

LEADERSHIP



**New Presidential
Diamonds - 4**

Clay & Jessica Iddings

Leader Q&A - 36

Burke & Natalie Rigby

Get Inspired - 40

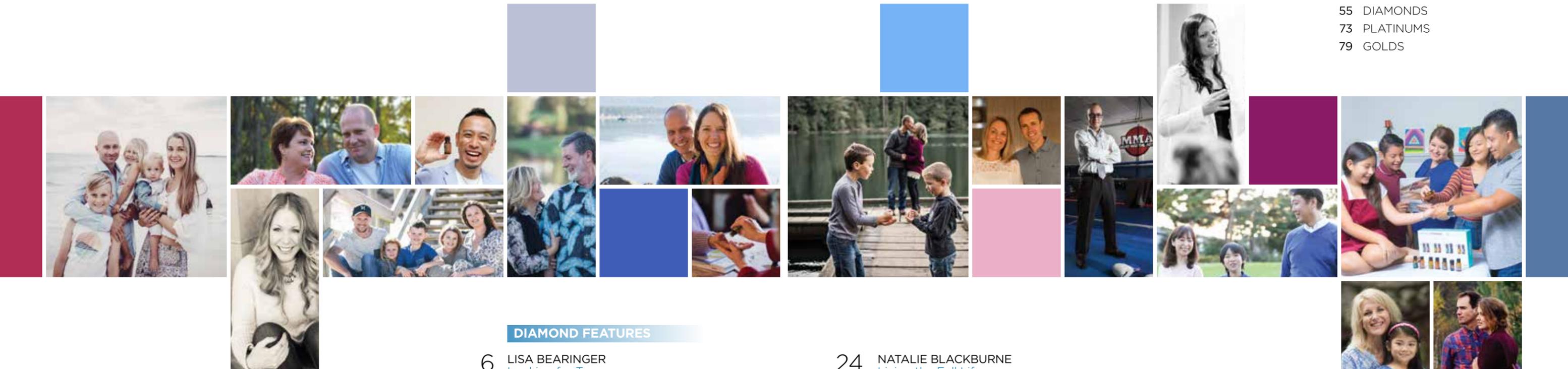
Luisa Crane

cover story

4 NEW PRESIDENTIAL DIAMONDS
Clay & Jessica Iddings

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Congratulations on Reaching Presidential Diamond

Clay & Jessica Iddings

LONGVIEW, WASHINGTON, USA



What adjustments did you have to make to reach Presidential Diamond?

Jessica: I love what Tiffany Peterson says, “New level, new devil.” I like this because I had to be consistently growing and improving myself to achieve a higher level. At each rank, you have to get out of your own way because it is easy to switch your mindset to think, “I can’t be successful because my husband works,” or “I can’t be successful because we have kids,” or whatever the reason. When you stop saying excuses, you get up and you go.

Clay: As we grew, we had to change our mindset so that we knew that we deserved this and that we could achieve that next goal. Once we got out of our own way, it just happened.

What challenge have you faced being a Presidential Diamond, and how have you overcome it?

Clay: The challenge I think is trying to still remain personable—trying to keep the relationships with as many people as you can. But, I think that we have remained approachable because we are the same people that we were when we started this journey. We just are who we are.

Jessica: We definitely love the personal aspect of it, and we try not to be too unapproachable or too high up that people don’t feel like they can come to us. Yes, we obviously want leaders in place, but if someone doesn’t have an active leader, we want people to know we are here. I don’t care how far down they are. I actually think it’s awesome when I get a message from someone 8, 9, or 10 levels down, and I’m like,

we get to go out and kick the soccer ball and throw a football around, we get to bring them to school and pick them up, and we get to be there for our kids. We are present in each other’s lives and in our kids’ lives. That’s what our dream life looks like. And since making the transition, our love for each other has grown immensely.

Jessica: We truly enjoy and love each other. We are not just co-existing in a home. Our love is solid. We’ve had to overcome a lot, and our boys used to cry every single night when Clay would call from work and say goodnight on the phone. Now, about 90 percent of the time we are tucking our kids into bed, and that’s awesome. It’s like everything is at our fingertips.



Presidential Diamond Tips Getting into the Right Mindset

LEAD BY EXAMPLE. “I think that Jessica is really good at leading by example. You never stop because it’s not worth it to stop.” -Clay

PRESS ON AND DREAM BIG. “It is important to dream big for yourself and have a vision for your team so that their dreams and yours come to fruition. Live full out. Be limitless. Be extraordinary.” -Jessica

ENCOURAGE OTHERS. “I want to see everyone who wants it, get it. I would love for someone to outrank us and push us farther. Being a leader, you want to see everybody else be able to live their dream life.” -Clay

FIND WHAT YOU’RE WILLING TO SACRIFICE. “When building your business, find what you are willing to sacrifice and sacrifice it when needs be. For those things that you don’t want to sacrifice, stand firm.” -Jessica

“Absolutely we will help” because I think it is so amazing that they were willing to reach up and ask.

How has this business influenced your family life?

Clay: When Jessica got started in this, we had two young boys. I was a fourth-generation paper maker working at a paper mill, and then these oils came along, and we had success with it. There came a time when I put in my two weeks’ notice, and I joined Jessica. By doing that, we sacrificed stability. To me, that job was the future and was what I was going to do until I retired. We sacrificed and went all in with dōTERRA because we believed in it. Now, we are together, we are with our kids,

What has been key to your success?

Clay: I believe that part of the reason why we’ve been so successful in this business is because we have a successful marriage. We communicate, we bounce ideas off of each other, we listen to each other, and we support each other in our decisions. I think a huge part of our progress in this business was when we decided to go all in because we were able to be in it together and work through it.

Jessica: We see each other’s strengths. When I have self-doubt in one area, he’ll encourage and support me, and I’ll do the same for him. Once you are a support to each other, you can just go for it because you’re fully rooting for each other.

Some people find it difficult to believe they could ever reach Presidential Diamond. What would you suggest to them?

Jessica: It’s worth it for time freedom. It’s worth it for family freedom. It’s worth it for more family time to achieve goals that you never thought were possible. And it’s worth it to see how many lives can be empowered by one simple drop. So don’t settle for mediocrity; choose excellence. I think whenever I hear someone say, “I don’t think I can,” they need to dive into personal development and reflect and read about letting fear go because fear can drive your life.

Clay: Fear and anxiety come from past experiences. If you have fear that no one is ever going to show up to your class, that is because someone hasn’t showed up to a class before. When Jessica would come home from a class that no one new had shown up to, I would just tell her, “That’s okay, you planted seeds, and those seeds have been planted in water, and one day, those seeds will grow,” and they did. People need to get out of their heads and realize that they have to be in the present rather than looking to the anxiety of the future or feeling the fear of the past. Just be in the present, and do your thing. If anyone is having doubt that Presidential Diamond is out of reach and that they can’t do it, they’re wrong. It is absolutely in reach. Anybody has the ability to do this and to reach high—Presidential Diamond and beyond. They just need to believe in themselves and find people that believe in them also. 💧

Lisa Bearinger

ROSEVILLE, CALIFORNIA, USA

“My passion to serve other people is fulfilled in this business.”

Looking for Treasure

Lisa Bearinger was no stranger to the direct sales scene. For many years, she was involved with a variety of different sales companies selling anything from cosmetics to candles. She eventually wore out of all of them. But when a friend invited Lisa to a dōTERRA class, she felt a gratifying connection with the product and the business. She says, “I fell in love with essential oils and what they could do and how they were natural.” At the end of the class, Lisa walked up to the leader who was presenting and asked, “How do I do what you do?”

Before dōTERRA, Lisa and her husband were living paycheck to paycheck and were wanting more room to move financially so that they could at least buy their children shoes or go out to dinner every once in a while. Joining dōTERRA changed that. They now enjoy more financial freedom and

are grateful for the added income. However, to Lisa, her business didn't just help financially, it opened doors for her to live her passion.

“I am looking for the treasure,” Lisa says, “that is a miracle in my life, and that is the passion that gets me up every day and keeps me moving forward.” Lisa knows that at the heart of her business is her desire to help others become the best they can be and see the treasure within—this is her motivating factor. Through the business, she has been able to seek out those who are struggling or in need of help and assist them, whether that be through essential oils or through helping them recognize and pursue the Why of their life.

Lisa has found that finding the Why is priority as a builder. She says, “The first thing we do with someone new is set a

goal and work on the Why. It has to be a Why that is strong enough to keep them going, even on their worst days.” This exercise enables her and her team to help others find what they are passionate about and follow their dreams.

When she started dōTERRA, Lisa says, “I knew the oils were something I could really use to help change people's lives and even our own.” And they truly have. Lisa loves being able to listen to others' needs and use the essential oils to support and uplift those around her. Overall, she knows that dōTERRA is really an answer to prayer. She says, “The reason I am successful is due to the blessings of God in my life! I truly feel that He has been leading me and that He has given me the ability to succeed and to fulfill my passion. I will do this as long as I have breath.”

“It is the first time in all of the direct sales that I have done that I feel confident with the kind of integrity that is behind me.”



SHARING THROUGH FACEBOOK

“Facebook is how I got started and how I continue to build.”

SEND MESSAGES

“When I first began, I would send messages to my Facebook friends and my family, and I said to them, ‘I started a brand new business, and I am so excited! I would love it if you would allow me to send you a free sample. Would you try it, and I will follow up with you about three days after you have received it?’”

FOLLOW UP AND SHARE

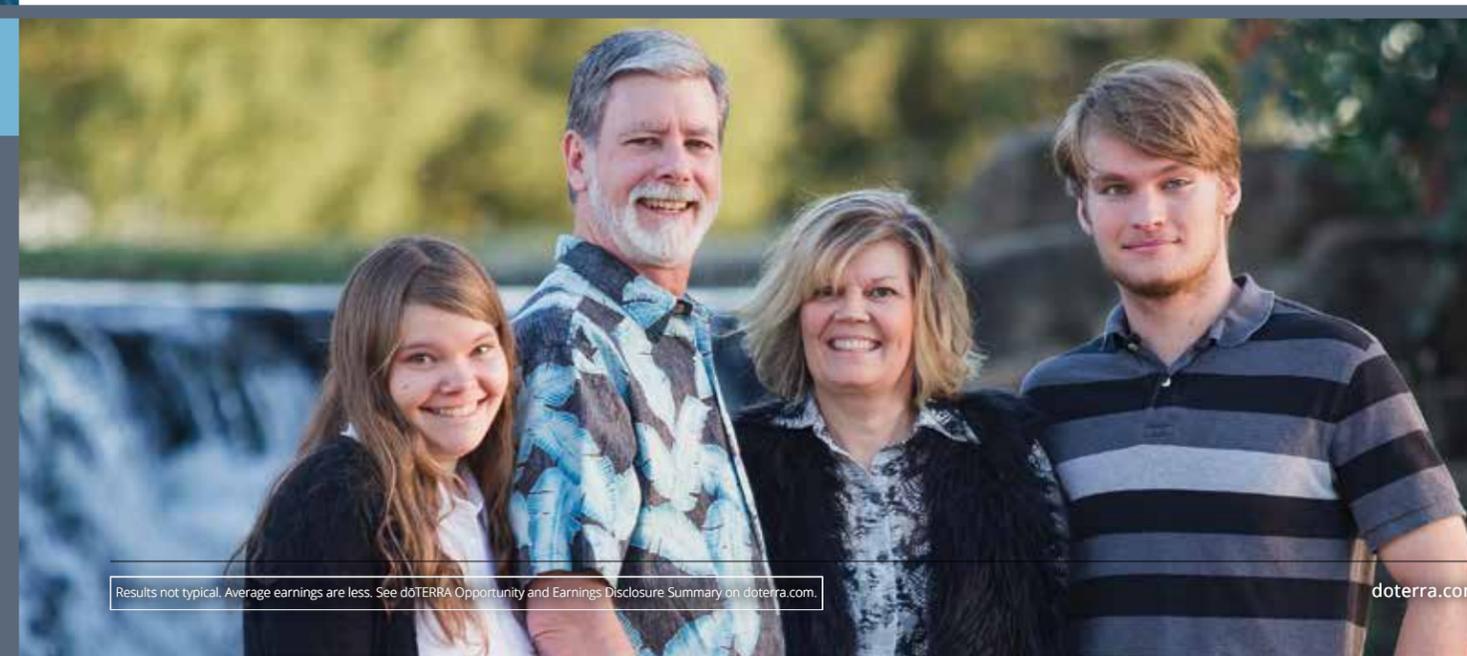
“When I would call and follow up, I would ask if they had time for me to give them a little presentation. It didn't go much longer than 20 minutes. It was like a mini-class with them one-on-one. People were so excited.”

BE AWARE AND ATTENTIVE

“That's my trick—I'm watching, and I'm listening to needs. Relationships and caring about people are key.”

BRANCH OUT

“I make new friends on Facebook all of the time. I have groups and like-minded places that I've joined. People will even come to me and then ask questions.”



Alan & Cheryl Waelbroeck

BRAZIL, INDIANA, USA

In Spite of Challenge

“Getting to Diamond is worth it because the journey itself is good. You are improving yourself as you go, you are making more friendships, and you are making more connections. Your life improves as your business improves.”

When Cheryl Waelbroeck was given an AromaTouch® Technique by a friend, it was life-changing for her. In fact, she felt so good afterward that she called her husband, Alan, and told him all about the oils. At the time, Cheryl was a registered nurse working

in conditions that were detrimental to her physical health, and she had been praying for an opportunity to leave that job. When dōTERRA came along, she says, “I knew from the beginning that I was not only going to use dōTERRA, but I was going to share dōTERRA as a business.” It was an answer to prayer.

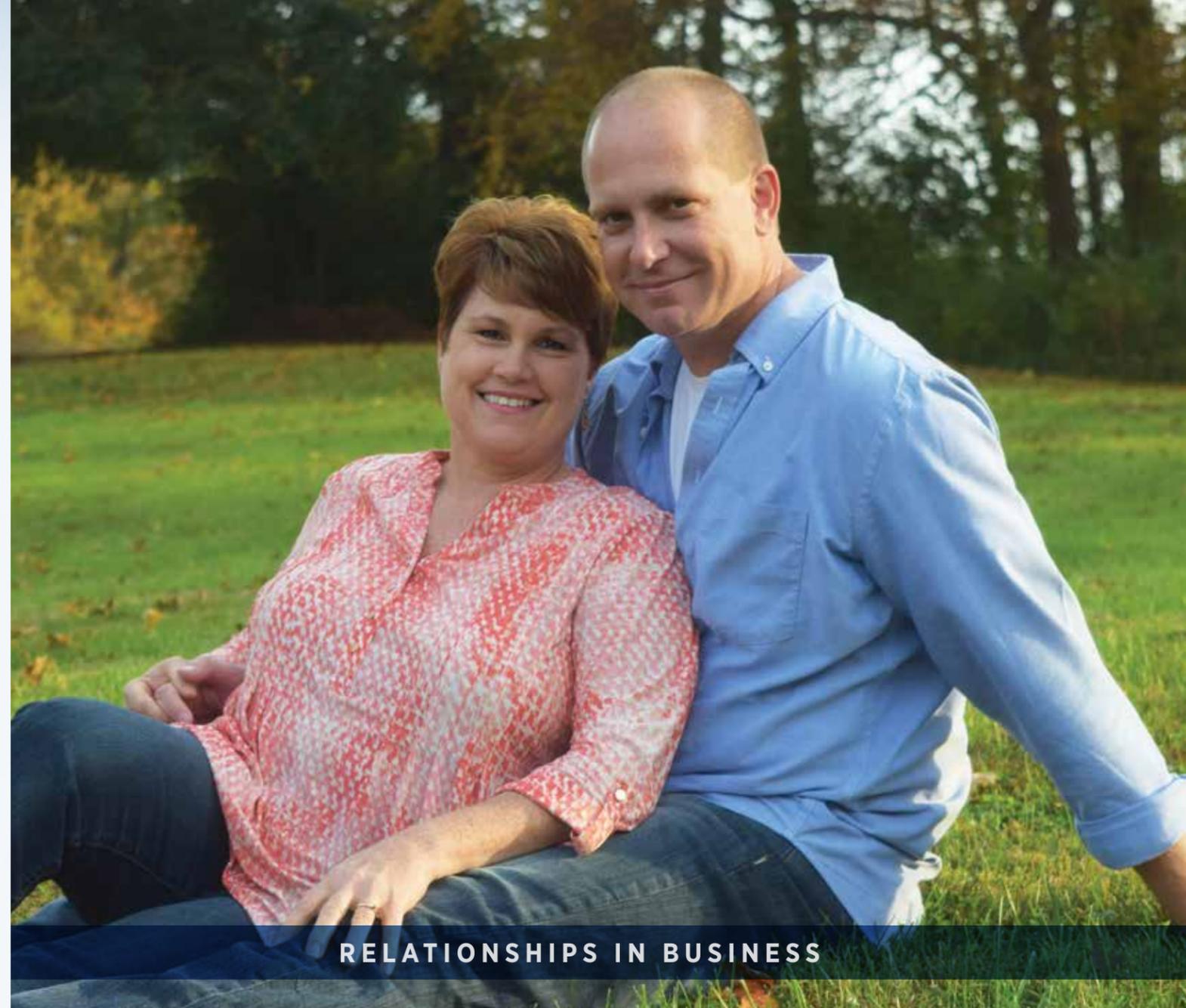
Alan was very supportive of Cheryl’s business endeavor, but he thought the oils were more psychological than anything. He says, “It took me several months of listening to her talk to people and help them find solutions before I started to be more open to the oils and the possibility that they actually might do something. I saw people have good results with the oils again and again, and I eventually came around.” Now, they continue to grow the business together and utilize each other’s strengths to sustain its growth.

Though Alan and Cheryl have had success in their business, their journey has not been easy. They faced many physical and financial setbacks that had the potential to stop them, but through it all

they never quit. Instead of becoming wrapped up in their own challenges, they put their focus on their team and helping others, which pushed them to move past difficult times.

Cheryl says, “It is important not to let everyday life interfere with your goals and to have a big enough Why when those challenges come.” This has also been true for Alan. He adds, “You have to focus on what you really want. When struggles come up, you have to deal with those struggles, but not focus on them as if they were permanent. Every struggle is temporary.”

Despite the many challenges they have faced, they know they are where they need to be. They have seen tremendous growth in themselves and have become more financially stable. Alan says, “This experience has been a very positive one for us—from the products that have helped us, to the relationships we have developed, and finally, to the business we have grown and learned through. I would encourage anybody who is out there and wondering about it to jump in with both feet.”



RELATIONSHIPS IN BUSINESS

Focus on helping people. “Figure out what your customers need and what your team needs. As long as they feel like you care about them and that you are trying to do what’s best for them, they will respond well.” – Alan

Look to people you admire. “I think it is helpful to look to people that you admire and see what they are doing. Seek their advice and guidance when you encounter hurdles, and ask them for suggestions.” – Cheryl

Realign your focus. “If you’re focusing on how hard something is, it’s going to be hard. Instead of focusing on all of the minutia, focus on what you want. Reframe your thinking. You are going to find things to support whatever you are focusing on. If you start thinking, ‘This is really easy, effortless, or fun, and I’m enjoying the journey while learning and growing,’ then you are going to find things that support that positive thinking.” –Cheryl

Create sharing relationships. “In order to share oils with somebody, you first have to develop a connection with them. You can’t just offer an oil to somebody that you don’t have any sort of relationship with yet. It’s forming a relationship that is strong enough that makes the sharing part work.” – Alan

Remember self-care. “Self-care is imperative because if we are not taking care of ourselves, then we can’t do what we need to do to take care of other people. It is so important to keep our cup full so that we can stay positive and have that love, joy, and enthusiasm overflowing.” – Cheryl

Jessica Ryan

MANHATTAN, ILLINOIS, USA

“It’s empowering to me as a mom to know that my children are going to essential oils versus something that has harmful chemicals or synthetics in it.”



What We Always Wanted

In desperate need to help her son, Jessica Ryan began researching to find something that would aid him in his time of need. This pursuit opened her eyes to different food diets that had the potential to help, and eventually served as a springboard on her path to natural wellness. Jessica noticed that these clean-eating diets were a step in the right direction, but still looked for additional support.

When a trusted friend of 15 years suggested that Jessica use dōTERRA oils for her son, she tried them with him and couldn't believe that they actually worked. She says, “The first week we tried them on my son, I just stood back in awe, and my husband and I were just kind of waiting for the bottom to drop out. We were thinking there would be a placebo effect or something of that nature, and there wasn't. Instead, the oils were beneficial for him.”

After this realization, Jessica began to use the oils at home and on the soccer field and people started asking questions. Jessica says, “It was a natural progression for me to get into the business because I wasn't really selling it, I was just using it.” She soon received some help from her upline and other leaders, and her business took off within the first couple workshops.

Starting the business has allowed her to stay at home with her children and has given her a chance to teach again. Jessica was a science teacher before she had her children and missed being able to teach what she loved. Now, she is able to teach and use her background of science to help others learn about the scientific benefits of oils in her classes and workshops.

Jessica's love for the oils and her business have helped numerous people,

especially her family. She says, “My family are huge oil users. There isn't a night that someone isn't putting oils in the diffuser or using them in some shape or form.” Even her husband and his crew at the TV show he works on use essential oils. She has been grateful for the support of her children and husband through this journey. During the easy and hard times alike, she has found that her husband has always been there to motivate, encourage, and uplift her.

Joining dōTERRA has truly been life-changing for Jessica and her family. Not only has she seen a positive outcome for her son, but she has experienced many other blessings as well. She says, “This business has provided us with much more family time to be together, and it's really given us financial freedom to spend more time with our kids and less time hustling. That's always been something that we wanted.”

FINE-TUNING YOUR BUSINESS

TAKE CARE OF YOUR CUSTOMERS.

“It is important to reach out to your customers, not always using texts or emails but a phone call or a hand-written note. These things let people know that you care about them and that you are there for them and not just selling them something and walking away.”

ORGANIZE YOUR TIME.

“You've got to be organized with what you are doing. You need to have some sort of system in place that works for you, and you have to set aside time for dōTERRA. Make sure the time you use is not a waste; have activities that really bring new customers to the table and will help you get out there.”

FIND YOUR NICHE.

“My whole market was gone. I had everybody I knew using oils, and I needed to find fresh new faces. I created a niche and have been working with seniors in nursing homes and assisted living centers. I have really enjoyed this. Find something you love, and figure out how to advertise it. If you do what you love, you can't help but be successful.”

GET EDUCATED ON OILS.

“Try to know more about oils than what they do for you. Having a background in teaching science, I have found that people like my credentials in the field because they want to know more. They want to know what sets us apart. Being able to explain the simple differences in chemistry between the oils you get at the store and dōTERRA is important.”

FREE TO Give

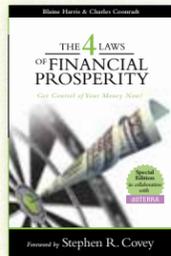
RESOURCES & RECOGNITION

Free to Give is a dōTERRA-sponsored incentive program designed to motivate Wellness Advocates to reach financial independence and be in a better position to give back to local and global communities.

As a company, we want to encourage as many people as possible to achieve financial freedom from four major types of debt: credit card, automobile, loans and medical bills, and mortgage. Overcoming each type of debt can be life-changing and can open doors to personal freedom and financial stability. To help achieve this goal, the Free to Give program offers access to a variety of proven resources to help make the journey to financial freedom easier.

Free to Give Resources

These resources can be found online on the Financial Resources page of the Free to Give website (doTERRAFreetoGive.com). Here are the resources currently available:



4 Laws of Financial Prosperity: We have partnered with *The 4 Laws of Financial Prosperity* by Blaine Harris and Charles Coonradt to create a customized dōTERRA version of the book. This book includes many helpful tips to paying off debt, including descriptions of each of the 4 Laws: Track, Target, Trim, and Train.



Printable Monthly Budget: This free document can be downloaded or printed to create a budget for you and your family! Budgeting is one of the most important aspects of managing your finances.

This is also a free document that you can download or print to keep track of your spending. The first of the 4 Laws is to track your spending so you know where your money is going, and this document makes it easy!



Printable Expense Tracker:



Debt Payment Tracker: This tracker is specifically designed to keep track of your debt in each of the four categories and see how long you have left before your debt is paid off.

The 4 Laws Debt Down Plan:

This financial tool is associated with the book *The 4 Laws of Financial Prosperity*. It is a user-friendly tool designed to help you see where your debt is coming from, provide a timeline to pay off debt, and manage your debt-free plan. This tool can be purchased at a yearly fee of \$14.00.



Presentation by Dave Stirling:

This presentation featuring dōTERRA CEO and founder Dave Stirling was created to inspire, educate, and emphasize the importance of living a debt-free life. You will find explanations of the 4 Laws of financial prosperity

along with other tips and principles that will be helpful in your journey to becoming financially independent.

THE FREE TO GIVE EXPERIENCE

01

"When I first heard about the Free to Give program, I knew it was something I wanted to enroll in. dōTERRA cares about their Wellness Advocates and only wants the best for them. I feel that this program helps us work toward goals that we wouldn't even want to do. I felt a great accomplishment when I paid off my car loan. It was a weight that was lifted off my shoulders. I am working on paying off our credit cards and then getting our mortgage paid off. If you have not enrolled in this program, I highly recommend that you do so. This is an awesome company to be a part of." -Sheila Long

02

"I purchased the book *The 4 Laws of Financial Prosperity* because I felt it would help me to do an even better job of tracking, trimming, and targeting my personal income and my dōTERRA income as it grows. It is a fantastic book. I will read it several times and share it with my children and grandchildren. I know the book will greatly help all who read it and practice 'The Four Laws'. Thank you for making it available." -Shirley McCourt

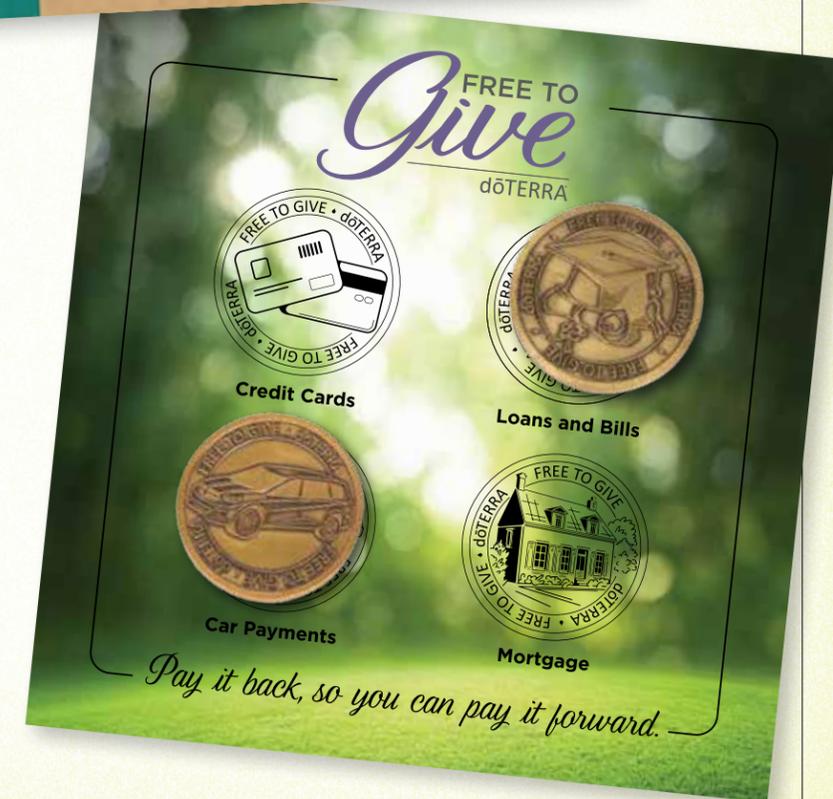
03

"I started with give back to me first by saving 10% of every paycheck from my traditional job. This has made me realize I could have done this all along had I tracked my frivolous spending tendencies. Because of this 'wake up' call, I have only one credit card left to pay off. All this and medical bills and I can still see the rainbow past the storm. Thank you! It was so simple all along." -Kris Knackert

For any questions about the Free to Give program email freetogive@doterra.com

Recognition

Getting out of debt is something to be celebrated, and the Free to Give program wants to help you do that. When you sign up for the Free to Give program, you will automatically receive a free Token Collection Board. Once you have paid off a category of debt, we will send you a specialized token that fits in your Token Collection Board along with a certificate to show that you are debt-free. Your name will also be added to the Free to Give Finishers web page so you can be recognized for this life-changing achievement. 💧



Willem-Paul & Loussanna Koenen

EUROPE

FOLLOW YOUR PASSION

Willem-Paul Koenen woke up one morning with a feeling that he needed to pursue his true passion for a living—graffiti art. At the time, he was in his early twenties and all his friends were continuing on to higher degrees of study. He knew that furthering his academic education was an option for him, but one question lingered in his mind—“What if I really could do something that I love?”

Despite the naysayers and social disapproval, Willem-Paul chose to

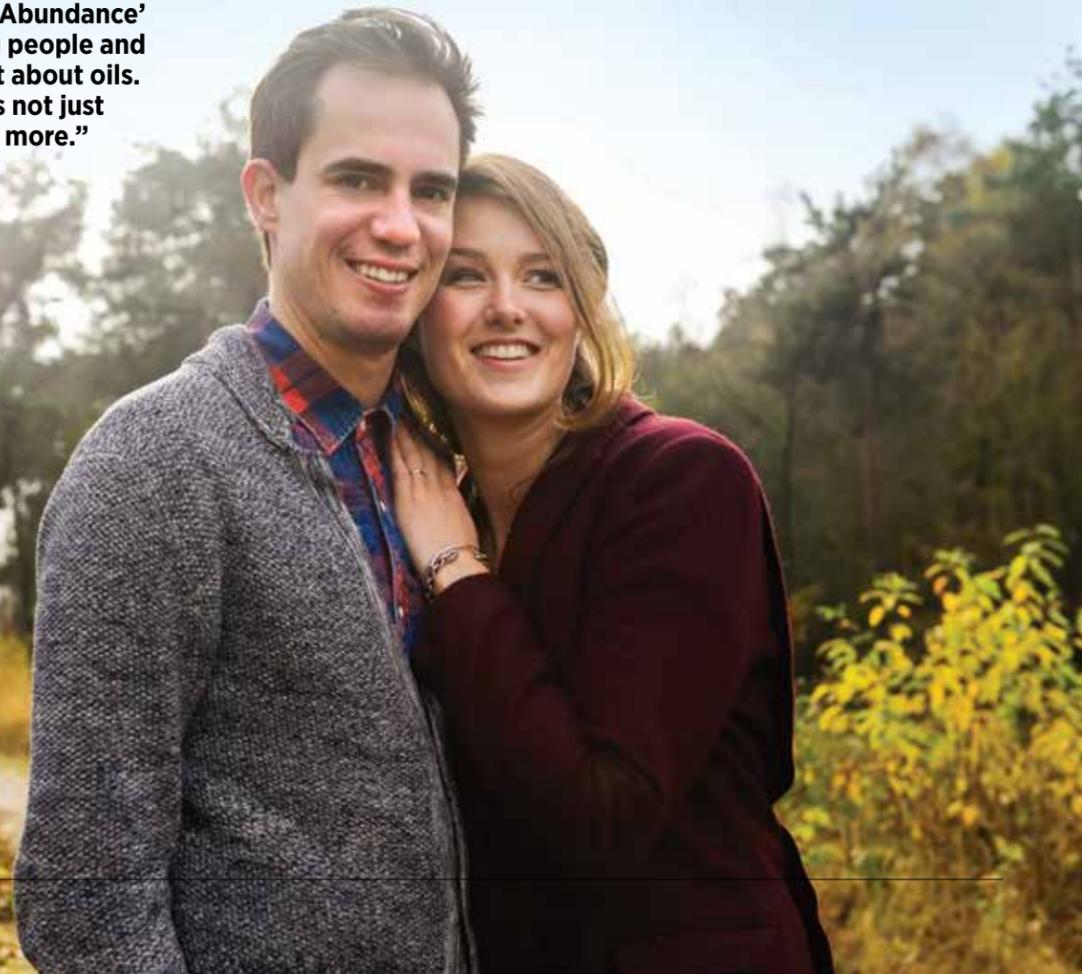
follow his heart and took a leap into the unknown. This path brought him many wonderful and fun projects, and he eventually came across another artist, Loussanna, who joined him in his passion and in life.

After Willem-Paul and Loussanna got married, their schedules became hectic. They were taking on several large projects for big brand companies, and though it provided them with a creative outlet and an income, they found that

the time-intensive projects were making the idea of a future family difficult. Together, they decided to make some adjustments in their life, including looking into the dōTERRA business opportunity more seriously.

Previous to their marriage, Willem-Paul was introduced to dōTERRA by a trusted friend. His friend told him about the business model and it sparked an interest with Willem-Paul. He said, “I had a really good feeling about dōTERRA.

“Our team is called ‘Team Abundance’ because it’s about helping people and changing lives. It’s not just about oils. It’s not just about rank. It’s not just about money. It’s so much more.”



When I went to convention, I just felt like it had everything—culture, quality people, owners, and oils. I just knew that I was the last ingredient in order for it to work.” After that, he decided to join the business.

Willem-Paul then introduced Loussanna to the opportunity. At first, Loussanna didn’t believe in the oils, but as she puts it, “I put the oils on, and I started believing.” Loussanna also attended a regional convention, which helped solidify an understanding of dōTERRA and a vision of all that she could create with the business.

In an effort to make the appropriate life changes they were looking for, they began diving deeper into the business together. This opportunity presented its challenges, but they chose to concentrate on the positive. They internalized the quote “Never quit on a bad day” and focused on the lives they were changing and the people they were helping. Once again, the business was not a question of “What if things didn’t work out?” but of “What if things really did work out?” Willem-Paul says, “If you focus on what you don’t want, you’ll get more of that. As with art, you don’t get inspired by what you don’t want to create; you get inspired by what you do want to create.”

Since then, they have been creating a team that resonates with them and their vision of giving back to others. Their team holds the strong values of living and giving abundantly and sustaining a positive and safe family culture. The dōTERRA business model has restored balance to their lives, giving them the freedom to pursue their passion as artists and dedicate time to what is most important in life. They say, “We are living life full-time and dōTERRA part-time.”

CREATING THE TEAM YOU WANT

“One of our biggest tips for people is to create the team they want. Something that has contributed to our success is taking a full day every six months to focus on our team and write down what we want to create. It’s important to remember that this is your own dōTERRA business, and it helps to be as specific as you can so that you create a team that resonates with your ideals. Here are some of the questions that have helped us form a team that we love.”

- What leaders do we want to attract?
- What kind of leaders do we want to become?
- What skill set do we want to attract?
- What values do we want our team to be driven by?
- What team culture do we want to create?

Watch the process of Willem-Paul’s latest graffiti creations by visiting the link below:

vimeo.com/168512652



Zachariah Aurelius & Anastasia Borserio

CURRUMBIN VALLEY, QUEENSLAND, AU

IN OUR Magnificence

As a single mom, Anastasia Borserio was looking for a way to support her son's health while honoring his body. Not knowing where to turn, she felt disempowered as the steward of her son's well-being. However, when she was invited to a dōTERRA essential oils class about family health, the fire of empowerment began to kindle. She says, "I was blown away by the possibilities that were presented to me in that class. The oils were so powerful and potent, and they were so effective for so many."

Anastasia's immediate connection with the oils inspired her to enroll in that class, and since that moment, dōTERRA has been a gift that keeps giving. For her, one of the greatest gifts has been more family time. Before she started her business, she had to put her son in daycare so that she could go to work and provide for their needs. But when she received her first enrollment kit, she watched the

DVD that came with it and saw that there was another, more family friendly way to live. Now, the business opportunity has given her the flexibility to provide for her children while also being with them during the day.

The influence that the business and the oils have had on Anastasia makes it easy for her to share dōTERRA with others, especially moms. She has found that sharing is not about the depth of your knowledge in business, sales, or marketing. She says, "It's about authentically sharing your experience, how it has changed you, and what dōTERRA could offer others. When you speak from their space, people can feel the relevance, and it sparks a light within them." It is in that light of hope and understanding that she is helping to serve others, and it constantly propels her in the business.

Another major factor to Anastasia's success is her partner, Zachariah Aurelius. Anastasia says, "He supports me with the children when I'm teaching classes, with his energy when I'm feeling down, with love when I've given a lot, with clarity when I feel confused, with consciousness if I begin to stress. He is my rock and my confidant." Recently, Zachariah has transitioned from owning his own Pilates studio to building alongside Anastasia. Together they work full-time to build their business. She says, "Zachariah and I are the perfect mirrors for each other. We don't really accept anything less than being in our magnificence, so we are always bringing each other back to the truth of who we are and knowing the power of what we are creating."

Every day, Anastasia is inspired by messages from others about how the oils are changing their lives, and she is amazed at how the oils continue to influence her own life. Since the beginning of her dōTERRA journey, she has seen her dreams unfold before her. She has witnessed her family relationships grow stronger and deeper, and is grateful for her fellow Wellness Advocates that have also become her family. She says, "dōTERRA has completely changed my life, and I feel like I've just hit the tip of the iceberg. I would recommend it to anyone who is interested in natural health, serving others, contributing to the world, and creating abundance."

TIPS FOR CREATING A SOLID STRUCTURE

1

"The number one tip I would give is to ask your enroller about placement strategy. The placement of your tree, no matter how little, makes the biggest difference to how quickly you and your tree grow."

2

"When you structure, keep it simple. Focus on growing two strong legs, and don't grow outward until you have strength in your legs."

3

"When structuring family and friends, keep everyone together. Don't separate family or your communities of friends, keep them all in one line."

Milton Marin

COSTA RICA



A GOLDEN TICKET

Before Milton Marin heard of dōTERRA, he was a professional fighter and a dedicated martial arts and kickboxing instructor. But then he received a message from a dōTERRA leader telling him about a “golden ticket” opportunity that involved dōTERRA, a company he had never heard of before. They sold essential oils, a product he had also never tried before. It’s not

hard to imagine how odd this invitation seemed to him at the time.

Initially, Milton’s reaction to this “golden ticket” was a simple: “Thanks, but no thanks.” But then, he says, “There was a spark. Something kept telling me to listen and to give it a chance.” His upline leader made an effort to follow up with him and worked with Milton to

resolve his doubts. His leader sent him products to try and was a patient and friendly support when he needed it. A short while later, Milton realized the effectiveness of the essential oils and took off with his dōTERRA business.

Milton found that his greatest successes came from listening to his leaders. He adds, “To be a leader, we

must first be followers. I followed the advice of my upline with discipline. I trained, I experienced, and I devoted time to learn about the products and the business.” Milton takes what he learns from his leaders and uses it to improve his business and to strengthen other leaders.

From the very beginning, Milton saw how the product could lift others. He knows that in order to help more people learn about essential oils and the business, those sharing dōTERRA need to be confident and kind. He puts these principles into action by sharing with people gently and according to their needs. He also believes in his team as his leaders believe in him. He supports his team 100 percent and gives of his time and energy to be there for them.

In difficult times, Milton draws from the constant support of his wife, children, family, and leaders. He makes the decision every day to never quit, to overcome obstacles, and to have fun during the journey. Through his constant efforts, he has seen great financial and wellness benefits in his life and the lives of those whom he shares with. To Milton, this experience is one worth fighting for. As he says, “This opportunity is indeed a golden ticket.”



“Never give up!” I apply that every day in my dōTERRA experience.”

FIGHT FOR DIAMOND

FIND WHY YOU WANT TO DO THIS.

This Why must be so strong that no matter what happens, you will continue forward. Trust in yourself. Hit hard. Never give up.

LOOK FOR OPPORTUNITIES TO SHARE
and focus on taking care of needs.

TEACH BY EXAMPLE.
Build personal relationships with your leaders. Put only winners on your first level. If some of them give up or surrender, get others.

NEVER STOP
training, reading, watching videos, or taking courses. Never stop learning.

BEGIN WITH THE END IN MIND

and with a strategy for achieving it. If you don’t have it, talk to your upline or someone who has already been successful.



GET TO KNOW
dōTERRA CORPORATE

Alyssa Balzotti

—Director of Events—

Alyssa Balzotti grew up in Utah and received her Bachelor's Degree in Hospital Management from the University of Utah. She later moved to Chicago where she lived for 10 years, working in the energy management field doing corporate events. While she was living in Chicago, she interviewed with dōTERRA and became the 53rd employee in 2010.

For the past six years, Alyssa has been overseeing and executing dōTERRA events all around the world. She says, "We do over 300 events a year, so it's no small task, but I have an amazing team that is very organized, and we all truly love being a part of dōTERRA's mission."

In Alyssa's job, every day is very different. She travels about 50 percent of the year, so many days start out on an airplane and end in a hotel ballroom at an event. Some days, she and her team will be gathered around a boardroom table furiously coming up with new and innovative ideas for the next convention, and the next day, they are calling for confetti sticks on the purple carpet at the gala. She says, "I feel lucky that I truly believe in the product and mission of dōTERRA—it makes the long hours worth it!"

What do you want Wellness Advocates to know about what you do?

I think for us as an events team we truly enjoy providing a platform for education, inspiration, and celebration. We feel incredibly fortunate to partner with the executive team in showcasing the mission and values of dōTERRA. We are appreciative that our Wellness Advocates want to be partners in their healthcare and dedicate time and resources to attend our events. We hope Wellness Advocates feel cared for and know how much dōTERRA strives to provide educational opportunities for each of them.

What motivates you in your job?

What motivates me is knowing that there is a greater mission and purpose that we, as a company, are striving for—an oil in every household, a drop to change a life. I love that I wake up in the morning excited to go to work and to meet the needs of a growing company and changing educational environment. I love seeing lives changed and people feeling empowered to take control of their healthcare.

What challenges do you face in your position at dōTERRA?

We joke that growth is exciting—except in the events department! While we celebrate the growth event planning does provide, it forces us to get incredibly creative in our future planning. I don't know if people realize that we are working on events from tomorrow to events in 2019 all at once.

What is your favorite part about your job?

I love how dynamic my job is. I cannot think of a day that has been monotonous or boring. While there are always "behind the scenes" items that include lots of hard, and at times, tedious tasks, it is all part of an exciting and greater plan. I value the trust that dōTERRA places in us to create "the stage" for such precious products and visions. I also love meeting with people and hearing the stories of how dōTERRA is changing lives, from our sourcing partners in Nepal to our Wellness Advocates from Portland to Orlando. It's a constant reminder of the importance of sharing dōTERRA throughout the world.

What is your favorite event to plan?

Our annual convention is hard to top. It's something that carries so many exciting pieces and new innovations, and watching 30,000 Wellness Advocates gather for one purpose is incredibly gratifying. I'm very lucky to work where we hear "thank you" constantly, but even if we did not, there is a sense of gratification that comes from watching something you have worked on for so long come to life.

Do you have any small-scale event planning tips for Wellness Advocates?

Get the oils out and on people! We are lucky; our products truly speak for themselves once people experience them. Create meaningful environments where people feel part of something larger than just themselves. Start with sharing personal experiences and allow people to discover their own path with essential oils.

FAVORITE PRODUCTS



With how much I am on airplanes, I am a firm believer in the dōTERRA On Guard® product line. I am the person furiously wiping all the surfaces of my seating area with dōTERRA On Guard and taking the dōTERRA On Guard softgels every single day. I make sure I always have at least one back up bottle with me at all times. And I never underestimate the power of Wild Orange and Grapefruit. When dropped in my palms, it's a personal diffuser while traveling.

Takeshi Igarashi

JAPAN

What I Was Looking For

Takeshi Igarashi had doubts about dōTERRA, essential oils, and the sales industry; however, he didn't let that stop him from exploring it further. After he heard of dōTERRA, he dedicated his time to researching and evaluating the company and its products and even traveled to the United States, visited dōTERRA headquarters, attended convention, and talked with dōTERRA leaders. He says, "All of these educational experiences gave me more confidence about dōTERRA. It was the exact business model and products I was looking for."

Previous to dōTERRA, Takeshi had been a financial planner. During his time in the profession, he helped many people set up their financial plans for retirement and death. He was happy to help these customers, but he saw a greater need to help people manage their health and finances in the middle of their

lives rather than the end. Because of dōTERRA, Takeshi's desire has been fulfilled, and he is now an advocate for people looking to take control of their health and finances at one of the most crucial times of life.

To help him accomplish this task, Takeshi draws from his years of experience in the sales industry. In previous sales jobs, he witnessed many selling techniques, some good and some bad, but through it all, he gained a wealth of knowledge on appropriate and effective sales techniques, which he now uses. As opposed to a pushy sales approach, Takeshi has found friendly approaches that are centered on helping and educating to be most effective. These skills have helped him successfully grow his dōTERRA business, and he eagerly teaches them to his team so that they too can succeed.

Along with a positive sales approach, Takeshi finds that working with and learning from others is a major key to his success. He says, "Teamwork is crucial to succeed in direct sales, and I think those who try to do everything by themselves will fail." He puts this principle to action by listening to and learning from his upline, and then sharing that advice with his team. Relying on his team and supporting them in their goals has helped Takeshi and his team go farther than they could go on their own.

Starting a business in Japan, let alone a thriving one, is often very difficult. Takeshi is grateful for the opportunity to be a part of dōTERRA and to see himself and those on his team receive the rich benefits of a successful business that he knows is truly changing lives. He says, "I am so happy that I have chosen dōTERRA."



"It is crucial to let people know how beneficial and fun it is to use dōTERRA products, especially as they can help improve overall quality of life."

WORKING AS A TEAM

ENCOURAGE YOUR TEAM IN THEIR GOALS. "It is crucial to help your downline set goals by teaching them to invest time into their dreams, which will become their goals. Discuss and share ways to achieve your team's goals in detail. People will become motivated not when they run away from something difficult, but when they achieve their dreams through their goals."

LISTEN TO YOUR LEADERS. "Instead of doing things your own way, it is important to listen to the opinions of the dōTERRA executives and your upline and then share them with your downline."

GROW TOGETHER. "Share successful experiences among everyone to avoid mistakes and to speed up success as a team. Try the following with your team to ensure an effective month: review goals from the previous month, create new goals for the current month, discuss monthly achievements, talk about things to improve on, and make sure to set up an LRP at the beginning of the month."

CONTRIBUTE TO TEAM SUCCESS. "Show your hard work to your downline. It is important to show examples to your downline by setting up goals and achieving them. This will give hope to your team, making them feel that they can accomplish that as well."



Natalie Blackburne

BURNS BEACH, WESTERN AUSTRALIA, AU

Living the Full Life

“To be a Diamond, you need to think like a Diamond. That means, you need to treat this as a business and not just a hobby. You need to be committed and put in the hard work. You need to believe in yourself and be willing to keep going even when you are tired.”

Needing a healthy solution to aid her son’s sleep, Natalie Blackburne reached out to her friend, Emma, for help. Emma gave Natalie dōTERRA Serenity® for her son and it worked immediately. Soon after, Emma was workshopping with Natalie and her friends to help them learn more about dōTERRA essential oils.

Natalie was hooked. Even though she had previously used essential oils, she says, “As soon as I smelt my first dōTERRA oil, it was a whole new world. They smelt amazing, and I wanted them all. As the instructors went through all the possible uses, my mind was buzzing with excitement.”

Initially, Natalie decided to just use the oils rather than participate in the business, but the more she used them, the more her friends would ask her about the oils and her experiences. She soon realized that the business opportunity could be very beneficial and decided to start building a dōTERRA business. She says, “Anyone can do this business; the product sells itself. You just need to be willing

to share, share, and share. If you are willing to share, you will be abundantly compensated, not just in money terms, but in emotional terms, with the new people that will enter your life, and the new experiences you will have.”

The business also allowed Natalie to fill a void in her life by giving her a flexible opportunity to work while her children are away at school. Before she had children, Natalie worked as a corporate accountant, and though it was good experience, she still wanted to find a flexible job where she could be with her children while working on something she was passionate about. Now, she does both. She says, “The beautiful thing about the dōTERRA business is that you decide your hours. I still have the flexibility and time to go to things like school assemblies and sporting events. For me, I didn’t want my business affecting my family’s important activities. I still drop off and pick up my kids from school every single day.”

Natalie’s family is a strong support to her and her business. With the backing of

her family and leaders, and her strong determination to do her best, Natalie continues to grow her business and her team. She motivates team members through her example and strives to teach from a place of love rather than self-gain. She says, “You need to meet each downline where they are and nurture, support, and help them reach their goals. The beautiful thing about this business is that I can’t succeed without helping others succeed first!” With this mindset, Natalie’s team works well together and are constantly encouraging each other and achieving success.

Since her first experience with essential oils, Natalie has seen countless blessings. Her family is able to spend more time with each other and experience more joys of financial freedom. Next to family benefits, Natalie has seen her confidence grow immensely, and she is ecstatic to be able to work on something that she is passionate about while being with a group of amazing women. She says, “Because of dōTERRA, my life is incredibly blessed.”

A BEGINNER’S GUIDE

1 “Use your oils and share your experience and passion with others.”

2 “Don’t give up! Not all people will buy the oils straight away, but if you continue to share your experiences with them, often, they will when they are ready.”

3 “Always follow up. Follow-up starts the minute after someone becomes a member, and it never ends. It is the most important part of this whole business.”

4 “Be consistent. Whether you devote two hours a week to the business or 30, try and devote that time every single week.”

5 “Take responsibility for your business, and go to business trainings to learn the basics.”

Kim Reid

SALE, VICTORIA, AU

“This business is an incredible opportunity for anyone that is willing to put in the work. I will continue to share the business opportunity with others as I feel I have a responsibility to support people that are feeling stuck in the 9 to 5 and want the freedom to spend more time with their families.”

A NEW WAY OF LIVING

Kim Reid was working in an executive position managing early childhood centers when she began looking for a more flexible and family-friendly work opportunity. She hoped to find a business that would allow her to work for herself and travel with her family. Knowing that network marketing could open those doors for her, Kim started to search for a company of integrity that aligned with her natural wellness values. When researching on the Internet, she came across dōTERRA and knew instantly it was the company for her.

The emphasis dōTERRA placed on the quality and purity of their essential oils, along with the safe use of products for the whole family, truly stood out to Kim. She says, “After I tried my first two samples, I had instant results with my family—namely, my son’s concentration in school and my daughter’s health. I knew that if the results were so instant for the two oils I tried, the rest could be life changing. I was right!”

Since starting her business, Kim and her family have experienced significant life changes that have given them the freedom to live their lives exactly how

they want. She explains, “We have been able to travel the country for six months along the coast, and my husband has been able to resign from his high-pressure job and work part-time doing what he loves. My husband and I are more present with our children and never miss out on their important events. I have also partnered in this business with some of my best friends and my family and have made new friends that I love dearly. Freedom, travel, and friendships—I would be crazy not to tell everyone how incredible this business is.”

From the very beginning, Kim had her sights set on reaching Diamond, but now, she has a new vision in mind. She says, “Now that I have reached Diamond, my goals are no longer just about my family and what the business can provide us. What drives me to keep going is being able to inspire others to do the same and giving back.”

Kim is helping this vision come to life by continuing to spread the health benefits of essential oils with those in need and showing how the compensation plan can give financial freedom. She also works consistently with her team to support them in their goals and celebrate their successes so that they too can experience a more abundant life. She encourages those around her to “keep sharing those beautiful oils with passion and with a goal of helping as many people as possible. As long as you don’t stop, you will eventually reach Diamond.”

“When I share the dōTERRA business opportunity with others, I always speak about the integrity of the company—the CPTG® protocol, Co-Impact Sourcing®, and the dōTERRA Healing Hands Foundation™. The heart of this company is unlike any other direct sales company.”



THE REALITY OF FOLLOW-UPS

“FOLLOW-UP IS KEY. I make sure to contact anyone that has expressed interest in the products, hosting classes, or the business until I get a ‘yes’ or a ‘no thanks.’ People are busy and often need reminding.”

“FOLLOW-UPS SHOULDN’T BE ABOUT THE SALE, BUT RATHER ABOUT HOW THE PERSON CAN BE SUPPORTED TO MOVE FORWARD. Sometimes people are not ready, and it’s important to lovingly meet them where they are.”

“SO MANY PEOPLE GET CONCERNED ABOUT BEING PUSHY AND DON’T FOLLOW UP, BUT PEOPLE NEED TO BE REMINDED AND SUPPORTED. Usually it takes a number of times contacting people before they are ready to commit.”

Chrystelle Zimmerman
Lake Elsinore, California, USA

CHALLENGE TO TRIUMPH

“If anyone is on the fence about participating in Diamond Club, just do it. Diamond Club will have an impact on your business well into the future, long after Diamond Club is over.”

After observing a few Diamond leaders, **Chrystelle Zimmerman** realized that they all had something in common—Diamond Club. Chrystelle was no stranger to the idea of joining Diamond Club; in fact, she had contemplated it before. But with her two children at home and “what ifs” creeping into her mind, making the choice to participate in Diamond Club was difficult. She says, “I had to push past those limiting beliefs from the get-go and not let them stand a chance.” Knowing that Diamond Club would lead her from a stagnant business to a thriving one, Chrystelle finally made the leap.

It wasn't too long into the Diamond Club season that Chrystelle was face-to-face with her first major challenge. After a hit-and-run accident, Chrystelle's vehicle was totaled, leaving her with no car and doubts about whether she would make it to her classes 500 miles away scheduled for that week.

In her moment of hardship, she says, “A fellow Diamond Club member, who was not even on my team, gave me her car to use for the week. She filled it with gas, placed a batch of fresh-baked cookies on the front seat, and left me a note that read, ‘Keep going.’” This generous act, along with the support of her family, team, account managers, and fellow Diamond Club participants, motivated her to keep pushing for success. It's easy to find reasons

to quit, but those who choose to let go of excuses and believe it is possible, like Chrystelle, will always find miracles along the path.

Chrystelle also found that preparing for Diamond Club was crucial to her progress throughout the program. In her planning month, she utilized her time by calling the leaders on her team to strategize and set up as many classes as she could physically do. When Chrystelle began to worry about where her future classes would come from, she says, “One of my mentors said these words to me: Leaders will emerge from your organization whom you haven't met yet. That resonated with me, and she was right. I thought I was going to these new towns to support the leader, when in fact, brand new builders under those leaders started stepping up and stepping out. You never know who at your classes is watching and waiting for the chance to see if they could do it too. Leaders will emerge!”

Since Chrystelle began Diamond Club, she has seen numerous positive effects in her business. She says, “Because of Diamond Club, my team's monthly enrollments doubled, leaders grew, organizational volume increased by 20 percent, and I hit Diamond—which resulted in my income doubling. There is no doubt in my mind that I hit Diamond because of Diamond Club.” ♦

Allison Cochran
Kanata, Ontario, CA

SEEING PAST LIMITATION

“I suggest that anyone building a dōTERRA business do Diamond Club. It is an experience like no other.”

Allison Cochran had been through a terrible year. Her daughter had a traumatic and life-changing brain injury, her oldest son had an accident and was injured, her daughter got burnt from a fire, and her mother became seriously ill. With so many unfortunate events, Allison was so busy with different appointments and treatments that she could no longer be in the massage room making an income. The only check that she was receiving was from dōTERRA. Later in the year, once things seemed to be calming down, Allison went back to massage therapy. However, her hope of building her income again through massage was quickly crushed when a past injury flared up. After this, she knew she could not go back to massaging right away, so she pursued her dōTERRA business with purpose.

Sharing oils more actively opened doors for Allison and allowed her to meet more people and share the products she had come to love. She says, “I loved teaching and sharing about the oils. I started to travel and build outside of my immediate area, and the next thing I knew, I had already started to do the Diamond Club activities.” After going to a dōTERRA-sponsored event and listening to previous Diamond Club participants talk about their experiences, Allison was able to knock down her excuses and fears of joining Diamond Club.

Allison did Diamond Club twice, and each time she participated, she got closer to Diamond and learned valuable lessons. She found three tactics to be especially helpful during her Diamond Club experience. First, she made sure to schedule classes at each class. Second, she did not expect instant results. Instead, she focused on planting seeds and nurturing them. And third, she looked at every opportunity as potential for her to grow and serve others. Ultimately, each of these steps helped her find greater peace with herself and how she was helping others within her business.

Even though it was difficult at times, Allison has seen a great pay-out individually, in her team, and in the success of her business. She says, “Because of Diamond Club, I can see my limiting beliefs and blocks. I have been able to develop my business and teaching skills and form strong relationships even outside my local area. My team knows that I'm not just selling oils, but I am creating a supportive experience. They know that they can reach out to me and that I can help point them in the right direction. I have also had to step up in my own personal development and have realized how beneficial this has been for me in every area of my life. I feel like I am a different, better version of myself.” ♦

Ryoko Kimura

JAPAN

“When I started a dōTERRA business, I thought becoming a Diamond was beyond my reach, but now I know that anyone can achieve Diamond if they commit to it.”

When an old friend from junior high approached Ryoko Kimura about selling dōTERRA essential oils, she thought of it as just another invitation to do direct sales. She had been asked many times before to participate in multilevel marketing, but she never felt completely comfortable with the idea. That is, until she began using dōTERRA products.

After her friend told her about dōTERRA, Ryoko saw how effective the oils were in her home and in sustaining her family's health, and could not keep the oils to herself. She shared the oils and her experiences with her friends, and, in return, her friends would thank her for sharing the oils and providing them with a safe and natural way to manage their health.

The excitement around the oils fueled Ryoko's curiosity, and she started educating herself on essential oils and dōTERRA. The more she learned, the more she loved the products and the company. This research helped her share with more confidence and propelled her to start a dōTERRA business.

Initially, Ryoko joined with other new Wellness Advocates to create events and meetings. While these were fun, they did not help establish her business as well as she hoped. Ryoko says, “To resolve this problem, I looked up my upline, and I came to know Mrs. Michie Layton. When she visited Japan, I was able to fully learn about the basics of building a structure. I also started attending seminars held by dōTERRA more proactively, and I learned so much from the top leaders.”

From the beginning, Ryoko found education to be central to her experience in dōTERRA, and she now uses education to build others. She says, “I try to create an opportunity for people to learn about the products and the company, and I actively invite people to attend seminars held by dōTERRA because I know these events will help them understand the business. After they understand the difference between dōTERRA and other direct sales companies, they will know that dōTERRA is the right choice.”

Education has also played a crucial role in helping Ryoko feel confident in using essential oils on herself, her family, and those she shares with. She says, “My son and I started learning about the immune system. As I have more knowledge about immunity and nutrition, I feel confident recommending mineral and supplement products.” Because she has gained more confidence through education, she continually tries to plan opportunities for people to learn about health so that they too can feel the assurance she does.

Before dōTERRA came into her life, Ryoko loved to learn and share beneficial facts with others. Now, she loves that she can use her talents to share information and products with others and see lives change as a result. Since joining dōTERRA, she has become a more determined version of herself. She doesn't let negative thoughts of failure get her down, rather, she sets goals and then does everything she can to reach them. Ryoko says, “dōTERRA has taught me a new way of life and of being and has become one of the biggest gifts in my life.”



UTILIZING ALL ASPECTS OF AN EVENT

“I focus on making events fun for everyone. I think people naturally gather to a fun environment, so I try to come up with a title of an event that will attract people to participate.”

“After completing a big event, I always follow up with people by holding a small seminar or one-on-one session with them.”

“When I do an event with a host, I ask the host for feedback and/or let them fill out a survey so that I can use that feedback for the next time I hold an event.”

“I try to discover different talents within my group and involve them in the process of planning and implementing events.”

EMPOWERMENT THROUGH
EDUCATION

Mackenzie Banta

RENO, NEVADA, USA

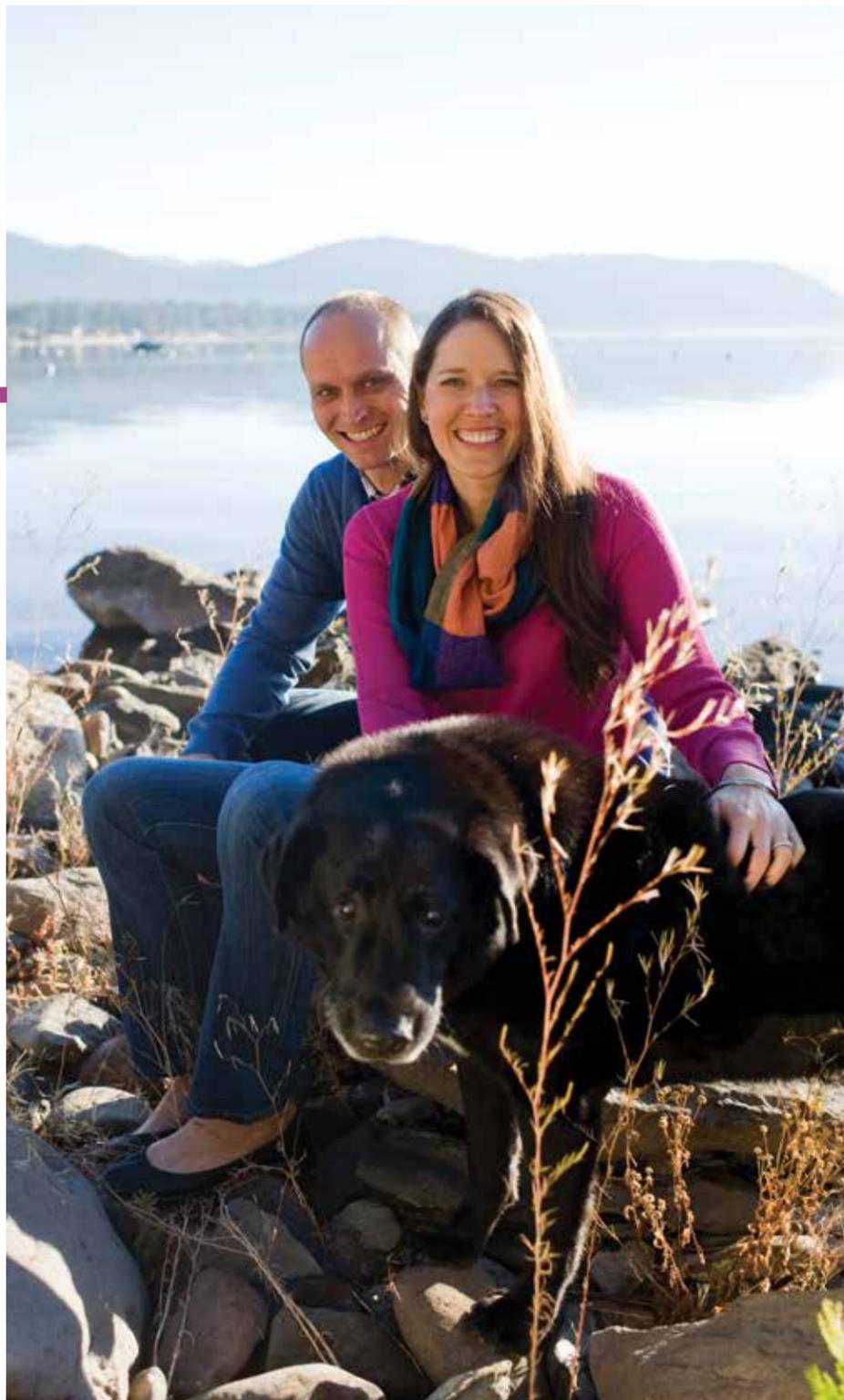
LIFT AS YOU CLIMB

Out of 14 confirmed attendees, Mackenzie Banta and her mom were the only ones to attend an essential oils class given by a member of Mackenzie's networking group. Mackenzie didn't know much about the oils when she arrived but was intrigued and motivated by the positive essential oil experiences she had previously heard people in her group talk about. Mackenzie says, "I was always interested in integrating natural options into my life, and I decided to get a kit." From then on, she educated herself on essential oils by reading books, learning with her enroller, and experimenting.

Since then, Mackenzie's business has flourished, and she has truly taken to heart the notion of serving others and lifting as you climb. She says, "It's not about me. It's about showing up to serve, to encourage others to be their best selves, to bring hope, and to introduce new wellness tools to their tool kit."

Mackenzie consistently works with her team to create regular classes that focus on individuals' needs. Many of her team's classes are centered on basic uses of

"When you are teaching others, you have to walk the talk and do what you are teaching."



essential oils, helping those who are new learn how to manage their own wellness. They also incorporate a variety of other fun classes to ensure that everyone who comes to a class leaves with a new piece of knowledge that applies to them. She emphasizes that even if only one person attends a class, they deserve to feel valued and important.

Mackenzie's desire to serve also helps connect and build others on her team. When she began, she opened a community office to create a friendly environment where dōTERRA Wellness Advocates could gather, learn, and educate. This environment has helped her team come closer together and support each other in their goals. Mackenzie says, "It is my goal to have a clear understanding of my leaders' needs and their Whys so that I can help them impact communities in the way that they want. I want them to see how they are changing lives and making a difference. If they have a goal, I try to help them make it happen."

If it ever gets hard or if fear starts to replace confidence, she asks herself and her team, "What if the oils weren't shared with you? How would your life be different today?" Reflecting on this helps remind others how one person sharing one drop of oil can change lives for the better. Mackenzie knows that if her enroller hadn't taken the time to share with her, one of the only attendees in the class, she would have missed out on an experience that helped her climb higher while helping others along the way.



"I love our titles. I am a Wellness Advocate for others, and I advocate for them to find their inner zest and vitality."

CLASS PREPARATION TIPS

HOLD BASIC CLASSES

"Holding basic classes can help people easily understand how dōTERRA can serve them and their families."

HAVE A CLASS SCHEDULE

"After I share an oil, I ask them to a class and tell them about the upcoming classes that they can attend. We schedule our classes a month in advance so that people can see what classes are available for them to take."

RECONNECT BEFORE THE CLASS

"When they confirm which class works best for them, I reconnect and remind them two or three days before the class using the communication method that works best for them."

SEND A PRE-CLASS REMINDER

"In that pivotal two to four hours before the class, I send them a text telling them that I am excited to see them, and I make sure to cover whatever issues they had expressed to me when I first met them. I make it a priority to personalize each message."

Rolando & Jessica Estrada

KATY, TEXAS, USA

In the Spirit of Service

Rolando and Jessica Estrada have always sought to serve others through love and friendship, and in return, an act of love and friendship is what helped them in a time of difficulty. When facing economic trouble in 2014, Rolando and Jessica were invited to dinner by their friend Dan and his friends Patrick and Allyse Sedivy. While there, they gave Rolando and Jessica one of the dōTERRA essential oil kits and helped them understand the purpose of dōTERRA and the business opportunity.

Rolando had grown up knowing all about direct sales. He had watched his mom sell various products to help their family when he was young, and he eventually joined a network marketing business when he was 25. Because of his background, he always felt that direct sales gave one of the best opportunities to start a business and generate income without a high risk. Rolando also knew that a genuine business opportunity was one that offered people a product that is effective, safe, and fairly priced. So when Rolando and Jessica were introduced to dōTERRA, it automatically became a valid

option. After prayer and much thought, they decided to start their business.

From the very beginning, the whole family has been included in the business-building process. Rolando and Jessica work side-by-side every day to share the gift of essential oils with others. Rolando says, "A lot of the success that we have had is because we are both 100 percent involved in the business, and we constantly use our skills and talents to achieve our goals." Their three children, Jessica, Valeria, and Francisco, are also active participants in the business. The youngest daughter, Jessica, shares with her friends, Valeria helps with tools for social networking, and Francisco supports by taking care of his sisters when Jessica and Rolando have to leave to cover business events.

Rolando and Jessica's family is at the heart of what they do, and they love that dōTERRA allows them to be together more as a family. As parents and protectors of their family, they are inspired by the quote, "No successes in life compensate for failure in the home." In light of this principle, they do many of their business activities as a

family. Wherever possible, they look for opportunities to travel with each other and use the flexibility of the business to spend quality time together.

Next to family, service is a key in their dōTERRA experience. Rolando says, "God answers prayers and allows miracles to take place through those who truly love and serve their neighbors." Whether it is sharing essential oils with individuals or helping their leaders achieve their goals, their business is founded on the spirit of service. Because of their service-oriented mindset, they have seen miracles take place, and in return, they are constantly striving to share these joys with others so that they too can experience the prosperity that dōTERRA provides.

Rolando says, "My life, the lives in my family, and the lives of the thousands of people who belong to our group have been blessed. dōTERRA has given us the perfect way to serve our neighbors as a family while we were reaching economic self-reliance. We have great satisfaction knowing that we are positively impacting the wellbeing of so many people one drop at a time."

"I get motivated knowing that I have a real and effective business opportunity that will bring prosperity and economic self-reliance to many people."



REACHING DIAMOND THE ESTRADA WAY

Provide daily training classes about essential oils.

Hold a weekly video conference call on business and leadership.

Hold a weekly video conference call on product education.

Get as many team members as possible to certify for the AromaTouch® Technique every month.

Hold bimonthly events in the cities where most of your team members are concentrated.

Take full advantage of the Diamond Club program dōTERRA offers.



Leader

Burke & Natalie Rigby
Blue Diamond, US Founders

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 help new builders who want to build quickly so that they can afford a monthly LRP? Especially if they live out of state?

We start with mindset. If someone's mindset is focused on solely covering their LRP, then we like to work with them on seeing an even bigger vision of what's possible, that way covering an LRP seems like a very small challenge. If they are stuck in a scarcity mindset, they will never see a path to building this business, so it's important to get that out of the way right from the start. Once we've addressed mindset, we can move forward with planning the massive action-events that will produce what they are looking for in terms of Fast Start and unilevel commissions to cover their LRP. We are fortunate with today's technology to be able to have face-to-face discussions with people all over the world in real time, so when someone lives out of state or in another country, we just jump on our favorite video conference app, Zoom (Zoom.us), and make it happen!

How do I easily explain the business to people so that they want to build and grow with me?

This business is about helping people live to their full potential. We help them see how dōTERRA makes that possible by asking them what they want most in life. Is it improved health? We have an answer for that. Is it greater financial independence? We have an answer for that. Are they looking for a community of like-minded people? We have an answer for that as well! No matter what they are looking for, it's easy to show them how this business can be the vehicle to achieving what they want most in life.

How do you keep your enrollments interested?

Years ago, when asked what our key to success was, we came up with this formula: PASSION + PERSISTENCE = PAYDAY. We

encourage our team to focus on the "paydays." Those paydays may be as simple as seeing a friend or family member have an improved quality of life or being able to do something you've always dreamed of, like taking a month off to travel Europe with your kids. Whatever stage people are at in this business, they have likely already seen some paydays during their journey. People are much more persistent in following their dreams if they have a vision of the payday that lies ahead.

How do I follow up with enrollments whom I don't really know?

We prefer face-to-face follow-up, if possible, so we like to set up a Zoom chat with new enrollees who may live out of our area or that we don't personally know. We reach out via phone or email to set up a time to visit, and once we get face-to-face with them,

we ask them about themselves and what brought them to dōTERRA. Taking the time to answer questions and give them direction lets them know they are not alone on this journey.

How many hours per week do you spend on your dōTERRA business?

That's a great question but not something we really track (one of the perks of not having to answer to anyone). Our business blends into everything we do and has become part of the fabric of our life; it's tough to separate what's work and what's not. If we had to give a number of hours per week, it would probably be 25–30. The real blessing of this business is that you can do it from anywhere at any time, as much or as little as you choose. One thing we do know and truly believe: the growth of your business will be in direct correlation to the amount of time you devote to it. 💧

Victoria Plekenpol

CHINA

essential oils in their daily lives and within their academic communities. Together, they love and live the dōTERRA lifestyle.

Victoria has found a home with dōTERRA—she can be there for her family, travel the world, and do something greater than herself. She can take her youngest to school and pick her up, and in between, go out and share the healthy, life-changing products she believes in. And not only is she sharing her beliefs, but, as she says, she is realizing her white-hot Why—orphan care. She says, “There are 160 million known orphans in the world. I truly feel that it’s my mission to help these children. We have an adopted daughter, Kailin, and she is such a precious gift to our family. Every child deserves a chance to be loved and be part of a family.” With the help of her dōTERRA business, Victoria and her husband have built the financial resources to support the cause of orphan care, and every day Victoria’s Why is motivating and inspiring her to do her best because the outcome is a ripple effect that is changing the world.

As an international wife and mother for the past 23 years, Victoria Plekenpol looks for businesses and charities that are flexible, mobile, and let her work with purpose. Because her husband, David, has an international business career, the family has lived all over the world, including their current home, China—where Victoria’s dōTERRA story begins.

Traveling through Shenzhen, China, David Plekenpol connected with an old friend from Shanghai who introduced him to dōTERRA. David knew immediately that Victoria would love dōTERRA, and he was right.

dōTERRA was exactly what Victoria was looking for. A global company that appeals to her health conscious lifestyle, dōTERRA allows her to live her busy life while working from wherever she is. She says, “dōTERRA essential oils fit perfectly into my wellness philosophy, and I quickly found dozens of ways to incorporate them into my daily life. My family and I saw the benefits immediately. I honestly was frustrated that no one had shared this gift with me years ago.”

Drawing from her years of direct sales experience and extensive global relationships, Victoria laid the foundation for her global team. This process took a lot of patience and diligence. At the time, dōTERRA was very new to China, which made starting the business challenging. She says, “I had to get creative. My motto became, ‘Let’s just figure this out!’ I started reaching out to our local office in China, and when they saw the flurry of activity, they were immediately a huge support system for me. I can pick up the phone anytime and know I will have someone who will roll up their sleeves and help me. I have peace of mind knowing I am not alone on this journey.”

Along with the support of her leaders, Victoria’s family has also always encouraged her. David became the Chief Financial Officer of her business, helping her develop a robust financial strategy, giving her the freedom to pour her passion into her business more fully. Her three children, Regan, Garrett, and Kailin, actively use the oils, and her two oldest children eagerly share the benefits of

ADOPTION AWARENESS & SUPPORTING ORPHANS IN NEED



When we moved to Shanghai, I joined a group of women who made regular visits to a local orphanage. Words cannot describe the impact of seeing these abandoned children, all searching for parents, family, and love. I felt an overwhelming sense of responsibility to do something.

Since that moment, my husband and I have had the amazing opportunity to organize fundraising concerts for adoption awareness, to help create foundations to support orphan surgeries, and to donate toys and clothing to orphans in need. We have even worked with the dōTERRA Healing Hands Foundation™ for one of our projects. Each opportunity has filled our hearts with more love for those we could help and has inspired us to press forward in this passion.

During this time, our oldest daughter Regan also inspired us to think about adopting a child, and, a few years later, Kailin joined our family. She has brought more love, joy, and laughter into our entire family than we could have ever imagined. We are so grateful to have her in our lives.

I wish for other families to realize this same joy through the gift of adoption. This is my Why for building my dōTERRA business. I dream about writing huge checks to these life-changing organizations to help families that are financially challenged pursue this great opportunity. The scale is immense and the task is seemingly overwhelming, but it is my hope to help these beautiful, precious children find their forever families.

FOR SOMETHING
GREATER
THAN MYSELF

“This business is not easy, but it is worth it. Use all of the many resources at your fingertips, and reach out to your active upline for guidance and mentorship.”





“...Being confident of this,
that he who began a good
work in you will carry it on
to completion...”
—Philippians 1:6

GET INSPIRED

Weathering the Storm

“I am not afraid of the storm for I am learning how to sail my ship.”—Louisa May Alcott

BY LUISA CRANE

Most leaders in dōTERRA can look back on their journey and find that moment when they decided to give dōTERRA a fair shot.

When I look back, I don't feel I was given that choice. For me, it was divine intervention. Twelve months into my journey with dōTERRA, I unexpectedly became a single mom of three daughters with no other sources of income. However, in the midst of this challenge, I found that God had a plan for me and was creating a team for me that I didn't even know I needed until one-year post enrollment. My team and I were excited to use and share dōTERRA products, and we created enough momentum to achieve Gold rank without employing an intentional strategy. This organic growth became the foundation for my healing and financial security and led me to realize five key principles that can help safely navigate the storms in our lives and help build successful businesses.

Having a Positive Outlook

My unexpected dōTERRA journey allowed me to understand more about who I am, how I face trials, and the strength within me. I realized I couldn't have controlled what had happened to me in my personal life, but I challenged myself to respond to this adversity in a positive way. My optimistic mindset helped me in my individual circumstance and inspired me when navigating the uncharted territories that came with leading a dōTERRA team.

Being Strong in the Face of Adversity

I always tell my daughters it is not the quiet, fearful women that make history. It is the ones that see adversity as potential for growth and the ones that feel fear and push beyond it. So, after alleviating some of the tension in my home and committing to therapy and health, I made the conscious decision to build dōTERRA full-time. I was committed to the vision that this storm would make me stronger, better, and more qualified and would help me reach, bless, and encourage others that were also weathering storms of their own.

Getting Creative

I quickly realized that as a single mom, I didn't have a lot of free time on my hands. I was limited by my small income, and I didn't have adequate help in the home or energy to devote hours to building dōTERRA. But I had to make it work because I didn't have an alternative plan. I got creative. I accepted that my circumstances were not changing, therefore, I had to change. I made business time quality time with my children. I got my children involved in sampling, and I took them to classes, and we learned about the essential

oils together. By involving my children, I not only set an example for them to follow but also fostered a sense of pride that we were creating something good together.

Standing Together

I surrounded myself with like-minded men and women that wholeheartedly embraced the dōTERRA vision of changing the world one family and one drop at a time through improved health and financial freedom. I saw my journey with dōTERRA as a grassroots movement of building relationships one by one, fostering them until I saw people go from users to sharers and sharers to builders. Before long, I had created a tribe of committed friends, family members, neighbors, and even strangers that were looking to build something meaningful that was actually changing the world. I may be biased, but God blessed me with some of the most amazing leaders, and I am so grateful for their commitment. Looking back, I see the common denominator that held us together was our humanness. I was attracting people that were on the same journey as I and were driven to succeed out of necessity.

I know my journey with dōTERRA would have been short lived had I not learned to depend on my support system and to rely on God's daily provision. Far too often we believe that we must rely on our own strength to succeed, but life is not meant to be lived alone. I appreciate dōTERRA's compensation plan not only because of the generosity of the pay out but because it forces us to work as a team. The unilevel, Power of 3, rank advancements, and leadership pool commissions happen efficiently and harmoniously when we commit to building faithfully, communicating openly, and following through as a team.

Preserving Your Passion

My passion is defined by clearly understanding my Why. I have verbalized my Why to friends, family, and team members so that when the process becomes difficult, I am reminded why I am doing dōTERRA in the first place. They hold me accountable, and it helps keep my passion alive.

With these principles to bolster me, I have learned to never quit on a bad day. The storms of life will come, but dōTERRA has created a secure, reliable, and joyful boat for me to weather the storm in. If we commit to growing through the storm, we will be refined into the best version of ourselves, creating a bigger impact in the community that God has placed us in to grow and bless. ♦

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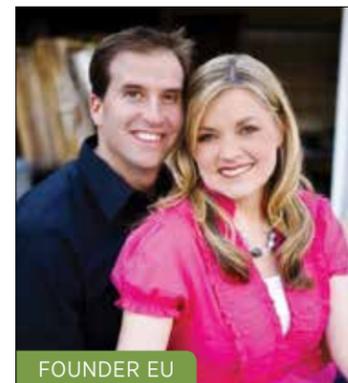
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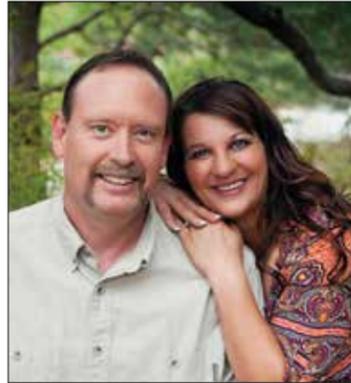
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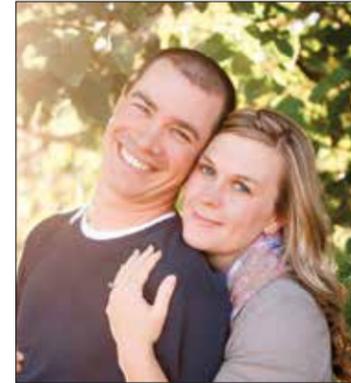
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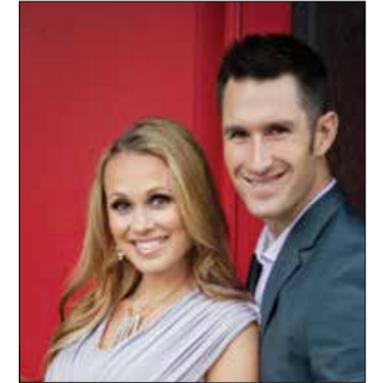
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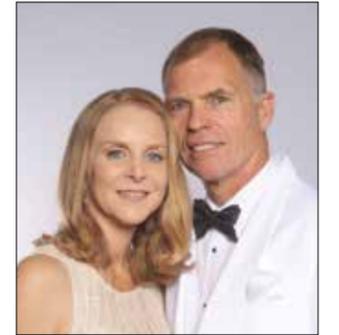
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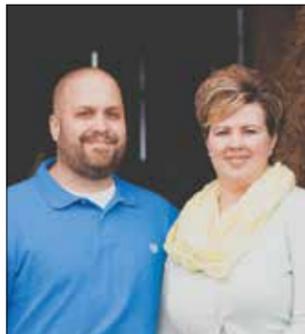
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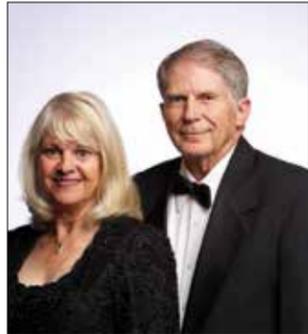
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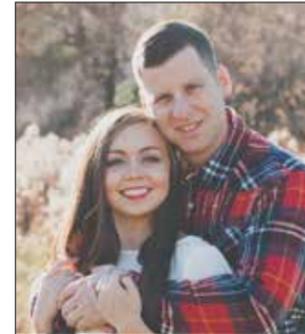


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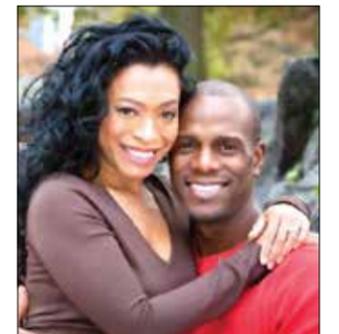
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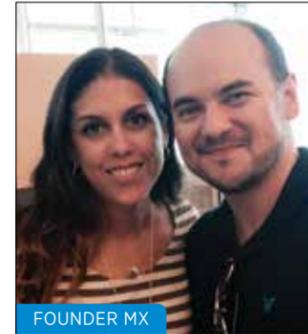


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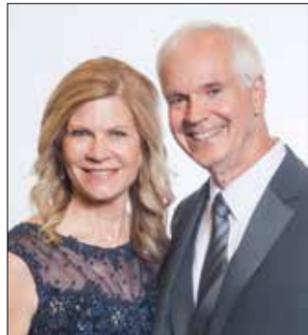
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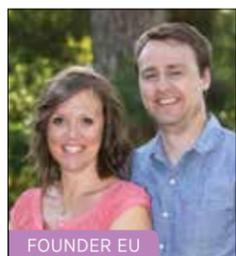
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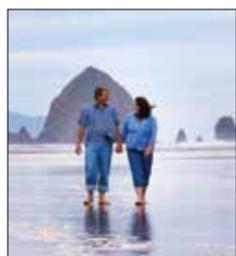
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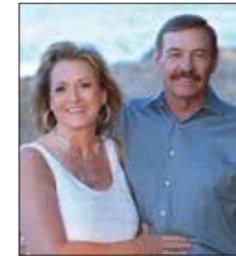


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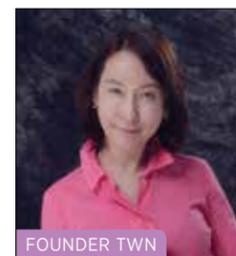
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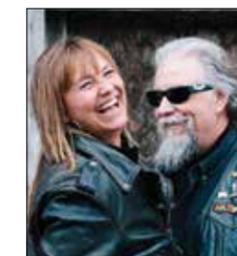


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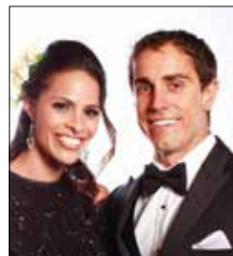
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MEGAN DILMORE

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ROSALIE ELLIOTT



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JOEL & FAY EPPS



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DAMIAN & JENNA FANTE



LEONIE FEATHERSTONE



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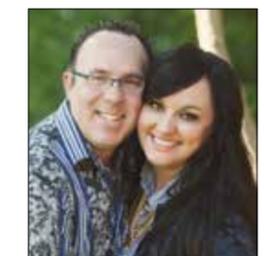
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DR. ROBERT & KIYLA FENELL



DALE & TONYA FERGUSON



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GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



DAREN & CRYSTELLE GATES



MICHELLE GAY



ALESSIO & WENDY GIANNUZZI



BRANDON & LINDSEY GIFFORD



REBECCA & BRIAN GILLESPIE



BRAD & TOBI GIROUX



THOMAS & AMY GLENN



TESS GODFREY



CARMEN GOLDSTEIN



JAY & DEBBIE GORDON



DR. ANDREW & RUTH GOUGH



ADAM & LEAH GRAHAM



MICAH & KRISTA GRANT



LYN & PETER GUERIN

DIAMONDS



CURT & CAROL ANN GUEST



KIRK & JENNIFER HAMILTON



LINDSAY & CRAIG HAMM



CLIFF & PJ HANKS



DR. SANDRA HANNA



GIADA HANSEN



EMILY HANSON



MARTY & JIM HARGER



AISHA HARLEY



NATALIE HARRIS



RYAN & JENYCE HARRIS



SCOTT & SHYANNE HATHAWAY



JOE & LORI HAYES



ALLISON HAYS



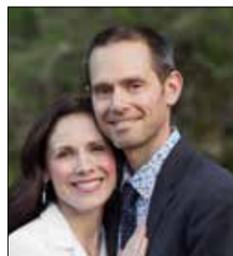
JENNIFER HEATH



REBECCA & BRIAN GILLESPIE



BRAD & TOBI GIROUX



THOMAS & AMY GLENN



TESS GODFREY



CARMEN GOLDSTEIN



FOUNDER CAN
DR. MARISSA HEISEL



PAUL & TERI HELMS



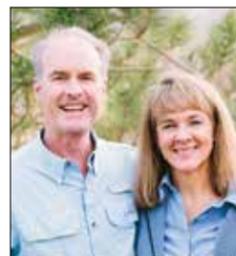
SUSAN HELZERMAN



FOUNDER USA
GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



JAY & DEBBIE GORDON



DR. ANDREW & RUTH GOUGH



ADAM & LEAH GRAHAM



MICAH & KRISTA GRANT



LYN & PETER GUERIN



FOUNDER MX
JUAN CARLOS SUAREZ HERNANDEZ & ARACELI VALENCIA SANCHEZ



FOUNDER MX
IAN & PAOLA HERREMAN



BRYANT & BRIANNA HESS



FOUNDER USA
TERRY & MARIA HEUSER-GASSAWAY



JESSE & NATALIE HILL

DIAMONDS



FOUNDER JPN
MISA HIRANO



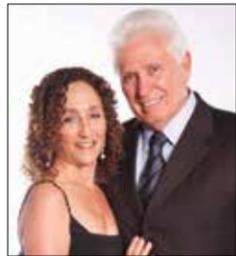
EMA HIRZEL



FOUNDER HK
MICKEY HO



STANLEY HO & LAM YEE MUN



FRANI PISANO & HERB HOELLE



TONI & ROBERT HOLLAND



JESSE & BREANNE HOUSTON



JENI HOUSTON



CHUN MING HSU & HSIN PEI HSIEH



TE FU HSUN & CHING SHUE WANG



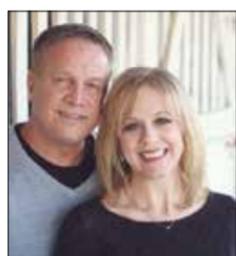
JEFFERY & MIRANDA HU



CHING YING HUANG



MICHAEL HUANG



CHRISTY & REID HUGHES



JULIE HUNDLEY



TAKESHI IGARASHI



HIROMI IKEDA



JENNIFER INCHIOSTRO



FOUNDER CAN
CYNTHIA INCZE



ROSE INGRAHAM

DIAMONDS



FOUNDER USA
ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



FOUNDER TWN
CHIH JEN LIU & MAN TSAI



FOUNDER KOR
HABONG JEONG



AARON & JESSA JOHNSON



KILEY & NORA JOHNSON



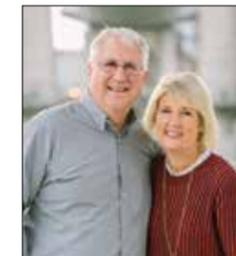
BRIAN & RACHEL JONES



JARED & RACHEL JONES



LELAND & ROBIN JONES



RICHARD & LISA JONES



HAGAN & DENA JORDAN



LISA JURECKO



CHIAH HO KAO



TZU YUAN KAO



FOUNDER JPN
MASAMI KAWAI



TRACI & JACK KENNEBECK



MIKE & KALLI KENNEY



KATE KETTLEWELL



NICK & DYANNA KILLPACK



RYOKO KIMURA



MATT & BAILEY KING



MELISSA KING



SHAWN & LAURA KING



TOM & ROMMY KIRBY



FOUNDER EU
WILLEM-PAUL & LOUSSANNA KOENEN

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER JPN

MIKI KOJIMA



KAJINO KOUME



JENNIFER KOURTEI



DEBBIE KRAHN



JOE & AMBER KROPF



FREDDY & MANDY KUHN



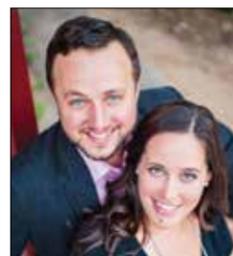
SPENCER & RETA KUHN



PU LI KUO



WEN HUNG KUO & SHIH AN KUO



JON & DUQUESA LAMERS



DAVID & LOIS LANE



LAURIE LANGFITT



FOUNDER USA

DANNY & NICOLE LARSON



FOUNDER USA

NOLAN & PAT LEAVITT



CECIL & LIANA LEE



FOUNDER SGP

CHUA HONG LEONG & LAW SHU LI



ZACH & KYLENE LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



FUXIAN LI & LING LING ZHANG

DIAMONDS



FOUNDER TWN

YU YIN LI



YU YU LIN



JOHNATHAN & RACHEL LINCH



NANCY LINDER



MIN LIU



TRINA MARIE LOW



SHELLY LOYD



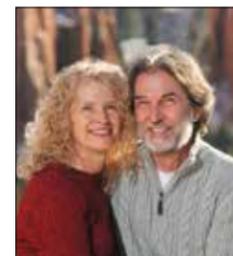
DWAYNE & TRACY LUCIA



STEVE & TRACY LYMAN



BRETT & BROOKE MAGLEBY



JAMES & CYNTHIA MAGUIRE



FOUNDER AUS

TANYA MAIDMENT



MILTON MARIN



JOSH & KEELI MARTINEZ



JOHN & PATTI MASON



FOUNDER JPN

TERUMI MATSUSHIMA



FOUNDER JPN

SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



TONY & AIMEE MCCLELLAN



KEITH & KERI MCCOY



BRITTANY MCDONALD



SHARON & JASON MCDONALD



JOSH JELINEO & BEBE MCFALL-JELINEO



SUZANNE MCGEE

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JEANNE MCMURRY



BRAD & ANGELA MELTON



ROGER & CAROL-ANN MENDOZA



JERRY & PRISCILLA MESSMER



BECKY METHENY



SHANNON MORGAN



MICHAEL & MELISSA MORGNER



SOPHIA & PAUL MORRISON



JANELLE & JUSTIN MUELLER



JODI & MARK NAYLOR



DR. MARTHA NESSLER



CORY & STEPHANIE NEWTON



ANGIE NG



FOUNDER JPN
YOSHIFUSA NISHIDA



FOUNDER JPN
MITSUKO NOMIYA



ERIC & KRISSEY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



ADAM & TAMI NUHFER



BERNADETTE O'DONNELL

DIAMONDS



NATHAN & JENNIFER OATES



FOUNDER EU
FRANK ODDENS



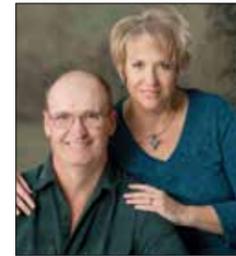
MUNEHIRO OKUMURA



FOUNDER JPN
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



FOUNDER AUS
JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



ROBERT & JANELLE PARRINGTON



JOHN & LAURA PASTERNAK



DICK RAY & STACY PAULSEN



ANNA PENICK



SARAH-JANE PEPPER & TYLER HERR



CHRISTINA PETERS & MICHELLE MCVANEY



SPENCER & LAURA PETTIT



JON & EMILY PFEIFER



RYAN & BETH PHILLIPS



VICTORIA PLEKENPOL



GERALYN POWER & DANIEL SALOMONS



MAYRA & STEPHEN POWERS



RUTH PRINCE



TRACY PRINCE



AUBREY & BOBBY PRUNEDA



JENNA RAMMELL



KRISTA RANDALL

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



LACEY RAPOSO



KIMBERLEY REID



WINDI & SAMUEL RIFANBURG



FOUNDER MX
PATRICIA QUIROZ RIOS



REBEKAH & BOB RIZZO



JESSICA ROBERTS



VERON & JENNIFER ROBERTS



CASEY & MELISSA ROBERTSON



JAMES & KELLY ROBISON



BRITTANY ROSCHECK



FOUNDER AUS
MICHAEL ROTHSCHILD



JOANNA RUSLING



DAVID & DENETTE RUSSELL



JESSICA RYAN



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



STACEY SARROS



JOSIE SCHMIDT



TENILLE & MATT SCHOONOVER



FOUNDER CAN
JANE SCHWEITZER

DIAMONDS



JULIE ANN SCOTT



FOUNDER KOR
HOON SEO



KEVIN & KESHIA SHEETS



MARY SISTI



KIM & DARREN SMADIS



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



KIRK & LANA SMITH



STEPHANIE SMITH



WILL & MARCY SNODGRASS



ROBERT & SHARLA SNOW



JOSEPH & LAURA SOHN



THERESA SOUCY



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON STAVOLA



ALICIA & JASON STEPHENS



JULIE STOESZ



WADE & CHRISTINE STOLWORTHY



MELODY STRAMPELLO



VICTORIA STRELNIKOVA



FOUNDER TWN
WEN CHIANG SU & HUI YU HUANG



YU KAI SU & LING-EN HUANG



DR. MARA SUSSMAN & DWAYNE GRIM



YOKO TAKAKU



FOUNDER JPN
HIDEMITSU & YOKO TAKEDA

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



CHIEKO TAKEKAWA



FOUNDER TWN

CHEN CHIEN TANG & CHIAH LING LI



THOMAS & BROOKE TAZBAZ



AMY & DAVID THEDINGA



PRAMELA THIAGESAN



BILL & ERLEEN TILTON



MICHELE & GODFREY TINDALL



FOUNDER CAN

BRAD & DAWNA TOEWS



JASON & ALLISON TRIPP



FOUNDER USA

GINA TRUMAN



FOUNDER HK

STEPHEN & YVONNE TSAI



FOUNDER TWN

HAO HENG TSAI & HSIN YUN CHANG



LYDIA TSENG



FOUNDER AUS

CHERIE & MAX TUCKER



RENEE & BYRON TWILLEY



KARI UETZ



CHAD & ESTHER VERMILLION



SONDRA VERVA



EDDIE & ANGELA VILLA



PETE & CARRIE VITT

DIAMONDS



BROOKE VREEMAN



CATHI & BOB WAALKES



HEATHER & AARON WADE



CHERYL & ALAN WAELBROECK



DAVE & KATE WAGNER



KENNETH & STEPHANIE WAHLBERG



CHARLES & HELEN WANG



TIEN HSIUNG WANG & HSIU CHI LIN



ERIC & SANDRA WANG



BEN & MEGAN WARDEN



MARK & TAMALU WATKINS



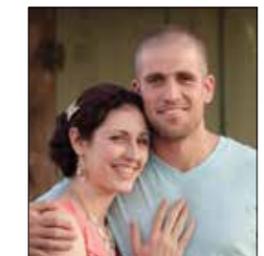
ROGER WEBB



JULIE WEINBERG & MEREDITH KELLY



JOHN & SHAUNA WETENKAMP



AARON & DR. RACHEL WHALEY



EMILI & DALLON WHITNEY



AMY & CHARLIE WIDMER



LISA WILSON



ROB & MELISSA WILSON



LINSEY & ERIK WILT



DANELLE WOLFORD



DANIEL & AMY WONG



FOUNDER TWN

TUNG HAN WU



JOEY & CACHAY WYSON



MIDORI YAMAGUCHI

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER JPN
HIROKO YAMAZAKI



EDWARD & LINDA YE



FOUNDER JPN
FUMIKO YOSHIMOTO



FOUNDER JPN
MIHO YOSHIMURA



FOUNDER JPN
YASUNORI
YOSHIMURA



FOUNDER JPN
ATSUKO YOSHITOMI



LIE ZHAO



SCOTT & LISA ZIMMER

DIAMONDS NOT PICTURED:

HO NIEN HUANG
SHENGHAO SU
WEN PING YUN & YI YING TSAI
QUAN JIN ZHOU

PLATINUMS



AKIKO ABIRU



AMBER ADAMS



KELLY ALVIS



KISANE APPLEBY



BRIAN & SHAWNA
BIELMAN



PATRICK & KATHRYN
BROWN



TONI BUNTING



LISA CANIPELLI



FOUNDER MX
GILDA ESTRADA
CARRANZA



CHING YIN CHANG



FOUNDER AUS
TERPSY CHRISTOU



TROY & DOROTHY
CIVITILLO



MERIDETH & BRIAN
COHRS



KARI COODY



FOUNDER MX
BRENDA ALTAMIRANO &
OSCAR CORDERO



ALICIA COTTAM



CRYSTY COVINO



DR. JAMES & KIM
DAHLIN



KEITH & KENDRA
DAVY



FOUNDER MX
FANNY MILLAN DE
LEON



FOUNDER MX
GUILLERMO & IVONNE
DE SUAREZ



JOANNE
DISSANAYAKE



SUSAN DYESS



DENNY & MARY
ENGLERT



CAROLYN ERICKSON



HEATHER & PAUL
ESSLINGER



DARNIE EWART



MIKE & JANA RANKIN
FINCH



KIRA FISCHER



PAUL & STEPHANIE
FRITZ



YOUKO FUJIMOTO



FREDRICK & ERIN
GILES



KRISTANN GILLIES



CRAIG & LYNN GINES



VALERIEANN
GIOVANNI



LUCY GONZALES-
ROMERO

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



LEON GREEN



NATALIE GREIG



DREW & LACEY GRIM



MELISSA GUTHRIE



FOUNDER EU

MOANA & MATTHIAS HARDER



BRIAN & JEANNIE HARRISON



TODD HART



GARTH & JULIE HASLEM



KRISTINE HAUCK



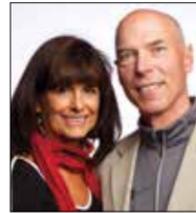
MARK & ALICIA HAUGSTAD



IZUMI HIGA



PAULA HOBSON



MARK & TRICIA HOFFMAN



GREG & MELODY HOLT



CAROL HOLTZ



BRENT & ANNIE HONE



JOY HORSEMAN



ALLISON HUISH



MARGHERITA HUMPHRIES



CHIA-HSUAN HUNG



BJ & MEGAN HUNTER



FOUNDER KOR

KUN YOUNG HWANG



FOUNDER AUS

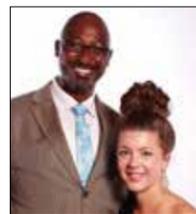
RELEAF ISMAIL



CAROLINE JACKSON



ALICEN JOHNSON



TIFFANI & D'ARTIS JONES



BILL & DEENA JORDAN



DRS. JORDAN & TRACEY SMITH



FOUNDER KOR

JAE HYEON JU



CHIAO EN JUAN

PLATINUMS



LEAH KARRATTI



CHELSEY & SEAN KAYSE



KRISTA KEHOE



COLIN & JEN KELLY



DRS. BRADLEY & JENNIFER KEYS



CADE & DOMINIQUE KING



MIE KIRA



CHRIS & GARY KIRSCHBAUM



JESSICA HERZBERG KLINGBAUM



MIKE & MEGAN KNORPP



YASUKO KOBAYASHI



SHINJI & MIUI KOYATA



FOUNDER EU

JON ERIK & LYNN KVAMME



CINDY LANDES



PEGGY LANGENWALTER



JAMES & MICHIE LAYTON



JOHN & CAROLINE LEE



REN-MIN LEE



ARLA LEINS



REBECCA LEONARDE



HSIU WEN LI



HSIU FENG LIN



XIANGLEI LIU



FOUNDER TWN

WEN CHEN LO



HEIDI LUEKENGA



JEN LUKE



FOUNDER TWN

FU LUN HSIEH & CAROL SUNG



FOUNDER CA

ADELE LURIE



ELIZABETH MARA



RICK & EMILY MARTIN



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



VICTORIA MCADAMS



LISA MECKLE



DR. ALLIE MENDELSON



WENDY MENDOZA

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



JIMMY & DEIDRA MEYER-HAGER



KAREN MILLER



ANGELA MOFFITT



GREG & DR. JULIE MONTGOMERY



COURTNEY MOSES



CAROLYN MOSHER



EMILY NAVAS



ROSIE NERNEY



CHIKAKO NISHIMIZU



SARAH O'MAILIA



KERY O'NEILL



KAORI OKAMURA



JENNY OTIS



HA PARK



ELAINE PARSLEY



SANDRA PASCAL



MICHAEL & CYNTHIA PATIENCE



JAMES & CHRISTINE PAYNE



JESSIE PINKERTON



JENIFER PINTER



JANET RAMER



KERRI RAMIREZ



SUSAN REIS



RUTH REYES



NICOLETTE REYNOLDS



ADAM & NISHA RIGGS



SHAWN & AMANDA ROBERTS



PHIL & WHITNIE ROGERS



CANDACE ROMERO



CORT & KARLI ROSZELL

PLATINUMS



ANDREW & MINDY ROWSER



ANDREA RYAN



JIM & SUSIE SCHIERING



AMY SELLERS



FOUNDER EU
TJASA SERCER



FOUNDER AUS
HELEN & MARK SHAW



ELENA SIMMONS



AARON & AMY STORBECK



PHIL & LEEANN STORK



SHEILA SUMMERHAYS



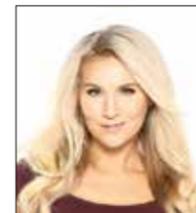
SAMUEL & MELISSA TAEU



JOY TARPLEY



KELLY TAYLOR



MEAGHAN TERZIS



EVAN & ADRIENNE THOMAS



FOUNDER CAN
PATTI TINHOLT



JEN TOMAZINCIC



ANI TOROSYAN



BILL & MARILYN VANDONSEL



BRAD & ASHLEE VANESS



JENNIFER VASICH



TARA & JUSTIN WAGNER



CHAD & SUSIE WALBY



BRENT & JENNY WALSH



RYAN & TARA WERNER



HALIE WHITAKER



FRED & MARTI WINKLER



JOHN & CHRISTINA WOMBLE



MICHELE WRAGG



FOUNDER TWN
CHING CHUN WU



PENELOPE WYNNE



MANDY YEUNG



CHING AN YU



TERUMI YUASA



KRISTI ZASTROW



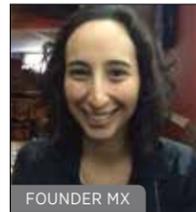
GARY ZHOU & LAURA WANG

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



ETHAN & CHRYSTELLE
ZIMMERMAN



DIANA FALLENA
ZONANA

FOUNDER MX

PLATINUMS NOT PICTURED:

YOUNG HO AHN
LI HUI CHUAN
CHRISTINA GARDNER
WEI CHIEH HSU

SUSAN LEAVITT
ELIZABETH MATSAKIS
SUSUMU MATSUZAKI
SHERRI PRICE

GOLDS



KEVIN ABAIR



ALICE ABBA



PENELOPE GARCIA
GUTIERREZ ABOITES



MARTY & KINDRA
ADAIR



LANE ADAMS



STEVE & JULIE
AHLSTROM



CARLOS ALCANTARA



ALINE ALCANTARA &
DAVIS HERNANDEZ



JAIME ALCONA



JENNIFER
ALEXANDER



BRAD & KATHY
ALLDREDGE



TODD & KIM ALLEN

GOLDS



LACEY ALLEN-
DURAN



LYNETTE ALUOCH



DIANA ALWARD



CAROLYN
ANDERSON



DAVID & SHANNON
ANDERSON



EVIE ANDERSON



JENNIFER
ANDERSON



DR. KIM ANDERSON



MIKE & JESSICA
ANDERSON



SARAH ANDERSON



LEANNA ANDRADE



JUDY ANTAL



JENNIFER
ANTKOWIAK



MARK & JAIME
ARNETT



JUSTIN & BRIDGET
ARNOLD



ROBIN ARNOLD



NORMA ARIADNA
MARTINEZ ARRIAGA



KEVIN & LAURELL
ASAY



KEVIN ABAIR



ALICE ABBA



PENELOPE GARCIA
GUTIERREZ ABOITES



MARTY & KINDRA
ADAIR



LANE ADAMS



STEVE & JULIE
AHLSTROM



CARLOS ALCANTARA



ALINE ALCANTARA &
DAVIS HERNANDEZ



JAIME ALCONA



JENNIFER
ALEXANDER



BRAD & KATHY
ALLDREDGE



TODD & KIM ALLEN



BARRETT &
STEPHANIE ATKINSON



ROBYN ATTICKS



ROBERT & KELLEY
AUGI



TONI AUGUSTINE



BRENT & KRISTI
AVERETT



ROBYN AZIMA



KEITH & LORI BACON



RUSSELL &
STEPHANIE BADER



BRIAN & AUDRA
BAILEY



MARGIE BALAS



DAWN BALKCOM



BAKTY & TAMAZEEN
BARBER

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



REBEKAH BARLOW



ADAM BARRALET



JEFF & TAMARAH BARTMESS



DEBBIE BASTIAN



BRADEN & CAMILLE BAWCOM



AMANDA BEACH



ASHLEY BEANS



THOM & JACKIE BEAUCHAMP



LUKE & JESSICA BEAVER



MAJA VODEB BECIC



JERRY & AIMEE BECK



YOHAN & LAURA BEGHEIN



FOUNDER KOR

DONGCHOL & SOON BYUNG BEH



DAWN & MARK BEHM



CHRISTINE BELL



ASHLEY & JOE BELL



SHANNON BELLFAUST



SARA BENNION



FRED & JANEICE BENSON



PAUL & LISA BERGMAN



JENNIFER BEST



BRANDI BILSKEY



FOUNDER EU

OLIVER BIRK



DOUGLAS & JANICE BITTNER



SARAH & CRIS BLAIR



PENNY & JEFF BLENSDORF



VERA BLOUIR



JENNA BODLE



JOSH & KATHERINE BOGGS



LADONNA BONTRAGER

GOLDS



RUTHI BOSCO



CRAIG & CONNIE BOUCHER



LAILAH BOWIE



FOUNDER EU

BECKY BOWLES



MARK & JACKIE BOWMAN



KAREN BOYD



DEBI BOYLE

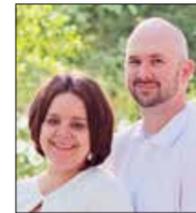


ALINA & RAUL BRACAMONTES



FOUNDER CAN

JONI BRADLEY



TIM & CARRIE BRADLEY



HEIDI BRAMM



MELODY BRANDON



JEREMY & MELISSA BRANSKE



MONICA BRAVO



MIRIAM BREWER



SCOTT & LEESA BRIDGES



ALLISON BRIMBLECOM



KRISTI BRODERICK



FRED & JANEICE BENSON



PAUL & LISA BERGMAN



JENNIFER BEST



BRANDI BILSKEY



FOUNDER EU

OLIVER BIRK



DOUGLAS & JANICE BITTNER



DR. ALICIA BROOKS



MICHAEL & KEA BROOKS



PETER BROOSTROM & JULIETTE FINCH



BEAU & KELLY BROTHERTON



KEVIN & LATARRAN BROWN



MAUREEN BRUNDAGE



SARAH & CRIS BLAIR



PENNY & JEFF BLENSDORF



VERA BLOUIR



JENNA BODLE



JOSH & KATHERINE BOGGS



LADONNA BONTRAGER



MICKEY & KORINA BUEHRER



FOUNDER MX

ANA PAOLA SALOMON BULOS



BRIAN & APRIL BURNETT



DEBBIE BURNS



DAN & MARCIE BUSH



MATT & DEANA BUSHMAN

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



HANNAH & SCOTT BYERS



ANA MAHINA CAICEDO



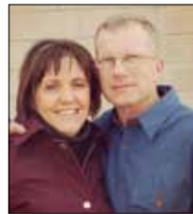
MIGUEL & STEPHANIE CALDERON



DAWN & MARCELLO CALVINISTI



CHRIS & LORI CAMPBELL



BILL & DONNA CARD



JOSHUA & MARY CARLISLE



HEATHER CARLSON



TRAVIS & JESSICA CARPENTER



BRIAN & CHRISSEY CARR



AIDA VERONICA MACHADO CARREON



CATHERINE CARRIGAN



DOUG & RACHELLE CASTOR



ANDREA CAUFFMAN



LACEY CHALFANT



NANCY CHAN



SHIN TING CHANG



HSIU WEI CHENG



MICHAEL & AUDRA CHESTER



FOUNDER HK
BING CHUNG CHEUNG



MEI YING CHIEH



DAVID & JACLYN CHILD



YANG SU CHIN



GINA CHO



FOUNDER KOR
HUN IM CHOI & DAE YONG PARK



ANDREA CIBULKA



BELINDA & MICHELLE CIVITARESE



DAPHNE & DARRIN CLARK



MONIQUE CLARK



JESSICA & NIC CLARK

GOLDS



STUART & CARLIN CLARKE



NIKKI CLEARY



MARIO & SARAH COBIAN



JILLIAN COCHRANE



PAMELA COHEN



RICK & ALISSE COIL



MIKE & LISA COLETY



CAROL COLVIN



AMIEE CONNER



CINDY COONS



KATHY CORDELL



TAMARA CORLIS



ELIZABETH CORTES



ANDREW & KELLY COUCH



TAMMY COUNTS



TERESA COYNE



LUISA CRANE



BRANDI CROSBY



KIRSTEN CRUZEN



ANA PAULA CASTILLO CUEVAS



LISA CUSANO



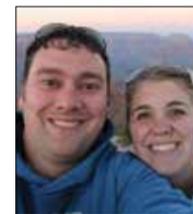
ERIC & TIFFANY DAHL



HEATHER DAHLSTROM



RYAN & JAMIE DANFORTH



KRISTY & DUSTIN DANIELS



MONIR & TANJA DANIELS



SHELLY DAUGHERTY



ANDREW & BRITTANY DAVIDSON



SUSAN DAVIDSON



GLEN & TERRI DAVIS

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GOLDS



PAULETTE DAVIS



MARQ & BRI DAWKINS



JOYCE DAY



PABLO GARCIA DE ALBA HERNANDEZ & TANIA MONTEMAYOR GONZALEZ



CECILIA LÓPEZ DE LARA & ANDONI ROMERO



MELANIE DECUIR



JARED & MINDY DEGRAFFENRIED



SARAH DEGROFF



DIANNE DELREYES



CLINTON DEMARIS



JAN & WALLY DENTEN



SARA DEREK



ERIN DESANTIS



JAMIE & TED DIBBLE



VIVIAN DICKSON



ROGER & MARILYN DIDERICKSEN



JILL DIEME



JEREMY & HOLLY DIXON



MELISSA & MICHAEL DIXON



DR. MARK & KERRY DODDS



ERICA DOLAN



MIKE & KELLY DOLLINGER



JENNIFER DONOVAN



BRIAN & KRISTA DOVE



JULIE DRIGGS



LUKE & MAGGIE DUBOIS



MICHAEL & NATALIE DUERDEN



HELEN DUKE



JUSTIN & LELIA DUKE



CANDACE & SUSAN DYER

GOLDS



MARIAN EDVARSDEN



GISELA ELISABETH BOLTEN ELIAS



STEVE & LORRAINE ELJUGA



MICHELLE ELSTRO



SAYAKA ENDOU



VIVIAN ENGELSEN



SHANE ENGLAND



ULRIKA ENGMAN



CHRISTIAN & ELISABETH ENSOR



MATT & RYANN ETTER



JULIE EUBANKS



HALEY FACHNER



NICHOLAS FAIRBAIRN



SALLY FARB



PETER & EVIGENE FELARCA



MANDI & JACK FELICI



DEBORAH FERRARIS



CATE FIERRO



JASON & DR. JULIANA FILA



SHARON FILA



THERESA & LEAH FISHER



MARK & TIFFANY FLAKE



MARLENE FLAX



GLENDIA FLYNN



CATHY FORT-CURRIGAN



JAKE & JOANN FOWLER



DR. BRADLEY & ALANNA FRANKLIN



DEVAUGHN & KELLY FRASER



KRISTIN FREEMAN



MARCIA FRIACA

GOLDS



MARGIT BITT-FRIEDLMAYER



JENNIFER FRINK



GERRY & CHRISTINA FROESE



NATHAN & KRISTEN FUCHS



CHIHO FUJIWARA



STEFANIE FUNK



LISA ANNE GAFKJEN



CARMEN GAIRN



KENNY & LINDSEY GALE



KRYSTLE GALLARD



JENNIFER & FERNANDO GALLARDO



LUIS & ITZEL GALLEGOS



VICKI GALLOWAY



JUDY GANN



MEAGHAN GANNETT



LAURA GARCIA



VINCE & TERESA GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



ALICIA TORRES GEARY & KYLE LISABETH



FOUNDER NZ
ANGELA GEEN



NATHAN & JOANNA GEIGLEY



TAMARA GERLACH



JULIE & SCOTT GETTY



MICHELLE GETZ



LUIS & EMILY GIL



JENNIFER GILMAN



TIM & KAREN GILROY



ELIZABETH GIULIACCI

GOLDS



DIANE GJELAJ



KATHRYN GLADER



KARLA GLEASON



DR. CYNTHIA GLENDENING



KEISHER GLYMPH



KIMBERLY GO



VERONIQUE GOLLOHER



FOUNDER MX
ERICK & EDGAR GONZALEZ



MAYRA GONZALEZ



LUKE & TERESA GOODLETT



CRAIG & SHEILA GOODSSELL



BRENDAN & ALICIA GOODWIN



PAMELA GORGICHUK



SPRING & RICHARD GOUETTE



BÉNÉDICTE GRAF



LINDSEY GRAHAM



VANESSA GRANATA



JANIS GRAZIANO



BRIONY GREEN



KACEY GREEN



DAVE & AMY GREGERSON



DARREN & ROSIE GREMMERT



EDWARD & CARY GRIFFIN



KENT & ELLEN GRISWOLD



GRIFFIN GUNDERSON



LINDSEY GUNSAULS



FOUNDER KOR
BOO KYUNG HA



ERIKA HADL



KAREN HADLEY



KATE HAGEN

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GOLDS



TASHA & NATHAN HAKEEM



FOUNDER EU
JÜRGEN & MARTINA HAKENJOS



ANASTASIA HALCOMB



MATTHEW & ANNA HALES



RYAN & KENDRA HALES



REBECCA HAMILTON



TERESE HAMILTON



RENE HANEBUTT



KARA HANKS



ABIGAIL HANSEN



DANIELLE HARDEE



ARIANA HARLEY



MEGHAN HARLOW



KERRY HARPER



DAVID & JOLENE HARRIS



LOTUS HARTLEY



FOUNDER CAN
BERIC & LORI HAUKAAS



BLUJAY HAWK



LAUREN HAYDEN



KIM HAZEN



ELLIE HEDLEY



NATHAN & ANGEL HELDRETH



LAURA HEMMEN



SARAH HENDERSON



EUGENE & DIANA HENKEL



MIKE & BETH HICKS



AYAKO HIGUCHI



STEPHNE HELGENDORF



JOLIE HILL



MAGGIE HILL

GOLDS



STEPHANIE & JASON HILL



FOUNDER CAN
LEE HINDRICHS



FOUNDER SGP
ELIZABETH HO



GREGORY & SUSANNA HOBELMAN



SHALEEN HOGAN



ANNABEL HOLDER & NICHOLAS BROWN



ADAM & CASSIDY HOLDSWORTH



NATHANIEL & DENA HOLMES



STACIELYNN & TOSH HOSHINO



FOUNDER MX
OSVALDHO HOSORNIO & CAROLINA CEREZUELA



JACQUELINE HOWELLS



CHIA LIN HSIEH



SHU FANG HSIN



MENG CHIU HSU & HSIU LING HUANG



DENVER & LAURA HUDSON



KAREN HUDSON



MARY KAY HUESDASH



CORY HUGHES



JENNI & SEAN HULBURT



JOHN & VIRGINIA HUME



BRETT & KELLI HUNSAKER



BRIAN & ALLISON HUNT



ART & ELANE HUPRICH



BRIANNE HURDAL



DEBORAH HUSBANDS



ANNABELLE HUSSON



MICHAEL & NANCY HUTCHINSON



MARISSA HYATT



AMY INNES



CHARLOTTE IRAGABA

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GOLDS



KELLY IRIZARRY



BERET ISAACSON



YUKI ISHIDA



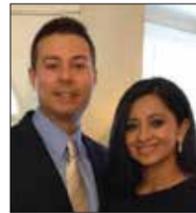
KAYO ISHIDA



CHIHARU ITOU



TRISHA JACKSON



MARCO & ELISA
JAEGER



JASMINE JAFFERALI



FOUNDER EU
HARALD JAHN



JAN JAMES &
RICHARD BRADLEY



FOUNDER KOR
EUN-JI JANG



KURT & LINDSAY
JENSEN



STEVE & SANDIE
JENSEN



CHUN HWA JEOUN



JAN JEREMIAS



CHRISTINA JESSUP



AARRON & HEIDI
JOHANSEN



JOLIE JOHNSON



NANCY JOHNSON



TONY & DONETTE
JOHNSON



TRACY JOHNSON



FOUNDER EU
MELITTA JÖILLY



KELLY JONES



LAURA JONES



RACHEL JONES



STACY JONES



GORDON & RENEE
JONES-LAWSON



RACHEL JOOS



LINDY JORDAN



SHE HSIAO JOU

GOLDS



APRIL JUHLKE



FOUNDER KOR
DO GYEOM JUNG



FOUNDER KOR
IN SEO JUNG



KUO HSIANG KAI &
CHENG SHU FANG



KRISHEL KARRAS



JAMIE KASARDA



REBECCA KASELOW



KANJI KATAGIRI



YOKO KAWAI



KRIS KESKE



SHERI KEYESKI



NICOLE KEZAMA



FOUNDER EU
BRIAN KIEL



JEROD & AMY KILBER



FOUNDER KOR
YOUNG SUOL KIM



HYEON JUNG KIM



FOUNDER KOR
KYUNG KIM



RASHELLE & TRAVIS
KINCAID



CAROL KING



VALERIE KING



CHRIS & TARA KINSER



KENTA KIRIYAMA



LINDSAY KNAPP



PAUL & NANCY
KNOPP



DEAN & TERESA
KOERNER



MICHIYO KOIDE



ELIZABETH
KOLODGY



MEGUMI KONO



YOLANDA KOOLE



JAMES & KRISTEN
KROPF

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GOLDS



MARZENA & SLAWOMIR KRYSIAK



MICHELLE KUNTZ



TESS LA MONICA



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



MARY LAGASSE



AMY LAMKE



SHARA LANGFORD



ALISON LANGRIDGE



IVY LARSEN



RICK & KIM LARSEN



SUSIE LARSON



MARGIE LASH



LORI LATENDRESSE



ALISHA LATOUR



SCOTT & JESSICA LAWSON



BOB & KATHI LEALE



JANYCE LEBARON



ANANDA LEE



BEN LEE & IONE SKYE



JOSEPH TIN WAI LEE



RACHEL LEE & DARYL CARTER



CHRISTIAN & ALLIE LEFER



DIANE LEFRANDT & JESSICA SMUIN



VAL LEIGHTON & DARYL TREMBATH



ANNE LEININGER



TAMARA LEMMON



TARA LENGER



CHUCK & CHRISTINA LEROSE



SUZIE LEROUX

GOLDS



MEIMIN LI



KUOYUNG LI & PAICHING CHU



FOUNDER KOR
ME HEE LIM



HSIAO-CHING LIN



YU TUNG LIN



FOUNDER SGP
YIT LI LING



JOANNE LING & TRACEY FRY



AMANDA LITSCHKE



YA-CHING LIU



YU CHI LO



HONEY LOGAN



JEFFREY & JEN LONG



JENNIFER LONGMORE



FOUNDER SGP
LEE SEANG LOOI



CARDIN & MATT LOPEZ



FOUNDER CA
CLAUDIO GIOVANNI LOPEZ



MORGAN LORENTZEN



MATTHEW & AVASA LOVE



ANALEAH LOVERE



TOM & ARI LOWER



CHARLENE LU



ERICA ELDRIDGE LUCAS



LISA LUKE



MARY LUNDSTROM



JING MA & JINHUI WANG



BETTY MAGILL



MAILE & KALIKO MAI



MELANIE MAITRE



MICHELE MALCHOW



ALEJANDRO & CECILIA MALO

GOLDS



KATHERINE MANCHA



VICKI MARCUS



JULIE MARGO



KARLENE MARKHAM



LENKA MARKOVA



BERNY & JANET MARQUEZ



AMY MARTIN



PATRICIA MARTINA



MIHO MARUYAMA



TIM & EMILY MASCARENHAS



MASAKO MASUKO



MIKI MATSUKAWA



MIKI MATSUMOTO



CLINT & KALYN MATTHEWS



JANICE MAYNARD



KELLY MCBRIDE



SEAN & ALICIA MCBRIDE



JENNIFER MCCLURE



GINA MCCONEGHY



JACLYN MCCORMICK



CHRISTINE MCCUE



URIAH & LISA MCHAFFIE



HEATHER MCKINNEY



BRITTANY MCLEAN



JOHN & EILEEN MCLEAN



ELAINE MCMILLAN



KRISTA MELENDEZ



MONA MERZ



KELI MESSERLY



KRISTEN MEYER

GOLDS



EMILY MIEREN



BRANDON & MELISSA MILLER



HOLLY MILLER



JIM & AMY MILLER



KEVIN & LESLI MILLER



TERESA MILLER



LIA MILOUSIS



MAYUMI MINAMI



JUDI MINCKLER



SCOTT & ROBYN MITCHELL



AKIKO MIZUTANI



CARLEE MODRA



BETTINA MOENCH



ANDREA MONGE



IVANNIA MONGE



JOE MONKMAN



SANDRA CERVANTES MONTENEGRO



MAURICIO & RITA MONTERO



CRAIG & KIMBERLY MOORE



NANDI MOORE



ANDREW & TIFFANY MOOSMAN



DRS. BRETT & RAECHEL MORAN



CECILIA MORENO & JAIME HINOJOSA



SHAE MORGAN



HELMUTH & VERA MÖRWALD



NATASHA MOSES



ANNA VASKOVÁ MOTÝLIK



MARNIE MOWATT



HUNTER & STACEY MOYLES



JOEI MUFFOLETTO

GOLDS



MARY LOU MULCAHY



MICHELE MULLIETT



FOUNDER SGP

SRI MULYADI & PAUL FILMER



BERIT MUNRO



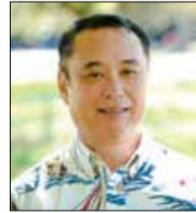
ETHAN & JUSTINA NADOLSON



YUKARI NAKAGAMI



HARUMI NAKATA



HOWARD NAKATA



NORIKO NARUKAWA



FOUNDER EU

CAROLINE NAVARRO



LISA NEEDHAM



KATELYN NEIL



AMBER & RODNEY JR. NELSON



FOUNDER EU

CHRISTIAN NEUDEL & GABRIELA HÄUSSNER



FEEBEE & KEVIN NEWLANDS



MICHELE NEWPORT



RAY & LAUREN NEWSOM



ALICE NICHOLLS



JULIA NICHOLSON



FOUNDER CAN

JOSH & SHANNAN NIELSON



RYAN & JAIME NORRIS



JAMES & SHERI NORTON



KRISTEN O'BRIEN



KIERSTIN O'BRIEN



SARA O'BRIEN



ANNIK O'MALLEY



ALAN & BARBARA O'NEILL



FOUNDER NZ

JOCELYN OADES



NATASHA OAKMAN

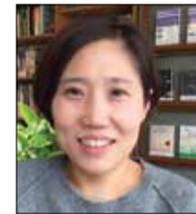


ANNA OFFMAN

GOLDS



NARU OGISHI



SANG MI OH



DEBBIE OHLS



MARIKO OHTA



BROOKE OLIVER



JOHNNY OLIVERIA & MARISSA JOHNSON-CSIMMA



ROBERT & HOLLY OLMSTEAD



TAMMY OLSEN



WADE & KRISTIE OLSEN



CHERYL OLSON



ONESSA



YUKA OOSHITA



HOLLY ORGILL



LESLIE OSBORNE



CHRISTOPHER & AMY OUELLETTE



JOEL & SUZI OVERSTREET



TERRI PACE



TRAVIS & SARA PALMER



YUEHHSIANG PAN



MARGIT & ROLF PANKNIN



ASHLIE PAPPAS



MARANATHA PARKE



BRADY & HILLARY PARKIN



PAMELA PARKINSON



KRISTEN PARLOUR



KELLI PARRISH



DANIELLE PARTAIN



JASON & RACHEL PASSINI



ERIN PATEL



SUSAN PAUL

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GOLDS



KYLE & KATEE PAYNE



BOBBI PEARCE



MARLENE TINAJERO PEREDA



SHEEN PERKINS



TOD & ANN PERRY



MARIAH PESKIN



PAUL & ABBY PETERSEN



BETSY PETERSON



TIM & BRENDA PETRU



EMMY PICKERING



ALLISON PREISS



JESSICA PRESS



MATTHEW & RACHEL PRIMEAU



GRETCHEN PROSSER



RACHEL PROUD



MARIE-KIM PROVENCHER



DANIEL & TIFFANY PROVINCE



SHANE & BROOKE PUGH



WAYNE & HEATHER PULSIPHER



DALE & SUSAN PURDY



JOSEPH & CATHERINE PUTATAU



SABINE & MATTHIAS QUARITSCH



DIEGO MUÑOZ QUIROZ



WILLIAM & ALICE RAHN



JACOB & ABI RAINES



CLAUDIA RAMIREZ & SERGIO ANGE ABUNDIS RODRIGUEZ



JAMIE & JUSTIN RATHJEN



CORRIE RATZAT



HANNAH REASONER



MARSHA REAVES

GOLDS



TAMI REDMON



ANGELA REED



LILLY & BRAD REID



JAMILA REMINGTON



BARBARA REMPEL & DAL BRYANT



MILTON & TIFFANY REPSHER



KC RHON



HEIDI RHYSS



BRAD & DARCI RICHARDSON



JENNIFER RICHMOND



JILL RIGBY



LORI RINALDI



DAN & JAMIE RIP



MARIE RITTENHOUSE



CRAIG & MARY ROBBINS



AUDRA ROBINSON



BIANCA RODRIGUEZ



CHANTAL ROELOFS



TRACIE ROESBERY



KATHY ROGALLA



ROSS ROGERS & LANA LUNDQUIST



PAOLA SALDAÑA ROJAS



DAVID ROOKSBERRY



KEMMERA ROSEMA



LORI ROTHSCHILD



ERIN & KAREN ROUSH



PATRICK & MANDY ROWLAND



TRENTON & CHRISTY ROWLES



ISABELLE ROY



GENEVIEVE RUDOLPH

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GOLDS



RITA RUNNELS



ANDREW & KRISTY RURYK



NORIKO SAKAGAMI



RYAN & JANESSA SALSBERY



DEVOLA SAMUELSON



JAMES & MISSY SANDERS



CARLA SANTIAGO



RUI & JEANA SANTOS



IGNACIO SANTOYO & SILVIA MARTINEZ



FOUNDER CA
ISIDE SARMIENTO



KAYLA SAVARD



ELIZABETH SCARCELLI & ANGELO PUGLISI



LAURA LE SCELLE



LESLIE SCHMIDT



SARAH & ERIC SCHMIDT



FOUNDER EU
SUSAN SCHUH



DENICE SCHWENDEMAN



CHANCE & JENNIFER SCOGGINS



CHRISTINE SCOTT



COLLEEN SCOTT



ROBERT SCOTT & MARLYSE OKANO



TERRI SELDON



NANCY SERBA



MAGALI SERMONDADE



TOMAS & SUZETTE SEVERO



BRIAN & SHARYN SEYMOUR



HEATH & CALIE SHACKLEFORD



REBECCA SHAFFER



WENDY SHATTUCK



BETH SHAW

GOLDS



JENNIFER SHAW



AYA SHIMOJUJU



FOUNDER KOR
EUN YEONG SHIN



JOAN SHODAI



LARRY & NIKKI SHORTS



HUA LIN SHOU & MIN JUNG KUAN



KIMBALL & YUKO SHUTE



KATRINA SIKORA



AMANDA SILICH



KYMBERLEE SIMANTEL



ROBYN SIMON



JODIE SIMPSON



KATIE SINGERY



CARRIE SKLUZAK



DIANNE SMITH



HEIDI SMITH



KALI SMITH



BERNARDO IVAN PONCE SOBREVILLA & MARIA FABIOLA MOCTEZUMA MEDINA



MORGAN SOMERS



RENE SPALEK



DON & PATTI SPIEGEL



ELMER & RENE SPIRES



MEGAN SPOELSTRA



ASHLEY SROKOSZ SPIRES



ALYSSA STANLEY



TISHEENA STEAD



ROBIN STEINFELD



DAVID STEPHENS



JENNA STEPHENS



TAMMY STEUBER

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GOLDS



DAVE & CALLIE STEUER



DENNIS & JANETTE STEVENS



DAMON & PRISCILLA STEWART



RACHEL STOKES



JODY STONE



GREG & NORMA STRANGE



BEN & JESS STRIDE



JAMES & TAUNYA STRUHS



YU-SHOU SU



JENNIFER SUN



SHARLENE SUTTAR



FOUNDER EU
ELIZABETH SVENSSON



ATSUKO TAGUCHI



TOMOKO TAKENAMI



NAOKO TANAKA



PAMELLA TANIMURA



KEITH & KELLY TERRY



JOE & ANNE TETZLAFF



LAURANELL THOMAS



ELIZABETH THOMPSON



DR. LYNN & JOHN THOMPSON



FOUNDER EU
PER THOMSEN & ELIN HEMNES



DAN & AMY THYNG



LUCAS & NIKKI TOPHAM



BECKY TOTH



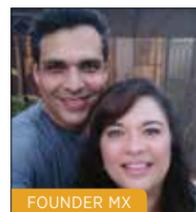
GLENN & JESSICA TRAVIS



SHENNAE TREGAGLE & JOSHUA JON ELLIOTT LUCAS



BRIAN & AMANDA TRENT



FOUNDER MX
RUBEN TREVINO & AMANDA POLA



RUSSELL & MELISSA TRIPLETT

GOLDS



WILLIAM & MALISSA TROTTER



DAN & GINA TRUMAN



FANG CHING TSAO



DUANE & CRYSTAL TUCKER



TIM & SHEILA TUCKER



KIAH TWELFTREE



BETH UNDERHILL



SUZANNA & JAMES UNDERWOOD



JENNIFER UPCHURCH



MEMO & KIM URETA



RYAN & MELISSA VALLELUNGA



TIM VAN DER MEIJ & ESTHER SCHULENKLOPPER



ANNET VAN DORSSER



ALI VAN ZANDBERGEN



JEREMY & SHANDA VANDENBARK



CIERRA & TANNER VANDERPOL



JODI VANDERSTAAY



WAYNETTE VANFLEET



STEVE & JENNIE VARNEY



JEN VAUGHAN



LEIA VEARES



CYNTHIA VELEZ



ALAYNE VICKERS



MATTHEW & NICOLE VINCENT



ZACHARY & DANA VINEYARD



FOUNDER EU
ELENA VINOKOUROVA



RENNA VOEGERL



CASEY VON IDERSTEIN



TRAVIS & CAYLAN WAGAR



REAGAN & HEATHER WAGONER

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GOLDS



JED & PAM WALDRON



LORINDA WALKER



WARREN & KELLY WALKER



JAIME WALSH



LIZ WALTERS



CHANG TSU WANG



PEI CHEN WANG



MICHELLE WARD



ALISHA WARREN



ANGELA & LANE WATKINS



NATHAN & KAROL WATKINS



ZACH & KELSEY WATSON



DANA & DAVID WATTS



ELISABETH WATTS



TODD & JODI WEAVER



STEPHANIE WEBB



PAUL & DENISE WEBSTER



KAREN WELCH



CHING WEN HUANG & LING HSU



LIU WENHUI



LYNDSEY WESTERMEYER



RICHARD & HEIDI WEYLAND



BRETT & GAYLE WHEELER



RANDY & SUMMER WHELCHEL



LEON & BONNIE WHITE



TONYA WHITLOCK



HAYLEY WIESE



RON & LIZ WILDER



JOANNE WILHELM



LORI WILLIAMS

GOLDS



SUZANNE & DEREK WILLIAMS



NORMA & GEORGE WILLOCK



CASEY WILLS



DINAH WILSON



JENNI & MIKE WILSON



TRAVIS & STEPHANIE WINGER



RHIANNA WISDOM



CAROLYN WISEMAN



CARLIN WOLFE



NEAL WONG & LISA NAKAMURA



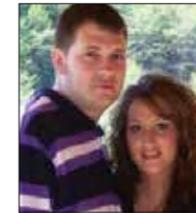
RAVEN WOODS



SCOTT & SUSAN WOOLEY



CHRISTINE WORTHY



JOHN & JESSICA WRIGHT



YI TE WU



STACEY WYNN



YUKO YAGUCHI



MIKI YAMASHITA



ALISON YEO



ELENA YORDAN



MAKI YOSHIDA



YOUNG SUL YOU



SANG MOK YUN



TOMOKO YUTAKA



ALAN & LINDA ZACHARY



MICHAELA ZACKOVA



TANIA ZAETTA



JEDIDIAH & KATIE ZAYNER

GOLDS

GOLDS NOT PICTURED:

KIERSTIN ALBERGOTTIE DON & LYNDA ASHCRAFT JAYNA BAUER MATTHEW & NOELLE CARROLL CHEN HSIU CHEN MEXIU CHEN WEI-CHEN CHEN & HSIU-MIN HUANG MEILING CHENG WEI LUN CHIU TRACEY CHRISTODOLO CAROLYN & NATHAN CHUPP SHAWN DILL JOSEPH & MELISSA COOK MARK ERICKSON	YI YI FENG SCOTT & BETH FENTON HONG GAO BRIAN & TRINA GORSETH SHELLY GRAEWIN SUSAN GROBMYER PATTY HAESSIG HUANG PO HAN SARAH HARDIE STACEY HART HUIWEN HO BRIANNA HOLBROOK YU CHEN HSIEH YUE WEN HSIEH HUI LING HSU	YIN CHEN HUANG YU YUN HUANGLIN DR. KEVIN HUTTER SEIKO IKUTA & MARI CHIHARA SARAH JENSEN KI-YEOUL JEON BRYAN & WENDY KELVINGTON JO KENDALL MORGAN & KELLY KETLER KATIE KLINE SONJA KRAINZ CHIH-HUNG LIN PEIEN LIN YI CHEN LIN	JACQUELINE MALLOY ANA URSULA RIVERA MARTINEZ YUKA TSUKINO MICHAEL & STEPHANIE MCGUIRE SAVANNAH MERRELL MASAYO NISHI JEFFREY NYMAN RYOUKO & NOBUTO OOSHIMA TYALEE PENDLETON JARIE PERRY KYLE PERRY JULIE REYES	MICHAEL RIDEOUT PHILLIP ROGERS PHILIP & JENINE ROLFE STACIE ROSENLUND RUSSELL & JOHANNA SHARPE BELINDA SHEEHAN SATOSHI SHINZATO BRIAN & ELIZABETH SKAUG TOMOMI TAKAHASHI ELSA TAUBE JONI & GLYN THOMAS JEFF & LINDA TILLEY KANGYING WANG YI WANG YING HUI WANG	JYNNENE WASTNEY MATT WOLFE MEI HUNG WU HELEN XU KEXIN XU KEIICHI YAMADA AIMEE DECAIGNY ADRYAN DUPRE COLE DAYTON DENISE JANSSON DEBBI PACHECO DANIEL HAMILTON MURRAY TRIPLETT
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