN & FUCHUN XI



FOUNDER CAN

BRAD & DAWNA TOEWS



BETTY TORRES-FORBORD



MATT & ALICIA TRIPLETT



FOUNDER USA

GINA TRUMAN



FUMIKA UCHIDA



MARK & LORI VAAS

**BLUE DIAMONDS**



SHANE & KRISTIN VAN WEY



MICHAEL & SARAH VANSTEENKISTE



JOEL & SHERRI VREEMAN



FOUNDER TWN  
WENDY WANG



JOHN & SHAUNA WETENKAMP



JOHN & KALLI WILSON



JOEY & CACHAY WYSON

**DIAMONDS**



DR. JOHN & JENNIFER ACCOMANDO



ATANASKA ADAMS



KATIE ADAMS



JENNIFER ALEXANDER



FOUNDER MX  
LORENA ALVARADO



DAVID APOSTLOVSKI & ANDREA BAEZA



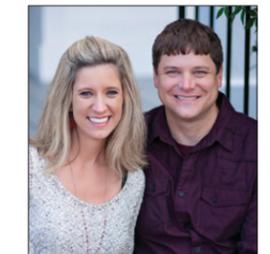
CLAUDIO & JANA E ARANCIBIA



FOUNDER MX  
LUZ MARIA ARGUELLES



FOUNDER CA  
ANA LEDA ARIAS & CARLOS PANIAGUA



JUSTIN & BRIDGET ARNOLD



FOUNDER JPN  
KAZUYUKI ASAKAWA



FOUNDER KOR  
MI HYEON BACK



FOUNDER USA  
PETER & SUSIE BAGWELL



NATE & KELLY BAILEY



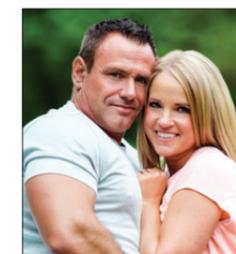
FOUNDER MX  
PERLA BALDEMAR



BENJAMIN & JADE BALDEN



RICK & HAYLEY BAMMESBERGER



DAVID & KARLA BANKS



MACKENZIE BANTA



ERIC & BECKY BARNEY



FOUNDER EU  
MONIKA BATKOVA & MARTINA VALNICKOVA



CARLY BAUTISTA



LISA BEARINGER



JERRY & AIMEE BECK



YOHAN & LAURA BEGHEIN

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER USA

DANIEL & CHRISTINA BENITEZ



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



FOUNDER CAN

HARLAN & MARIE BERWALD



MEL & CONCETTA BIBENS



BRIAN & SHAWNA BIELMAN



TARA BLISS



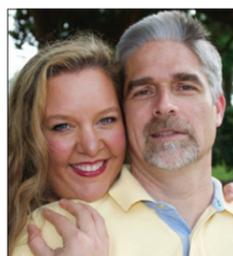
JAMIE BOAGLIO



JON & KENDRA BODINE



STACEY BORSERIO



MICHAEL & MICHELLE BOWLES



FOUNDER EU

NATHAN & REBECCA BOWLES



DR. JAMIE & CHRISTINA BOYER



JASON & KAMILLE BREUER



RACHELL BRINKERHOFF



JEN BROAS



PETER BROSTROM & JULIETTE FINCH



ELENA BROWER



ADAM & CAREY BROWN

DIAMONDS



DON & CINDY BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



BEN & CAMI BUCHTA



DAN & SUSAN BURSIC



JARED & REBECCA BURT



ERIKA BUTLER & RICK HENRARD



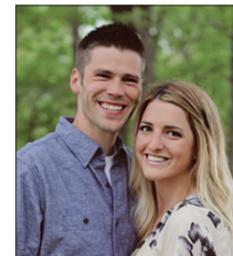
CLAUDIA CALDERON



JEREMIAH & KIM CAMUSO



LISA CANIPELLI



BRADY & MICHELLE CANNON



JOHN & ERIKA CAPPELMANN



JOSHUA & MARY CARLISLE



BEN & ADABELLE CARSON



JONATHAN & AMY CARVER



THAD & KATHY CHANDLER



KUI FEN CHANG



FOUNDER TWN

SHUANG SHUANG CHANG



FOUNDER TWN

CHIU SHIANG CHEN



FOUNDER TWN

FU YU CHEN



TSAI YING CHEN



FOUNDER TWN

WEI-FANG CHEN



FOUNDER JPN

RICK & ETSUKO CHIDESTER



HUSUAN CHIU



TROY & DOROTHY CIVITILLO

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ANNIE & DARRYL CLARK



MARC & ROMI CLARK



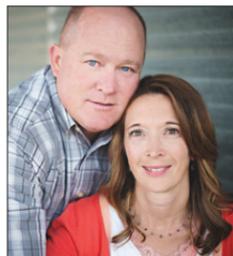
MIKE & RACHELLE CLEARY



ANDREW & SHANNON CLOUGH



FOUNDER CAN  
ALLISON COCHRAN



RICK & ALISSE COIL



EVE COLANTONI



BRETT & FARRAH COLLVER



CAROL COLVIN



JOAN COON



RICHARD & ELIZABETH COPELAND



FOUNDER EU  
ADAM COPP & ROSIE GREANEY



KENT & STEPHANIE CRANE



VERNON & JENNY CRAWFORD



JOHN CROFT & NOEL BLANCHARD



KARLEL CROWLEY & STUART DIXON



JEFF & JUDY CRUDEN



VICTOR & AMANDA DARQUEA



DURELL DARR



MIKE & LORI DAVIS

DIAMONDS



FOUNDER MX  
LIZETH BALDEMAR DE ARRAS



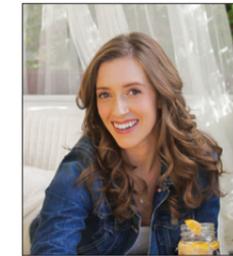
FOUNDER MX  
SOFIA LOPEZ DE LARA & JOSE RODRIGO ALADRO



DR. MARK & KRISTI DEBRINCAT



VICKIE DICKSON



MEGAN DILMORE



JEREMY & HOLLY DIXON



DR. MARK & KERRY DODDS



CURT & TONIA DOUSSETT



FOUNDER EU  
ROGER & EMMANUELLE DUCE



DAVE & LIZ EATON



MARK & LINDSEY ELLIOTT



STUART & SHAYE ELLIOTT



DENNIS & MARY ENGLERT



JOEL & FAY EPPS



DR. MELISSA & EVAN ESGUERRA



FOUNDER MX  
PAOLA ORTEGA & SILVANO ESPINDOLA



FOUNDER MX  
CAROL LOPEZ & LUIS ESTEVEZ



ROLANDO & JESSICA ESTRADA



FORREST & LESLIE EXLEY



EMILY FALCONBRIDGE



DAMIAN & JENNA FANTE



LEONIE FEATHERSTONE



ANDREW & CHRISTY FECHSER



KNUT & CHRISTY FEIKER



DANA FELDMEIER

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DANIEL & MICHELE FENDELL



ROBERT & KIYLA FENELL



DALE & TONYA FERGUSON



MIKE & JANA FINCH



BARRETT & CARA FINES



HAYLEY FLEMING



SAMSON & LETICIA FOLAM



MEGAN FRASHESKI



AARON & WENDY FRAZIER



FOUNDER JP  
KAORI FUJIO



LESLIE GAIL



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



DAREN & CRYSTELLE GATES



MICHELLE GAY



ALESSIO & WENDY GIANNUZZI



BRANDON & LINDSEY GIFFORD



BRIAN & BECKY GILLESPIE



KRISTANN GILLIES



CRAIG & LYNN GINES

DIAMONDS



BRAD & TOBI GIROUX



THOMAS & AMY GLENN



CARMEN GOLDSTEIN



JAY & DEBBIE GORDON



DR. ANDREW & RUTH GOUGH



ADAM & LEAH GRAHAM



MICAH & KRISTA GRANT



DARREN & ROSIE GREMMERT



CURT & CAROL ANN GUEST



KIRK & JENNIFER HAMILTON



CRAIG & LINDSAY HAMM



CLIFF & PJ HANKS



DR. SANDRA HANNA



GIADA HANSEN



EMILY HANSON



MARTY & JIM HARGER



AISHA HARLEY



NATALIE HARRIS



RYAN & JENYCE HARRIS



BRIAN & JEANNIE HARRISON



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JOE & LORI HAYES



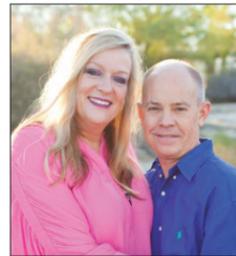
JENNIFER HEATH



FOUNDER CAN  
DR. MARISSA HEISEL

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



PAUL & TERI HELMS



SUSAN HELZERMAN



FOUNDER USA

GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



FOUNDER MX

JUAN CARLOS HERNANDEZ & ARACELI VALENCIA SANCHEZ



FOUNDER MX

IAN & PAOLA HERREMÁN



BRYANT & BRIANNA HESS



FOUNDER USA

TERRY & MARIA HEUSER-GASSAWAY



FOUNDER JPN

MISA HIRANO



EMA HIRZEL



FOUNDER HK

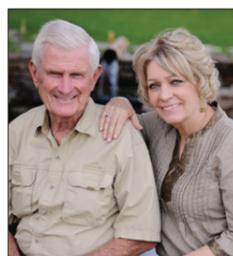
MICKEY HO



STANLEY HO & YEE MUN LAM



HERB HOELLE & FRANI PISANO



ROBERT & TONI HOLLAND



CAROL HOLTZ



JENI HOUSTON



JESSE & BREANNE HOUSTON



TANYA HOWELL



CHUN MING HSU & HSIN PEI HSIEH



TE FU HSUN & CHING HSUE WANG

DIAMONDS



JEFFERY & MIRANDA HU



CHING YING HUANG



MICHAEL HUANG



REID & CHRISTY HUGHES



ALLISON HUISH



JENNI HULBURT



TAKESHI IGARASHI



HIROMI IKEDA



FOUNDER CAN

CYNTHIA INCZE



YUKI ISHIDA



FOUNDER USA

ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



JARED JARVIS



JOSH JELINEO & BEBE MCFALL-JELINEO



FOUNDER KOR

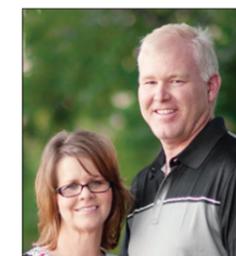
HABONG JEONG



STEVE & SANDIE JENSEN



AARON & JESSA JOHNSON



KILEY & NORA JOHNSON



FOUNDER EU

MARIO JÖLLY & SABINE BUCHNER



JARED & RACHEL JONES



LELAND & ROBIN JONES



RICHARD & LISA JONES



BILL & DEENA JORDAN



HAGAN & DENA JORDAN



LISA JURECKO

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



CHIAH HO KAO



TZU YUAN KAO



FOUNDER JPN  
MASAMI KAWAI



SEAN & CHELSEY  
KAYSE



MIKE & KALLI KENNEY



KATE KETTLEWELL



DRS BRADLEY &  
JENNIFER KEYS



NICK & DYANNA  
KILLPACK



FOUNDER KOR  
YOUNG SUOL KIM



MATTHEW & BAILEY  
KING



MELISSA KING



SHAWN & LAURA KING



TOM & ROMMY KIRBY



PAUL & NANCY KNOPP



FOUNDER EU  
WILLEM-PAUL &  
LOUSSANNA KOENEN



FOUNDER JPN  
MIKI KOJIMA



JENNIFER KOURTEI



DEBBIE KRAHN



JOE & AMBER KROPF



FREDDY & MANDY  
KUHN

DIAMONDS



SPENCER & RETA  
KUHN



PU LI KUO



WEN HUNG KUO &  
SHIH AN KUO



MARY LAGASSE



DAVID & LOIS LANE



FOUNDER USA  
NOLAN & PAT LEAVITT



CECIL & LIANA LEE



JOHN & CAROLINE LEE



FOUNDER SGP  
CHUA HONG LEONG &  
LAW SHU LI



ZACH & KYLENE  
LESSIG



DR. DANIEL & KATIE  
LEVERENZ



CHAD & JODI LEWIS



FUXIAN LI & LING LING  
ZHANG



FOUNDER TWN  
YU YIN LI



HSIU FENG LIN



JOHNATHAN &  
RACHEL LINCH



NANCY LINDER



MIN LIU



TRINA MARIE LOW



SHELLY LOYD



YU JUNG LU



DWAYNE & TRACY  
LUCIA



STEVE & TRACY LYMAN



BRETT & BROOKE  
MAGLEBY



JAMES & CYNTHIA  
MAGUIRE

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER AUS  
TANYA MAIDMENT



ELIZABETH MARA



JOSH & KEELI MARTINEZ



JOHN & PATTI MASON



FOUNDER JPN  
TERUMI MATSUSHIMA



FOUNDER JPN  
SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



KEITH & KERI MCCOY



BRITTANY MCDONALD



JEANNE MCMURRY



BRAD & ANGELA MELTON



ROGER & CAROL-ANN MENDOZA



JERRY & PRISCILLA MESSMER



BECKY METHENY



SCOTT & ROBYN MITCHELL



MICHAEL & MELISSA MORGNER



PAUL & SOPHIA MORRISON



MILTON MARIN & CAROLINA MUNOZ



JANELLE MUELLER

DIAMONDS



HOWARD NAKATA



JODI NAYLOR



CORY & STEPHANIE NEWTON



JONATHAN & DEANNA NICHOLS



FOUNDER JPN  
YOSHIFUSA NISHIDA



FOUNDER JPN  
MITSUKO NOMIYA



ERIC & KRISSEY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



ADAM & TAMI NUFER



FOUNDER EU  
FRANK ODDENS



BERNADETTE O'DONNELL



SARAH O'MAILIA



MUNEHIRO OKUMURA



FOUNDER JPN  
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



FOUNDER AUS  
JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



ROBERT & JANELLE PARRINGTON



SANDRA PASCAL



JOHN & LAURA PASTERNAK



MICHAEL & CYNTHIA PATIENCE



JAMES & CHRISTINE PAYNE



ANNA PENICK

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



SARAH-JANE PEPPER



CHRISTINA PETERS & MICHELLE MCVANEY



SPENCER & LAURA PETTIT



JON & EMILY PFEIFER



RYAN & BETH PHILLIPS



JENNIFER PINTER



VICTORIA PLEKENPOL



GERALYN POWER



STEPHEN & MAYRA POWERS



RUTH PRINCE



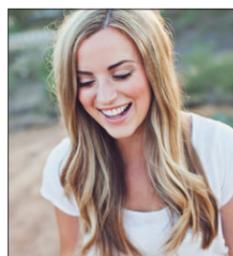
TRACY PRINCE



BOBBY & AUBREY PRUNEDA



WILLIAM & ALICE RAHN



JENNA RAMMELL



KRISTA RANDALL



DR. LACEY RAPOSO



NICOLETTE REYNOLDS



WINDI RIFANBURG



ADAM & NISHA RIGGS



FOUNDER MX

PATRICIA QUIROZ RIOS

DIAMONDS



BOB & REBEKAH RIZZO



JESSICA ROBERTS



CASEY & MELISSA ROBERTSON



JAMES & KELLY ROBISON



BRITTANY ROSCHECK



FOUNDER AUS

MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



JOANNA RUSLING



DAVID & DENETTE RUSSELL



JESSICA RYAN



DEVOLA SAMUELSON



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



STACEY SARROS



JOSIE SCHMIDT



CARLYLE & KATIE SCHOMBERG



MATT & TENILLE SCHOONOVER



JULIE ANN SCOTT



FOUNDER KOR

HOON SEO



TOMAS & SUZETTE SEVERO



FOUNDER AUS

HELEN & MARK SHAW



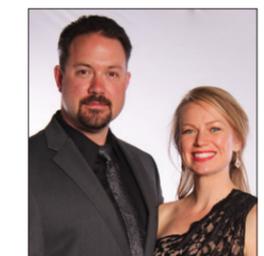
HUA LIN SHOU & MIN JUNG KUAN



KIM & DARREN SMADIS



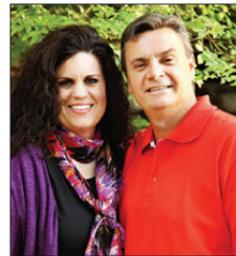
TOM & ERIN SMEIGH



ADAM & RIGEL SMITH

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



KIRK & LANA SMITH



STEPHANIE SMITH



WILL & MARCY SNODGRASS



ROBERT & SHARLA SNOW



JOSEPH & LAURA SOHN



JOHN & MANDY SOMMERS



THERESA SOUCY



BRANDON & STEFANIE STAVOLA



JASON & ALICIA STEPHENS



DAVE & CALLIE STEUER



JULIE STOESZ



WADE & CHRISTINE STOLWORTHY



PHIL & LEEANN STORK



MELODY STRAPPELLO



VICTORIA STRELNIKOVA



FOUNDER TWN  
WEN CHIANG SU & HUI YU HUANG



YU KAI SU & LING-EN HUANG



DR. MARA SUSSMAN & DWAYNE GRIM



SAMUEL & MELISSA TAEU



YOKO TAKAKU

DIAMONDS



FOUNDER JPN  
HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



FOUNDER TWN  
CHEN CHIEN TANG & CHIAH LING LI



KELLY TAYLOR



THOMAS & BROOKE TAZBAZ



AMY & DAVID THEDINGA



PRAMELA THIAGESAN



EVAN & ADRIENNE THOMAS



DAN & AMY THYING



BILL & ERLEEN TILTON



JASON & ALLISON TRIPP



WILLIAM & MALISSA TROTTER



FOUNDER TWN  
HAO HENG TSAI & HSIN YUN CHANG



FOUNDER HK  
STEPHEN & YVONNE TSAI



LYDIA TSENG



FOUNDER AUS  
CHERIE & MAX TUCKER



BYRON & RENEE TWILLEY



KARI UETZ



BILL & MARILYN VANDONSEL



JENNIFER VASICH



CHAD & ESTHER VERMILLION



SONDRA VERVA



EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



PETE & CARRIE VITT

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



BROOKE VREEMAN



BOB & CATHI WAALKES



AARON & HEATHER WADE



ALAN & CHERYL WAELBROECK



DAVE & KATE WAGNER



TARA & JUSTIN WAGNER



KENNETH & STEPHANIE WAHLBERG



CHAD & SUSIE WALBY



CHARLES & HELEN WANG



ERIC & SANDRA WANG



BEN & MEGAN WARDEN



MARK & TAMALU WATKINS



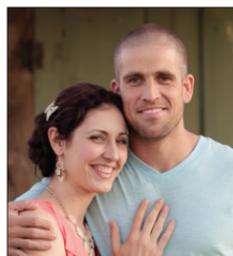
ROGER WEBB



JULIE WEINBERG & MEREDITH KELLY



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



DALLON & EMILI WHITNEY



CHARLES & AMY WIDMER



DINAH WILSON



LISA WILSON

DIAMONDS



MIKE & JENNI WILSON



ROB & MELISSA WILSON



ERIK & LINSEY WILT



DANELLE WOLFORD



DANIEL & AMY WONG



FOUNDER TWN

TUNG HAN WU



MIDORI YAMAGUCHI



FOUNDER JPN

HIROKO YAMAZAKI



EDWARD & LINDA YE



MANDY YEUNG



ELENA YORDAN



FOUNDER JPN

FUMIKO YOSHIMOTO



FOUNDER JPN

MIHO YOSHIMURA



FOUNDER JPN

YASUNORI YOSHIMURA



FOUNDER JPN

ATSUKO YOSHITOMI



KELLY ZHAO



SCOTT & LISA ZIMMER

DIAMONDS NOT PICTURED:

HO NIEN HUANG  
HSIUCHI LIN

PLATINUMS



KELLY ALVIS



MIKE & JESSICA ANDERSON



LEANNA ANDRADE



KISANE APPLEBY



PETAH-JANE AUCKLAND-HALL & URA AUCKLAND



DAWN BALKCOM



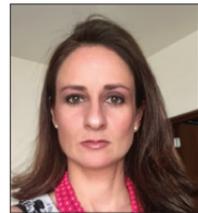
ASHLEY BEANS



PAUL & LISA BERGMAN



ERIN BLOTT



LOURDES BORNACINI



MONICA BRAVO



PATRICK & KATHRYN BROWN



TONI BUNTING



ANNE CALHOUN



LORALIN CAMPBELL



BRIAN & CHRISSEY CARR



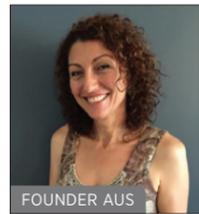
FOUNDER MX  
GILDA ESTRADA CARRANZA



LACEY CHALFANT



MEI YING CHIEH



FOUNDER AUS  
TERPSY CHRISTOU



BRIAN & MERIDETH COHRS



FOUNDER MX  
OSCAR CORDERO & BRENDA ALTAMIRANO



ALICIA COTTAM



CRYSTY COVINO



ERIC & TIFFANY DAHL



DR. JAMES & KIM DAHLIN



EMALEE DAME



RYAN & JAMIE DANFORTH



SUSAN DAVIDSON



KEITH & KENDRA DAVY

PLATINUMS



MARQ & BRI DAWKINS



FOUNDER MX  
FANNY MILLAN DE LEON



VIVIAN DICKSON



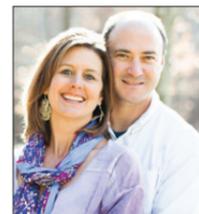
LUKE & MAGGIE DUBOIS



SUSAN DYESS



CAROLYN ERICKSON



PAUL & HEATHER ESSLINGER



CATE FIERRO



JASON & DR. JULIANA FILA



KIRA FISCHER



JAKE & JOANN FOWLER



BRADLEY & ALANNA FRANKLIN



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



YOUKO FUJIMOTO



KENNY & LINDSEY GALE



NATHAN & JOANNA GEIGLEY



VALERIEANN GIOVANNI



DIANE GJELAJ



LUCY GONZALES-ROMERO



VANESSA GRANATA



LEON GREEN



NATALIE GREIG



DREW & LACEY GRIM



MELISSA GUTHRIE



KATE HAGEN



NATHAN & TASHA HAKEEM



DANIELLE HARDEE



FOUNDER EU  
MATTHIAS & MOANA HARDER



ARIANA HARLEY



JASON & TRACY HARRIS



TODD HART



LOTUS HARTLEY



KRISTINE HAUCK



SARAH HENDERSON

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



JESSICA HERZBERG



IZUMI HIGA



PAULA HOBSON



MARK & TRICIA HOFFMAN



GREG & MELODY HOLT



BRENT & ANNIE HONE



JOY HORSEMAN



FOUNDER TWN  
FU LUN HSIEH & CAROL SUNG



CHIA-HSUAN HUNG



BJ & MEGAN HUNTER



MICHAEL & NANCY HUTCHINSON



ROSE INGRAHAM



CHARLOTTE IRAGABA



BECCA JACKSON



CAROLINE JACKSON



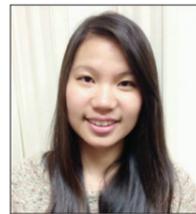
D'ARTIS & TIFFANI JONES



RACHEL JONES



FOUNDER KOR  
JAE HYEON JU



CHIAO EN JUAN



LEAH KARRATTI



REBECCA KASELOW



KRISTA KEHOE



COLIN & JEN KELLY



NICOLE KEZAMA



JEROD & AMY KILBER



CADE & DOMINIQUE KING



MIE KIRA



CHRIS KIRSCHBAUM



MIKE & MEGAN KNORPP



NANA KO KURIKI

PLATINUMS



FOUNDER EU  
JON ERIK & LYNN KVAMME



CYNTHIA LANDES



PEGGY LANGENWALTER



SCOTT & JESSICA LAWSON



JAMES & MICHIE LAYTON



JUNG HOON LEE



ARLA LEINS



REBECCA LEONARDES



DAVID & EMILY LESHER



HSIU WEN LI



CHING LIN



HSIAO CHUN LIU



FOUNDER TWN  
WEN CHEN LO



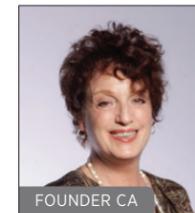
JEFFREY & JEN LONG



TOM & ARI LOWER



HEIDI LUEKENGA



FOUNDER CA  
ADELE LURIE



BETTY MAGILL



MICHELE MALCHOW



RICK & EMILY MARTIN



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



JANICE MAYNARD



JENNIFER MCCLURE



SUZANNE MCGEE



DR. ALLIE MENDELSON



WENDY MENDOZA



JIMMY & DEIDRA MEYER-HAGER



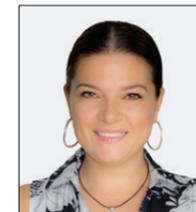
HOLLY MILLER



KAREN MILLER



ANGELA MOFFITT



IVANNIA MONGE



GREG & DR. JULIE MONTGOMERY



COURTNEY MOSES



CAROLYN MOSHER

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



EMILY NAVAS



DR. MARTHA NESSLER



RAY & LAUREN NEWSOM



CHIKAKO NISHIMIZU



AMY NOWACOSKI



KRISTEN O'BRIEN



KERY O'NEILL



MIYO OGAWA



KAORI OKAMURA



ELAINE PARSLY



JESSIE PINKERTON



BRITT PIRTLE & KYLE HESS



JESSICA PRESS



WAYNE & HEATHER PULSIPHER



JANET RAMER



KIMBERLEY REID



SUSAN REIS



RELEAF



MILTON & TIFFANY REPSHER



SHAWN & AMANDA ROBERTS



PHIL & WHITNIE ROGERS



CANDACE ROMERO



ERIN & KAREN ROUSH



JAMES & MISSY SANDERS



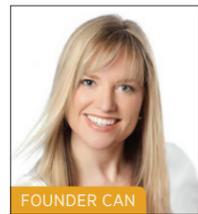
KAYLA SAVARD



JIM & SUSIE SCHIERING



LESLIE SCHMIDT



JANE SCHWEITZER



AMY SELLERS



KEVIN & KESHIA SHEETS

PLATINUMS



LARRY & NIKKI SHORTS



KYMBERLEE SIMANTEL



ELENA SIMMONS



ROBYN SIMON



MARY SISTI



ASHLEY SROKOSZ



DAMON & PRISCILLA STEWART



SHEILA SUMMERHAYS



JOY TARPLEY



JOE & ANNE TETZLAFF



LAURANELL THOMAS



DR. LYNN THOMPSON



ANI TOROSYAN



BRIAN & AMANDA TRENT



DUANE & CRYSTAL TUCKER



JENNIFER UPCHURCH



RYAN & MELISSA VALLELUNGA



BRAD & ASHLEE VANESS



CYNTHIA VELEZ



ZACHARY & DANA VINEYARD



BRENT & JENNY WALSH



LANE & ANGELA WATKINS



DANA & DAVID WATTS



TODD & JODI WEAVER



PAUL & DENISE WEBSTER



RYAN & TARA WERNER



RANDY & SUMMER WHELCHER



HALIE WHITAKER



TONYA WHITLOCK



LORI WILLIAMS



FRED & MARTI WINKLER



JOHN & CHRISTINA WOMBLE



MICHELE WRAGG



CHING CHUN WU



KEIKO YOSHIDA

**PLATINUMS**



TERUMI YUASA



KRISTI ZASTROW



GARY ZHOU &  
LAURA WANG



DIANA FALLENA  
ZONANA

**PLATINUMS NOT PICTURED:**

LI HUI CHUAN  
AIMEE DECAIGNY  
CHRISTINA GARDNER  
SUSAN GROBMYER

STACEY HART  
WEI CHIEH HSU  
DR. KEVIN HUTTER  
KATIE KLINE

ELIZABETH MATSAKIS  
ANGIE NG  
JENNIFER ROBERTS  
SHENGHAO SU

JEFF & LINDA TILLEY

**GOLDS**



KEVIN ABAIR



ALICE ABBA



AKIKO ABIRU



PENELOPE GARCIA  
GUTIERREZ ABOITES



LAURA ADAIR



MARTY & KINDRA  
ADAIR



AMBER ADAMS



DENA ADAMS



LANE ADAMS



STEVE & JULIE  
AHLSTROM



FOUNDER MX  
CARLOS ALCANTARA



ALINE ALCANTARA &  
DAVIS HERNANDEZ



JAIME ALCONE



BRAD & KATHY  
ALLDREDGE



ADRIENNE ALLEN



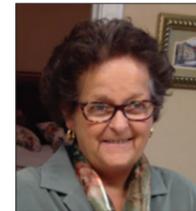
TODD & KIM ALLEN



LACEY ALLEN-  
DURAN



LYNETTE ALUOCH



DIANA ALWARD



CAROLYN  
ANDERSON



DAVID & SHANNON  
ANDERSON



EVIE ANDERSON



JENNIFER  
ANDERSON



DR. KIM ANDERSON



DEAN & KATHIE  
ANDRUS



GUY ANNUNZIATA



JUDY ANTAL



JENNIFER  
ANTKOWIAK



ANGIE ARCHIBALD



RONDA ARNDORFER



MARK & JAIME  
ARNETT



ROBIN ARNOLD



NORMA ARIADNA  
MARTINEZ ARRIAGA



KEVIN & LAURELL  
ASAY



CHAD & JODI  
ASHFORD



ELICIA ASHTON

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



JIMMY & ANGELA ATKIN



BARRETT & STEPHANIE ATKINSON



ROBYN ATTICKS



ROBERT & KELLEY AUGI



BRENT & KRISTI AVERETT



ROBYN AZIMA



KEITH & LORI BACON



RUSSELL & STEPHANIE BADER



JENNIFER BAER



BRIAN & AUDRA BAILEY



CAREY BAILEY



DESI BAKER



ALAN & MUNDI BANKS



BAKTY & TAMAZEEN BARBER



LISA BARGE



DEAN & CONNIE BARGEN



JENNIFER BARNETT



ADAM BARRALET



JEFF & TAMARAH BARTMESS



MICHAEL BASILICATO



DEBBIE BASTIAN



LITA BATHO



BRADEN & CAMILLE BAWCOM



AMANDA BEACH



THOM & JACKIE BEAUCHAMP



LUKE & JESSICA BEAVER



HEIDI BECK



BRIAN & HEATHER BECKWITH



TUCKER & ALICIA BEESLEY



DONGCHOL BEH & SOON BYUNG PARK

GOLDS



DAWN & MARK BEHM



CHRISTINE BELL



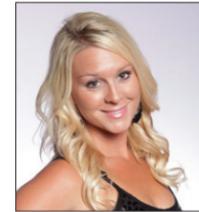
JOE & ASHLEY BELL



SARA BENNION



FRED & JANEICE BENSON



MICHELLE BENSON



SONNA BERGHAIER



JENNIFER BEST



BRET & AMY BIGELOW



HELEN BIGGS



ELIZABETH BILLS



FOUNDER EU  
OLIVER BIRK



MARGIT BITT-FRIEDLMAYER



DOUGLAS & JANICE BITTNER



NATALIE BLACKBURNE



CRIS & SARAH BLAIR



PENNY BLENSDORF



VERA BLOUIR



BRANDON & ANGELA BOBST



JOSH & KATHERINE BOGGS



LADONNA BONTRAGER



KATHY BOONE



RUTHI BOSCO



REBECCA BOTTS



CRAIG & CONNIE BOUCHER



MARGE BOWEN



FOUNDER EU  
BECKY BOWLES



MARK & JACKIE BOWMAN



KAREN BOYD



DEBI BOYLE



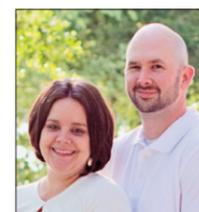
ALINA & RAUL BRACAMONTES



TRACIE BRADFORD



FOUNDER CAN  
JONI BRADLEY



TIM & CARRIE BRADLEY



HEIDI BRAMM



MELODY BRANDON

# dōTERRA® WELLNESS ADVOCATE Recognition

## GOLDS



JARED BRANDT



JEREMY & MELISSA BRANSKE



STEPHANIE BRASPENNINX



MIRIAM BREWER



SCOTT & LEESA BRIDGES



ALLISON BRIMBLECOM



ADAM & ANN-MARIE BRINGHURST



CASEY & JAMIE BRODERSEN



DR. ALICIA BROOKS



JACOB & AMANDA BROOKS



MICHAEL & KEA BROOKS



BEAU & KELLY BROTHERTON



JODY BROWN



KEVIN & LATARRAN BROWN



NICHOLAS BROWN & ANNABEL HOLDER-BROWN



MELISSA BROWN-VANSICKLE



RONAI BRUMETT



MAUREEN BRUNDAGE



KRISTEN BUCHTA



MICKEY & KORINA BUEHRER



FOUNDER MX

ANA PAOLA SALOMON BULOS



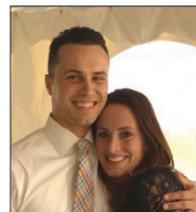
WILLOW BURKE



BRIAN & APRIL BURNETT



DEBBIE BURNS



JOHN & LAUREN BUSCH



MARCIE BUSH



MATT & DEANA BUSHMAN



SCOTT & HANNAH BYERS



LISA BYRD



MIGUEL & STEPHANIE CALDERON

## GOLDS



JON & AMY CALDWELL



ISABEL & DANIEL CALKINS



ROGER & LORI CALL



DAWN CALVINISTI



ALISIA CAMPBELL



AMBER CAMPION



JENNIFER CANCINO



BILL & DONNA CARD



HEATHER CARLSON



TRAVIS & JESSICA CARPENTER



AIDA VERONICA MACHADO CARREON



RACHEL LEE & DARYL CARTER



DOUG & RACHELE CASTOR



ANDREA CAUFFMAN



SANDRA CERVANTES



JACOB & GERI CHANDLER



CHING YIN CHANG



HSIN TING CHANG



TSU WANG CHANG



KARL & AUDREY CHARBA



HEATHER CHASEY



HSIU WEI CHENG



IHAR CHERSKI & ALAKNANDA NABAR



MICHAEL & AUDRA CHESTER



KRISTEN BUCHTA



MICKEY & KORINA BUEHRER



FOUNDER MX

ANA PAOLA SALOMON BULOS



WILLOW BURKE



BRIAN & APRIL BURNETT



DEBBIE BURNS



FOUNDER HK

BING CHUNG CHEUNG



SHU CHIN CHIANG



DAVID & JACLYN CHILD



YEN CHIUMAN



GINA CHO



FOUNDER KOR

HUN IM CHOI & DAE YONG PARK



FOUNDER SGP

JOYCELYN CHUA & TONY CHIN



GABRIEL & TIFFANI CISNEROS



DAPHNE & DARRIN CLARK



MONIQUE CLARK



NIC & JESSICA CLARK



STUART & CARLIN CLARKE

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



NIKKI CLEARY



NIKKI CLOUD



JASON & JODI COBB



MARIO & SARAH COBIAN



PAMELA COHEN



MIKE & LISA COLETY



AMIEE CONNER



REBECCA CONOVER



KARI COODY



CINDY COONS



KATHY CORDELL



TAMAR CORLIS



ELIZABETH CORTES



GABRIEL COSTA & CHRISTINA TOTH



TOM & ANITA COTTAM



ALISHA COTTERELL



JEFF & COLLEEN COTTERELL



CRAIG & KRISTIN COTTLE



TERESA COYNE



LUISA CRANE



SPENCER & APRIL CRAWFORD



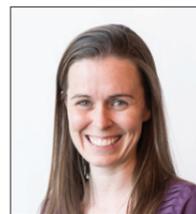
CHRISTINE CREEL



RICH & BARBARA CROCE



BRANDI CROSBY



CINDY CROSBY



FOUNDER MX

ANA PAULA CASTILLO CUEVAS



LISA CUSANO



HEATHER DAHLSTROM



MONIR & TANJA DANIELS



MATHEW & OLIVIYA DAUGHERTY

GOLDS



SHELLY DAUGHERTY



ANDREW & BRITTANY DAVIDSON



GLEN & TERRI DAVIS



PAULETTE DAVIS



JOYCE DAY



HOLLY DEERING



JARED & MINDY DEGRAFFENRIED



SARAH DEGROFF



JOLIE DEKLEVA



DIANNE DELREYES



CLINTON DEMARIS



NANCY DENSMORE



SARA DEREK



JOSEPH & PHELICIA DEROSIER



ERIN DESANTIS



ISAAC & LINDSEY DEURLOO



ROGER & MARILYN DIDERICKSEN



JILL DIEME



JOANNE DISSANAYAKE



MICHAEL & MELISSA DIXON



ERICA DOLAN



STACEY DOLAN



MIKE & KELLY DOLLINGER



JENNIFER DONOVAN



TERESA COYNE



LUISA CRANE



SPENCER & APRIL CRAWFORD



CHRISTINE CREEL



RICH & BARBARA CROCE



BRANDI CROSBY



BRIAN & KRISTA DOVE



JULIE DRIGGS



MICHAEL & NATALIE DUERDEN



HELEN DUKE



JUSTIN & LELIA DUKE



NANCY DULAC



MICHELLE DUNNE



CANDACE & SUSAN DYER



SUSAN EATON



JESSICA EDSTROM



MARIAN EDVARDSEN



JAMES & ERIKA EDWARDS

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



JEFF & GINNY EISEMAN



GISELA ELISABETH BOLTEN ELIAS



STEVE & LORRAINE ELJUGA



MICHELLE ELSTRO



SAYAKA ENDOU



VIVIAN ENGELSEN



SHANE ENGLAND



ULRIKA ENGMAN



DOT ENSLEY



CHRISTIAN & ELISABETH ENSOR



SUSANA ESCOBAR



FERNANDO ESPONDA



JEFF ESSEN



MATT & RYANN ETTER



JULIE EUBANKS



DARNIE EWART



HALEY FACHNER



MARIA FAHRNER



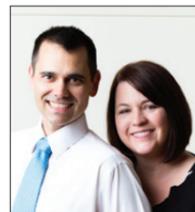
NICHOLAS FAIRBAIRN



SALLY FARB



SALLY FARNICK



MANDI & JACK FELICI



DEBORAH FERRARIS



SHERRIE FERRELL



SHARON FILA



LYNN FINGERHUT



THERESA & LEAH FISHER



MARK & TIFFANY FLAKE



MARLENE FLAX



GLENDA FLYNN

GOLDS



CHRIS & BETH FORD



CATHY FORT-CURRIGAN



TAMMY FOSSETT



LACEY FRANKLIN



FOUNDER CAN

DEVAUGHN & KELLY FRASER



KRISTIN FREEMAN



JENNIFER FRINK



GERRY & CHRISTINA FROESE



NATHAN & KRISTEN FUCHS



STEFANIE FUNK



LISA ANNE GAFKJEN



LUIS & ITZEL GALLEGOS



VICKI GALLOWAY



JUDY GANN



JENNY GANN-DUDGEON



MEAGHAN GANNETT



JACKIE GARCIA



VINCE & TERESA GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



ALICIA TORRES GEARY & KYLE LISABETH



FOUNDER NZ

ANGELA GEEN



TAMARA GERLACH



SCOTT & JULIE GETTY



MICHELLE GETZ



RACHELLE GIBSON



LUIS & EMILY GIL



FREDRICK & ERIN GILES



JENNIFER GILMAN



TIM & KAREN GILROY



ELIZABETH GIULIACCI



KATHRYN GLADER



ERIKA GLANCY



KARLA GLEASON



DR. CYNTHIA GLENDENING

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



KIMBERLY GO



TESS GODFREY



KATE GOLDSTEIN



VERONIQUE GOLLOHER



RACHEL ADAMS GONZALES



FOUNDER MX

ERICK & EDGAR GONZALEZ



MAYRA GONZALEZ



CRAIG & SHEILA GOODSELL



RICHARD & SPRING GOUETTE



BÉNÉDICTE GRAF



LINDSEY GRAHAM



ROBIN GRAHAM



MELODIE GRAMMONT



JAROM & HEATHER GRANT



JANIS GRAZIANO



KACEY GREEN



AMY GREGERSON



TODD & RENEE GEMPEL



EDWARD & CARY GRIFFIN



KENT & ELLEN GRISWOLD



KARI GUEGOLD



LYN & PETER GUERIN



KIM GUILLORY



GRIFFIN GUNDERSON



LINDSEY GUNSAULS



KAREN HADLEY



FOUNDER EU

JÜRGEN & MARTINA HAKENJOS



ANASTASIA HALCOMB



MATTHEW & ANNA HALES



RYAN & KENDRA HALES

GOLDS



MATTHEW & SEANTAY HALL



TERESE HAMILTON



TROY & KRISTEN HAMILTON



KARA HANKS



ABIGAIL HANSEN



STANFORD & HEIDI HAO



CURTIS HARDING



MEGHAN HARLOW



KERRY HARPER



DAVID & JOLENE HARRIS



ALICIA HASHEM



GARTH & JULIE HASLEM



FOUNDER CAN

BERIC & LORI HAUKAAS



BLUJAY HAWK



JODY & SHEENA HAWKS



LAUREN HAYDEN



ALLISON HAYS



TERRI HAYS



KIM HAZEN



MIRANDA HEBERT



ELLIE HEDLEY



TONYA HEFT



ANGEL HELDRETH & REBECCA METHENY



KRISTIN HELTON



LAURA HEMMEN



EUGENE & DIANA HENKEL



WAYNE & JENNA HENRIE



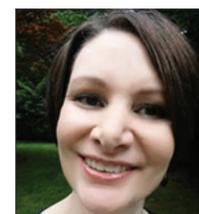
LISA HENTRICH



KARLI VON HERBULIS



LISA HERD



ELIZABETH HESSE



MIKE & BETH HICKS



BILL & HEIDI HIGGINS



ED & SARAH HILDEBRAND



STEPHNE HILGENDORF



DANNY & LEANNE HILL

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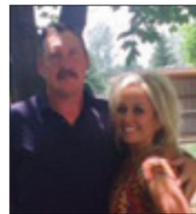
## GOLDS



JASON & STEPHANIE HILL



MAGGIE HILL



LEONARD & DANIELLE HILLMAN



FOUNDER CAN

LEE HINDRICHS



HOLLY HIRT



FOUNDER SGP

ELIZABETH HO



GREGORY & SUSANNA HOBELMAN



DAVID & JENIFER HOESNE



SHALEEN HOGAN



ADAM & CASSIDY HOLDSWORTH



NATHANIEL & DENA HOLMES



LINDSAY HORLANDER



STACIELYNN & TOSH HOSHINO



FOUNDER MX

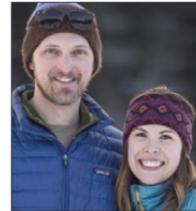
OSVALDO HOSORNIO & CAROLINA CEREZUELA



JODIE HOWARD



JACQUELINE HOWELLS



JEN & MARTY HOYORD



SHU FANG HSIN



LI HUA HSU



WEN YUAN HSU & MIN FENG HSU



MENG CHIU HSU & HSIU LING HUANG



CHING WEN HUANG



MICHAEL & SAMANTHA HUDDLESTON



DENVER & LAURA HUDSON



KAREN HUDSON



MARY KAY HUESDASH



AMY HUFFMAN



CORY HUGHES



JOHN & VIRGINIA HUME



MARGHERITA HUMPHRIES

## GOLDS



BRETT & KELLI HUNSAKER



APRIL HUNT



BRIAN & ALLISON HUNT



NANCY HUPRICH



BRIANNE HURDAL



DEBORAH HUSBANDS



TENLEY & KEN HUSTE



LAURA HUTCHISON



FOUNDER KOR

KUN YOUNG HWANG



MARISSA HYATT



NANCY ILLMAN



JENNIFER INCHIOSTRO



KELLY IRIZARRY



BERET ISAACSON



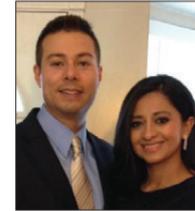
KAYO ISHIDA



TIFFANY JABLONSKI



TRISHA JACKSON



MARCO & ELISA JAEGER



SCOTT & TONI JAEKEL



JASMINE JAFFERALI



LINDSEY JAFFERALI



RAMONA JAGGARD



FOUNDER EU

SABINE & HARALD JAHN

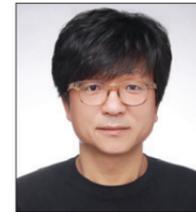


TREY & AMY JAMES



FOUNDER KOR

EUN-JI JANG



GWANGSUN JANG



KURT & LINDSAY JENSEN



JEN JEREMIAS



PIN-YI JIANG



AARON & HEIDI JOHANSEN



ALICEN JOHNSON



AMBER JOHNSON



JOLIE JOHNSON



KARIN JOHNSON



LESLIE JOHNSON



NANCY JOHNSON

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



SARAH JOHNSON



TONY & DONETTE JOHNSON



TRACY JOHNSON



FOUNDER EU

MELITTA JÖILLY



KELLY JONES



STACY JONES



RACHEL JOOS



LINDY JORDAN



NOELLE JOYE



FOUNDER KOR

DO GYEOM JUNG



FOUNDER KOR

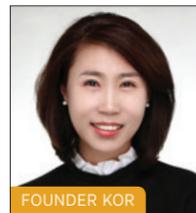
IN SEO JUNG



YEONG MOON JUNG



KELLEY KACERGIS



FOUNDER KOR

KYUNG AEE KANG



KRISHEL KARRAS



JAMIE KASARDA



KANJI KATAGIRI



YOKO KAWAI



JASON & KATHERINE KECK



RAMONA KELLER



KRIS KESKE



SHERI KEYESKI



FOUNDER EU

BRIAN KIEL



FOUNDER KOR

HYEON JUNG KIM



FOUNDER KOR

KYUNG KIM



RYOKO KIMURA



RASHELLE & TRAVIS KINCAID



CAROL KING



CORY & KELLY KING



VALERIE KING

GOLDS



LEATHA KINGI



CHRIS & TARA KINSER



KENTA KIRIYAMA



JANI KNOX



YASUKO KOBAYASHI



DEAN & TERESA KOERNER



MICHIYO KOIDE



ELIZABETH KOLODGY



YOLANDA KOOLE



SHINJI & MIUI KOYATA



JENNA KRAHN



TIFFIN KREGER-BRYANT



JAMES & KRISTEN KROPF



JENNIFER KUCK



MICHELLE KUNTZ



TESS LA MONICA



STEPHANIE LADEAUX



JANICE LADNIER



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



AMY LAMKE



CHIH LAN



AMBER LANDRY



SHARA LANGFORD



ALISON LANGRIDGE



IVY LARSEN



RICK & KIM LARSEN



SUSIE LARSON



MARGIE LASH



JEFF & KATE LASSON



LORI LATENDRESSE



DERRICK & TARA LAUGHLIN



GORDON & RENEE JONES-LAWSON



LAURA LE SCELLE



BOB & KATHI LEALE



JANYCE LEBARON

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



MICHELLE LEBARON



ENG KIAT LEE



IN GYEONG LEE



JOSEPH TIN WAI LEE



REN-MIN LEE



CHRISTIAN & ALLIE LEFER



JEANESE LEFORE



DIANE LEFRANDT & JESSICA SMUIN



VAL LEIGHTON & DARYL TREMBATH



ANNE LEININGER



TARA LENGER



LISA LERMITTE



CHUCK & CHRISTINA LEROISE



SUZIE LEROUX



MEIMIN LI



KUOYUNG LI & PAICHING CHU



ME HEE LIM



HSIAO-CHING LIN



YU TUNG LIN



HEATHER LINDHOLM



YIT LI LING



AMANDA LITSCHKE



WENHUI LIU



XIANGLEI LIU



AUTHENTIC HEALTH LLC



YU CHI LO



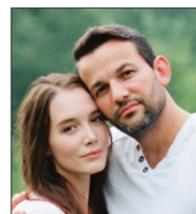
HONEY LOGAN



JENNIFER LONGMORE



LEE SEANG LOOI



CARDIN & MATT LOPEZ

GOLDS



CLAUDIO GIOVANNI LOPEZ



CECILIA LÓPEZ DE LARA & ANDONI ROMERO



LINDA LORD



ANALEAH LOVERE



CHARLENE LU



PEI CHEN LU



ERICA ELDRIDGE LUCAS



BEN & MARIA LUEBKE



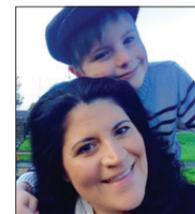
JEN LUKE



LISA LUKE



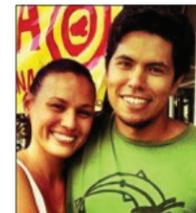
MARY LUNDSTROM



DEBRA MACKLIN



TRISH MAHONEY



ALAINA MAIL



ALEJANDRO & CECILIA MALO



KATHERINE MANCHA



MARC & LINDSEY MANUCAL



VICKI MARCUS



JULIE MARGO



KARLENE MARKHAM



LENKA MARKOVA



BERNY & JANET MARQUEZ



ANITA MARRIOTT



AMY MARTIN



KYLE & AMY MARTIN



PATRICIA MARTINA



SUZY MARTYN



MIHO MARUYAMA



MASAKO MASUKO



MIKI MATSUKAWA



MIKI MATSUMOTO



CLINT & KALYN MATTHEWS



DR. TANYA MAXIMOFF



LAUREN MCCABEE



VICTORIA MCADAMS



KELLY MCBRIDE

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



SEAN & ALICIA  
MCBRIDE



KIMBERLY MCBRYANT



COLLEEN  
MCCARTNEY



MITCH & ANNA  
MCCLARY



GINA MCCONEGHY



JACLYN MCCORMICK



TREVOR & JENNA  
MCCOURT



CHRISTINE MCCUE



KATIE & GARY  
MCGIVERN



URIAH & LISA  
MCHAFFIE



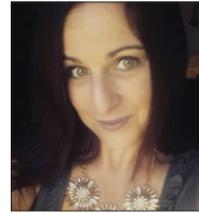
HEATHER MCKINNEY



BRITTANY MCLEAN



JOHN & EILEEN  
MCLEAN



ELAINE MCMILLAN



LISA MECKLE



PAUL & GINNY MEES



KRISTA MELENDEZ



MONA MERZ



ROB & CHELSEA  
MESSER



KELI MESSERLY



FERN MEYER



KRISTEN MEYER



EMILY MIEREN



MARIANNE  
MIKKELSEN



BRANDON & MELISSA  
MILLER



JIM & AMY MILLER



MICHELE MILLER



TERESA MILLER



LIA MILOUSIS



MAYUMI MINAMI

GOLDS



JUDI MINCKLER



HARRIET MINICH



SERENA MITCHELL



AKIKO MIZUTANI



BETTINA MOENCH



ANDREA MONGE



JOE MONKMAN



MAURICIO & RITA  
MONTERO



JENNIFER MOORE



CHRISTINE MOORE



CRAIG & KIMBERLY  
MOORE



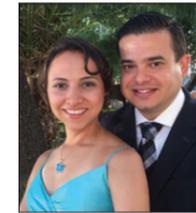
NANDI MOORE



ANDREW & TIFFANY  
MOOSMAN



EDNA MORA



CECILIA MORENO &  
JAIME HINOJOSA



SHANNON MORGAN



SHANNON MORGAN



HARUMI MORITOMO



FOUNDER EU

HELMUTH & VERA  
MÖRWALD



NATASHA MOSES



MARNIE MOWATT



HUNTER & STACEY  
MOYLES



MARY LOU MULCAHY



TARA MULLARKEY



FOUNDER SGP

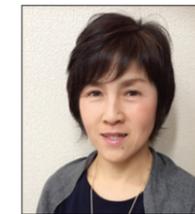
SRI MULYADI & PAUL  
FILMER



BERIT MUNRO



ETHAN & JUSTINA  
NADOLSON



YUKARI NAKAGAMI



HARUMI NAKATA



HOLAN & CASSY  
NAKATA



NORIKO NARUKAWA



ANDREA  
NATELBORG



ILEANA NAVARETTE



FOUNDER EU

CAROLINE NAVARRO



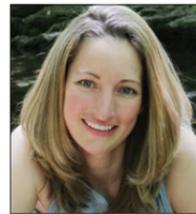
LISA NEEDHAM



DARA NEELEY

# dōTERRA® WELLNESS ADVOCATE Recognition

## GOLDS



KATELYN NEIL



DEVORAH NELSON



ROB & HELEN NELSON



RODNEY & AMBER NELSON



ROSIE NERNEY



KAYLA NEUBAUER



FOUNDER EU  
CHRISTIAN NEUDEL & GABRIELA HÄUSSNER



MICHELE NEWPORT



JULIA NICHOLSON



FOUNDER CAN  
JOSH & SHANNAN NIELSON



AYAKA NODA



RYAN & JAIME NORRIS



JAMES & SHERI NORTON



MELISSA NORTON



RENEE NOVELLO



KIERSTIN O'BRIEN



SARA O'BRIEN



KRISTIN O'DELL



ANNIK O'MALLEY



ALAN & BARBARA O'NEILL



FOUNDER NZ  
JOCELYN OADES



ANNA OFFMAN



DEBBIE OHLS



MARIKO OHTA



YUI OKUMURA



BROOKE OLIVER



JOHNNY OLIVERIA & MARISSA JOHNSON-CSIMMA



ROBERT & HOLLY OLMSTEAD



TAMMY OLSEN



WADE & KRISTIE OLSEN

## GOLDS



CHERYL OLSON



YUKA OOSHITA



HOLLY ORGILL



MAYRA ORTIZ & MARCOS REMIS



PETER & SARA OSBORN



LESLIE OSBORNE



JENNY OTIS



CHRISTOPHER & AMY OUELLETTE



JOEL & SUZI OVERSTREET



TERRI PACE



RONNIE & LYNNEA PADGETT



TRAVIS & SARA PALMER



YUEHHSIANG PAN



ASHLIE PAPPAS



FOUNDER KOR  
HA PARK



MARANATHA PARKE



BRADY & HILLARY PARKIN



COURTNEY PARKINSON



PAMELA PARKINSON



KELLI PARRISH



DANIELLE PARTAIN



ESPIE PASIGAN



JASON & RACHEL PASSINI



ERIN PATEL



SUSAN PAUL



KYLE & KATEE PAYNE



BOBBI PEARCE



FOUNDER MX  
MARLENE PEREDA



SHEEN PERKINS



TOD & ANN PERRY



MARIAH PESKIN



CHRISTA PESSIN



STEPHANIE PETERS



PAUL & ABBY PETERSEN



BETH PETERSON



BETSY PETERSON

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



TIM & BRENDA PETRU



AMANDA PHILLIPS



ANGELA PIJANOWSKI



MATTHEW & KATRINA POTTER



IAN POWELL & MAYU KAWATA



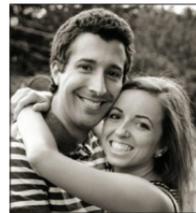
ALLISON PREISS



CHARLEY & JESSICA PRESTON



CINDY PRICE



MATTHEW & RACHEL PRIMEAU



DANIEL & TIFFANY PROVINCE



SHANE & BROOKE PUGH



JENNETTE PULECIO



DALE & SUSAN PURDY



JOSEPH & CATHERINE PUTATAU



SABINE & MATTHIAS QUARITSCH



DIEGO MUÑOZ QUIROZ



JACOB & ABI RAINES



CLAUDIA RAMIREZ & SERGIO ANGE ABUNDIS RODRIGUEZ



KERRI RAMIREZ



JAMIE RATHJEN



JACOB & CORRIE RATZAT



ELIZABETH RAYL



LESLIE READER



HANNAH REASONER



MARSHA REAVES



TAMI REDMON



ANGELA REED



HOLLY REED



LARISSA REED



MEGAN REEVES

GOLDS



BRAD & LILLY REID



JAMILA REMINGTON



FOUNDER CAN  
BARBARA REMPEL & DAL BRYANT



CHAD & LYNN REX



KATERI REYES



RUTH REYES



KRISTEN REYNOLDS



TRACY RHODES



KC RHON



CINDY RICHARD



LINDA MARIE RICHARDS



BRAD & DARCI RICHARDSON



JENNIFER RICHMOND



JILL RIGBY



LORI RINALDI



DAN & JAMIE RIP



ELAINE RISER



MARIE RITTENHOUSE



VANESSA ROACH



CRAIG & MARY ROBBINS



ANGELA ROBERTS



AUDRA ROBINSON



ANN RODMAN



BIANCA RODRIGUEZ



CHANTAL ROELOFS



TRACIE ROESBERY



KATHY ROGALLA



LUGENE ROGERS



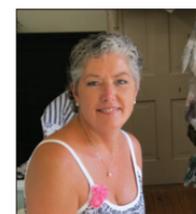
FOUNDER MX  
PAOLA SALDAÑA ROJAS



DAVID ROOKSBERRY



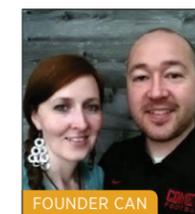
DEBORAH ROSE



KEMMERA ROSEMA



ENNA ROSS & KEVIN CROTTY



FOUNDER CAN  
CORT & KARLI ROSZELL



JORDAN ROTH



LORI ROTHSCHILD

# dōTERRA® WELLNESS ADVOCATE Recognition

## GOLDS



BRYAN & VICTORIA ROWLAND



PATRICK & MANDY ROWLAND



ISABELLE ROY



GENEVIEVE RUDOLPH



RITA RUNNELS



ANDREW & KRISTY RURYK



ANDREA RYAN



NORIKO SAKAGAMI



RYAN & JANESSA SALSBERY



CARLA SANTIAGO



RUI & JEANA SANTOS



IGNACIO SANTOYO & SILVIA MARTINEZ



ISIDE SARMIENTO



JUSTIN & LINDSAY SCARBOROUGH



SHARON SCHAFFER



ADAM & JONI SCHMIDGALL



SARAH & ERIC SCHMIDT



SUSAN SCHUH



DAVID & TERRY SCHULMAN



LAUREL SCHUMAKER



ROGER & PAMELA SCHWARZ



DENICE SCHWENDEMAN



CHANCE & JENNIFER SCOGGINS



ROBERT SCOTT & MARLYSE OKANO



COLLEEN SCOTT



CHRISTINE SCOTT



JUDITH SEARS



CALEB & ANGELA SEELING



KAZUMI SEKIGUCHI



TERRI SELDON

## GOLDS



NANCY SERBA



FOUNDER EU

TJASA SERCER



ANN MARIE SERDAR



MAGALI SERMONADE



PAULA SEVENICH



HEATH & CALIE SHACKLEFORD



REBECCA SHAFFER



MEGAN SHARKEY



KAY & KEN SHARPE



WENDY SHATTUCK



BETH SHAW



JENNIFER SHAW



CHRISTOPHER & EMILY SHAWCROFT



ASHLEY SHELDON-RICHMAN



FOUNDER KOR

EUN YEONG SHIN



ISABEL SHIRLEY



JOAN SHODAI



MARY SHORT



MIRANDA SHROUT



AMI SHROYER



KALI SHUB



KIMBALL & YUKO SHUTE



KATRINA SIKORA



JON & HOLLIE SILBERHORN



AMANDA SILICH



MICHELLE SIMMONS-BROWN



JODIE SIMPSON



KATIE SINGERY



MERLIN & DEILA SIROKY



SCOTT & RACHEL SIROTA



CARRIE SKLUZAK



DIANNE SMITH



DONELLE SMITH



DRS. JORDAN & TRACEY SMITH



HEATHER SMITH



HEIDI SMITH

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



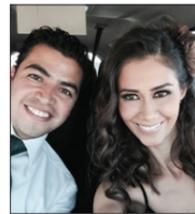
KALI SMITH



RAMONA SMITH



KELSEY SNELLING



BERNARDO IVAN PONCE SOBREVILLA & MARIA FABIOLA MOCTEZUMA MEDINA



MORGAN SOMERS



KIM YOUNG SOOK



ERIC & HEATHER SORG



RENE SPALEK



DON & PATTI SPIEGEL



ELMER & RENE SPIRES



MEGAN SPOELSTRA



KIM STAFFIERI



ALYSSA STANLEY



JESSICA STAFF



TISHEENA STEAD



ROBIN STEINFELD



LAURA STENDEL



DAVID STEPHENS



JENNA STEPHENS



TAMMY STEUBER



DENNIS & JANETTE STEVENS



GARY STEWART & VERONICA WETTSTEIN-STEWART



JODY STONE



AARON & AMY STORBECK



CYNDEE STRAHM



ELDON & MARJORIE STRAHM



GREG & NORMA STRANGE



JAMES & TAUNYA STRUHS



YU-SHOU SU



GUILLERMO & IVONNE DE SUAREZ

GOLDS



JENNIFER SUN



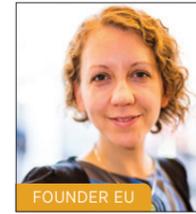
ERIC & KRISTEN SUTHERLAND



SHARLENE SUTTAR



IIKNUR SUVAY



ELIZABETH SVENSSON



TOMOKO TAKENAMI



NAOKO TANAKA



PAMELLA TANIMURA



HEIDI TAYLOR



GERARD & TARITA TEHOTU



KELLY TERRY



MEAGHAN TERZIS



ALICIA THOMAS



ELIZABETH THOMPSON



KERI THOMPSON



PER THOMSEN & ELIN HENNES



CALVIN & SANDRA TIETJEN



GODFREY & MICHELE TINDALL



PATTI TINHOLT



JUSTIN & TRACY TIRÉT



JASON & MICHELLE TOLBERT



JEN TOMAZINCIC



LUCAS & NIKKI TOPHAM



BECKY TOTH



GLENN & JESSICA TRAVIS



RUBEN TREVINO & AMANDA POLA



RUSSELL & MELISSA TRIPLETT



GINA TRUMAN



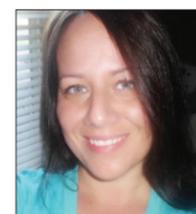
HUI YIN TSANG



FANG CHING TSAO



TIM & SHEILA TUCKER



JESSICA TUNIS



BETH UNDERHILL



JAMES & SUZANNA UNDERWOOD



MEMO & KIM URETA



MEGAN USHER

**GOLDS**



TIM VAN DER MEIJ & ESTHER SCHULKLOPPER



JILL VAN PROOYEN



RANDY & BRENDA VANDEKERKHOVE



JEREMY & SHANDA VANDEBARK



CIERRA VANDERPOL



WAYNETTE VANFLEET



LAURA VARNADORE



FOUNDER EU  
ANNA VAŠKOVÁ



JEN VAUGHAN



MARCY VETTER



ORLANDO & MELODIE VIAFRANCO



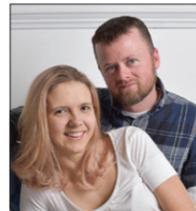
ALAYNE VICKERS



CAROLINE VINAL



FOUNDER EU  
ELENA VINOKOUROVA



JOSHUA & LEANN VIPPERMAN



TRAVIS & CAYLAN WAGAR



LYNN WAGNER



MICHAEL & BEVERLEY WAGNER



REAGAN & HEATHER WAGONER



JED & PAM WALDRON



LORINDA WALKER



WARREN & KELLY WALKER



JAIME WALSH



LEAH WALSHAW



LIZ WALTERS



PEI CHEN WANG



MICHELLE WARD



LANA WARNER



BROOKE WARTELL



NATHAN & KAROL WATKINS

**GOLDS**



ZACH & KELSEY WATSON



ELISABETH WATTS



STEPHANIE WEBB



KAREN WELCH



LYNDSLEY WESTERMEYER



BRETT & GAYLE WHEELER



BRETT & DEBORAH WHITE



LEON & BONNIE WHITE



GINA WHITELAW



BETH WHITLEY



RON & LIZ WILDER



JOANNE WILHELM



DEREK & SUZANNE WILLIAMS



FELICIA WILLIAMS



HARMONY WILLIAMS



DEBORAH WILLIAMSON



GEORGE & NORMA WILLOCK



CASEY WILLS



VICKI WILSON



TRAVIS & STEPHANIE WINGER



CHANEY WISDOM



RHIANNA WISDOM



CARLIN WOLFE



NEAL WONG & LISA NAKAMURA



SCOTT & SUSAN WOOLEY



DENA WOULFE



JOHN & JESSICA WRIGHT



LANCE & CHRISTY WRIGHT



XUE MEI WU



YI TE WU



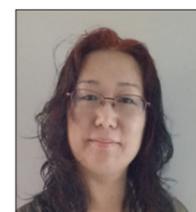
STACEY WYNN



PENELOPE WYNNE



NOBORU YAMAMOTO



LI YAN



EUN MI YOO



MAKI YOSHIDA

# dōTERRA Essential Leadership Recognition Magazine

## GOLDS



FOUNDER KOR  
YOUNG SUL YOU



DRS. DAVID & EMILEE YOUNG



CHING AN YU



YUEH HUA YU



FOUNDER KOR  
SANG MOK YUN



TOMOKO YUTAKA



RAVEN ZAAL



ALAN & LINDA ZACHARY



MICHAELA ZACKOVA



TANIA ZAETTA



ALISON VAN ZANDBERGEN



JEDIDIAH & KATIE ZAYNER



ETHAN & CHRYSTELLE ZIMMERMAN



HARRY & DIANE ZIZZO



PATRICK & KIMBERLY ZOMER

### GOLDS NOT PICTURED:

YOUNG HO AHN  
KIERSTIN ALBERGOTTIE  
MELANIE ANTONACCI  
DON & LYNDA ASHCRAFT  
MARGIE BALAS  
KENDRA BAMFORTH  
CHRISTI BARRUS  
JAYNA BAUER  
AMY BOX  
JOSEPH BRUMETT  
ZHENXI CAI  
NOELLE CARROLL  
CHEN HSIU CHEN  
LEWEN CHEN  
WEI TING CHEN  
MEILING CHENG  
TAN LUI CHEUNG  
CHENKUO CHUNG  
CAROLYN CHUPP  
LEILA CLARK  
DAN CONRAD

JOSEPH & MELISSA COOK  
HOLLY DAVIS  
LISA DEGRASSE  
SHAWN DILL  
SOPHIA DUNN  
ADRYAN DUPRE  
MARK ERICKSON  
SCOTT & BETH FENTON  
RITA FLEYSH  
CHIHO FUJIWARA  
HONG GAO  
BRIAN & TRINA GORSETH  
SHELLY GRAEWIN  
XIANGKAI GUO  
PATTY HAESSIG  
DANIEL HAMILTON  
HUANG PO HAN  
SARAH HARDIE  
KATHRYN HARRISON  
ZONGLIN HE  
PABLO GARCIA DE ALBA

HERNANDEZ & TANIA MONTEMAYOR GONZALEZ  
JOSHUA & JENNIFER HESSE  
BRIANNA HOLBROOK  
BARON HOLT  
CHEN YU HSIANG  
YUE WEN HSIEH  
HUI LING HSU  
YENLING HUANG  
YIN CHEN HUANG  
SEIKO IKUTA & MARI CHIHARA  
DENISE JANSSON  
SARAH JENSEN  
KI-YEOUNG JEON  
SHE HSIAO JOU  
ANDREA KELLY  
JO KENDALL  
HEIDI KING  
ALISHA LATOUR  
CHIH-HUNG LIN

YATING LIN  
YI CHEN LIN  
MIN YIN LIU  
MADISON & MORGAN LORENTZEN  
JACQUELINE MALLOY  
HELEN MCDONALD  
MICHAEL MCGUIRE  
SAVANNAH MERRELL  
LESLI MILLER  
JAIME MORALES  
BRIAN MOWLL  
JOE MUFFOLETTO  
CARTER NIELSON  
JEFFREY NYMAN  
JIM & DONNA OBRIEN  
RYOUKO & NOBUTO OOSHIMA  
DEBBI PACHECO  
JACK & CATHERINE PARSONS  
JUDY PATENAUDE

PEGGY PATZIA  
TYALEE PENDLETON  
KYLE PERRY  
CYNTHIA PORTER  
SHERRI PRICE  
KELLEN & KRISTIN PURLES  
MYRA QUINN  
MICHAEL RIDEOUT  
PHILLIP ROGERS  
PHILIP & JENINE ROLFE  
STACIE ROSENLUND  
CARMEL SAKRZEWSKI  
MARISSA SCHULTZ  
YI TZU SHAO  
RUSSELL & JOHANNA SHARPE  
STEVEN & CAROLANN STREAM  
ELSA TAUBE  
GLYN & JONI THOMAS  
DR. EMMA JEAN THOMPSON

TAMARA THORN  
MURRAY TRIPLETT  
ANACARMEN MORALES VILLARREAL  
KANGYING WANG  
YU CHU WANG  
YUAN WANG  
ALISHA WARREN  
ASHTON VAN WEY  
NICOLE WIDDISON  
STEVE & CARLA WILSON  
MATT WOLFE  
LACY WRIGHT  
HELEN XU  
KEIICHI YAMADA  
NICOLA YOUNG  
LO YUN

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF JUNE 2016.



- Now released bimonthly (every two months).
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