

LEADERSHIP



**New Presidential
Diamonds - 4**

Chris & Ange Peters

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cover story

4 NEW PRESIDENTIAL DIAMONDS
Chris & Ange Peters

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Congratulations on Reaching Presidential Diamond

Chris & Ange Peters

LONDON, ONTARIO, CAN

“We have such a special gift to offer—not only in these bottles, but in being a listening ear, in providing a loving space, and in linking arms when someone is ready to pay forward the gift they were given.”



How have you learned to balance running your business and taking care of your family?

Ange: Our values determine our behavior. If you value being liked by everyone, then you will end up saying yes to everyone and everything, and your family will pay the price. Throughout the business, I've continually tried to develop a strong ability to focus, manage my time, and not over commit. You have to become good at saying no to people and opportunities if they don't completely align with your values. Honestly, I think the best thing a woman can do is stop apologizing for saying no.

Chris: Family will always come first before business. But you win if you can find a way to integrate your family into your business—ask your in-laws to watch your kids, take your kids to classes with you to teach about their favorite oils, etc. This business is going to help your family be healthier and happier in many ways, so the sooner you can guide them to see that, the better.

What have been the biggest challenges you have had to overcome on the way to Presidential Diamond?

Ange: Initially I had a hard time transitioning from this “solo entrepreneur space” where I had been building my HOL:FIT

brand for years before dōTERRA. I was used to being seen as the expert in giving presentations and offering services within the health coaching field, but I had a growing team that felt like they couldn't do what I did because of how I did it. So I focused on creating a space where my leaders could develop



Presidential Diamond Tips The Heart of Leadership

ACCOUNTABILITY. “Leadership is an inside job. I ask myself these questions on a regular basis: Do you do the right thing even when no one knows? Do you do what you said you were going to do? Is there consistency between the actions you take and the decisions you make? Do you live an inspired life?”
—Ange

CONSISTENCY. “It's easy to not be consistent in the simple things we know create success, and it's easy to get distracted by having a fancy website or the latest sampling strategy. If you just stick with the basics of finding out how you can help someone else feel better, you will have major success. Long-term consistency in a few things will always trump short-term intensity in a lot of things.” —Ange

SATISFACTION. “The most important thing? Enjoy the journey. Don't let hitting a certain rank consume you. Focus on doing the right thing for others and helping people, and the ranks will come organically.”
—Chris

confidence in knowing why they are here and who they are meant to serve. We use our team Facebook group to create powerful team unity, share ideas, and recognize each other. The other challenge I faced, and still do at times, is this temptation to get comfortable and to live smaller than I know should. I feel like I'm bumping between these two guardrails where at times the way I live and speak rattles people, and it feels easier to stay quiet. But then I get quiet and feel such a conviction around what I know I'm here to do, and the doors open, and I know it's time to light it up.

How do you and your spouse work together in the business?

Ange: Chris still works full time as a firefighter. He loves his work for the meaningful service he is able to provide. His schedule creates the opportunity for him to be home quite a bit, so we have been able to make this work very well. Clear communication is important. I've learned over time to be specific about what I'm needing help with. We take time each Sunday to look over the coming week so nothing is a surprise. And our girls are our greatest teachers. I am a better leader because I am a mother and vice versa. I'm so grateful for the opportunity to do both!

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

Ange: Sometimes you will find a leader who skipped a few steps along the way and might have forced rank growth before personal growth was in place. This method might make people think reaching this rank is harder than it needs to be. It's far better to achieve your goal rank through a strong and steady approach than to treat it like a sprint and arrive at the finish line burnt out and unhealthy.

When the timing is right and you achieve Presidential Diamond, you will find you will be your most confident, peaceful self. You will have solid leaders that you continue to grow with every day. Everything you do multiplies and your message will have a huge reach. The opportunity we have to lead is such a gift, and I am having the time of my life. I am grateful to be in a position to teach people what is possible and to love without any constraints on my time or finances. And I know we're just getting warmed up!

At this stage, what motivates you to continue building your business?

Ange: I will never stop sharing dōTERRA because of the opportunity it gives me to offer people hope and to connect them to the tools and the community that will support them as they heal in every way. I cannot think of any other business model in the world that has the potential this business has to truly change lives. I want to help, and I want to be a light for those looking. And that's why I'm here.

Chris: At this stage, it's about being able to truly give back and live for something bigger than yourself. It's our responsibility to lead by example in our lives, to stay sharp and educated, and to inspire our team regardless of where they are in their journey with us. 💎

Susie Larson

FORT COLLINS, COLORADO, USA

Susie Larson was sitting at a women's expo booth representing a chocolate business when right across from her a couple of ladies were talking about essential oils. After speaking with these women, she attended her first essential oils class, but left early because she wanted to remain committed to her chocolate business, even though she loved the idea of the oils.

But when her father needed additional support for his health, Susie thought of the oils and bought an essential oils book. Flipping through these pages, she saw how the oils could help her father, and she also learned of the science behind the essential oils. Susie says, "I was skeptical until I realized there was chemistry involved. I knew that this meant receptor sites, chemical reactions, and cellular impact. I knew this was different and that it would work. I jumped in head first, quit my chocolate business, and began sharing dōTERRA right away."

Susie's education in biology and passion for natural health gave her the right foundation to successfully drive her business forward. She says, "I'm a science

geek. I love the biology and chemistry of the oils. This background has given me the ability to understand health concerns, research alternative health routes, and then offer advice on which oils could support someone." Her strengths in science have also allowed her to build trust with individuals as she explains scientifically how each essential oil can help them accomplish their health goals.

Though her initial motivation behind dōTERRA was to help educate people on how they could live healthier lives through essential oils, Susie soon embraced a much larger vision. She wanted to help people experience true freedom through the dōTERRA business in the way that she had. She says, "Many believe because they live in the US, they are free. True freedom is when you can tell your boss you aren't coming to work for the next month. True freedom is taking six to eight vacations per year. True freedom is when there is no obligation and everything you do in your life becomes a choice. I want to help as many people as possible have a choice to be free."

Susie's main motivation now revolves around the freedom of others, especially those in perilous or trying conditions. Susie says, "When women and children are enslaved all over the world, I want to help them regain their freedom through organizations like Operation Underground Railroad. I want to help people become free from lives of abuse. I want to help women have the help and finances they need in order to choose life for their unborn. I want to help families have the financial freedom to give their children the education they deserve. It's all about freedom, true freedom—freedom to choose the life we live."

While Susie is helping others obtain their own versions of true freedom, she has been blessed to free up her own life and make room for her dreams. Along with her ambition of bringing health and happiness to her family and friends through natural solutions, Susie says, "I've always dreamt of travelling the world. Now, I'm doing it so much, I can't keep all the trips straight. This was my dream. This is now reality. What an amazing life we have now because of dōTERRA."

BELIEVE IN ...

TRUE FREEDOM

"I want to give a giant thank you to the founders. What they have created and what we are all a part of goes so far beyond the oils. It is about changing the world, serving others, and setting people free. And freedom—true freedom—is a fabulous gift."

THE PRODUCT

"We offer life-changing, natural solutions that equip and empower families to care for themselves. Build your belief in the product by using it, so when you share, you have full confidence you will be able to help."

THE COMPANY

"Build your belief in the company. Go to convention and learn about our CPTG Certified Pure Therapeutic Grade" standard and why it sets us apart."

YOURSELF

"When faced with others' doubts or opposition, know that you are in the right company with the number one, highest quality product, being paid through the very best compensation plan. You are in the right place; believe this, and stick with it."

YOUR TEAM

"An upline leader believed in me, and I chose to believe in her. So I took that and did the exact same thing with my team members. I told them they could do it, and I offered help, support, some inventory, and a strategy. I just spread that belief. I believed in my team, and they believed me. It's amazing what your belief can do."

Dave & Liz Eaton

MESA, ARIZONA, USA

EAGER TO HELP

"I've found through doing this how much I love to serve others. It's something that I didn't realize I had in me—that passion of helping people this way."—Dave

After being offered essential oils to help with pregnancy, Liz Eaton attended a dōTERRA essential oils class and immediately signed up. "When I like something, I go all in," Liz says. "I started researching them myself and finding out what oils I really liked." Dave, Liz's husband, was also on board with the essential oils, and they used the oils regularly in their home and eventually in the CrossFit gym they own.

Their passion for wellness and their experience with owning businesses encouraged Dave to inquire about the dōTERRA business.

Liz says, "We started hearing about the good the company does and what it could do for us financially, and we wanted to transition out of Dave's job and focus more on the gym, health,

and wellness altogether; so dōTERRA was a perfect fit." Dave and Liz's segue into the business was natural because their mindset was in the right place. Dave says, "We were always eager to help people, so transitioning into the business added an element of fun in learning how the business worked."

At first, both Liz and Dave were nervous about working together full time because they were used to Dave being the boss at work and Liz being the boss at home, but working together in the business turned out to be more rewarding than they ever expected. Dave says, "We were both excited and 100 percent on board with doing it, and I think that made a huge difference with how we grew. We are definitely 10 times stronger as a couple right now than at any point of our 14 years of marriage. Through our work with dōTERRA, our training with our upline leader, Molly, and the relationship that we have created, we have grown together even stronger."

Even their family relationships have changed significantly due to the business. Because they are both doing dōTERRA full time, they no longer have

to worry about the nine-to-five work life; they can just focus on being together as a family. Liz says, "Our schedules are so flexible that we can be there for our kids whenever we need to be." In fact, part of their Why is to make sure that they are always there for their children to love and teach them. Liz says, "Being able to teach them about service and building that family unit is something you don't get in America as much anymore. We want to make sure our kids know that they have a family that loves them and wants to be together."

Another major motivation for Dave and Liz is to serve their team as they have been served. Dave says, "We have such great leadership above us and we've been trained so well in how to do this." Because of leaders, such as Molly, they want to mirror that leadership and serve their team just as well. Dave and Liz's dōTERRA journey has been one of strength and joy, and they are excited for the opportunities to continue to serve others. Liz says, "I know and believe that this is what I should be doing, and I know and believe other people need it. So I'm going to do whatever it takes to help other people."

BECOMING A NATURAL LEADER

CREATE RELATIONSHIPS

"If you create true, honest relationships with people, outside of dōTERRA, just helping and serving others, it is going to help you grow more than anything else."—Liz

UTILIZE YOUR UPLINE

"There is a direct correlation with who is having the most success and who is reaching out to us every day. When you're working together with somebody, new organic thoughts come into your head."—Dave

FIND WHAT WORKS FOR YOU

"If you're into health, go with that. If you're into crafting, go with that. Go with your niche. I think that makes you feel more comfortable with who you are. Be you. People will be attracted to who you are and what you bring to the table."—Liz



Carly Bautista

HUNTINGTON BEACH, CALIFORNIA, USA



FOR THE HEALTH OF FAMILIES

“I can’t say enough about this business. I love that you can make it what you want it to be, and that you can do it how it works for your schedule and mold it to your life.”

For Carly Bautista, keeping her family healthy was her main goal. When she first learned about dōTERRA, Carly had four children (now she has five) and was already on a journey to find more natural solutions for her family. She recalls, “I was using homeopathic alternatives at the time I was introduced to dōTERRA and was totally sold on using the oils right off the bat. When I met with my friend Missy about getting some oils, I said, ‘I don’t need to hear the whole spiel. I know I want to get my kit.’”

That journey to find healthy, natural solutions for her family led to a successful business. Thinking back about the beginning of her business, Carly says, “I kept my costs low, and I just shared with everyone. It’s so easy because I live and breathe the business because what I love about dōTERRA is it’s all about loving on people. It’s helping them resolve their needs. You live and breathe it!”

Carly also involves her family in growing her business. “My husband is so supportive of the business and what I have to do. He loves the company. He is totally blown away by dōTERRA, and he is so supportive.” Carly recalls a time where her husband drove her to many meetings across the country. She says, “We live in Southern California. We drove to Washington state, down to Portland, and then across to Kentucky. We then drove to Georgia and then home. Not many husbands would drive 52 hours straight without sleeping.” She adds, “My husband also does all the back-end stuff, all the taxes, and helps take care of the kids.”

Raising five children and running a business isn’t easy, but Carly keeps her Why in mind when she needs motivation. “At first, I didn’t want to build a business so my Why was just to get my oils paid for,” Carly says. “Then, I saw my upline making real money and knew I could make money as well. So my Why

changed to getting a little extra money just for the things I want to get. Now, we are wanting to buy property in Oregon with cash from my income and build a house on that property.”

But it’s not only her own personal goals that keeps Carly going. She says, “It starts about you, then you offer to other people. For me, I like to offer the oils to moms, whether they’re a single mom and need a way to provide or other moms like me who want to contribute more to their family.”

Beyond family support and knowing your Why, a solid team is also important for Carly’s success. She says, “Our team is so supportive and encouraging of each other. We’re all friends, we help each other, and we serve each other.” She goes on to say, “My vision for my team is for everyone to have a sense of belonging and that they’re cared for. I think that we definitely do that well.”



TIPS FOR GROWING A BUSINESS:

- 1 USE TECHNOLOGY.** “I’ve been doing more Facebook Live events. These are helping to take the place of mentor calls. Instead of spending hours and hours on the phone, I can utilize my time better and get more people the information they need in less time.”
- 2 BE CONSISTENT WITH ENROLLING.** “Our team is trying to enroll four people a month with a kit. Then, we teach the people we enroll to do the same thing by breaking down the numbers and showing that you can hit Silver in a matter of months. If you stay persistent, even if people are only enrolling one person per month, it pays off.”
- 3 KEEP SETTING GOALS.** “I remember thinking that Gold was my goal. When I hit the goal of Gold, there was no turning back. Doing the business a bit every day had become part of my routine, and I just had to keep moving forward to my next goal!”

Giada Hansen

LOS ANGELES, CALIFORNIA, USA

A VITAL CHANGE

Life in New York was busy for Giada Hansen. Between working as an actress, a fitness model, and a life coach, there was little time to take breaks. But when Giada's rapid lifestyle started to take a toll on her health, she knew she needed to make a change. Not willing to become reliant on certain methods of relief, Giada turned to her dear friend and Wellness Advocate, Zia Nix, for a more natural solution. Zia shared dōTERRA essential oils with Giada, and after two weeks, Giada says, "I noticed that I had a real increase in energy, and I could focus."

Though Giada had no intention of starting the business, her positive turnaround inspired her to start sharing dōTERRA with her friends and family. After filming in Los Angeles, she came back to New York and found a few checks from dōTERRA in the mail. The fact that she could make money while she was gone was a surprise to her, and she told herself that from that point on she was going to do dōTERRA with purpose.

Early on, Giada was motivated to do well in the business, but realized something very important she had to do first. She says, "You've got to be willing to let go of the things that are no longer working in your life in order to have the life you dream about." She took this to heart and decided to part with relationships in her life that were cutting her down and not supporting her. This helped her break free from unneeded negativity. She also chose to change her attitude about receiving, and allowed others to help her when she really needed it. This openness to receiving help from her friends and upline allowed her to make it through Diamond Club and difficult financial situations that occurred along the way. And lastly, she began a spiritual practice, replaced her fears with faith, and put her future into God's hands, thanking Him constantly for the help she knew He was providing. By giving up the belief that she had to do it all alone and embracing the new changes, she was able to personally develop in ways

that not only made her a better person, but also a better leader.

Giada views self-development as a must and has attracted people to her team who are equally committed to changing themselves to reach goals and serve others while being in Joy. She says, "We're all committed to growing and to becoming better people who can impact the planet. We have an unwavering sense of honesty developed so we have very clear communication. We take a stand for each other. And that's because of the personal development."

When Giada first started her business, her Why was simply to pay rent. She also dreamed of eventually moving to California, which she was able to do. Now, her Why is so much bigger; she is collaborating with non-profit organizations to aid victims of human trafficking. Along with her aspiration to create a safe world for children, her team has become part of her vision; she created a vision board of her team's

Whys to hold space for their dreams, as she knows that the more they succeed, even more people's lives will be transformed. Giada's efforts and determination in her dōTERRA business are truly making the difference for people near her and around the globe.

THE CENTER OF A DIAMOND

Zone in on personal development.

"You have to dive in headfirst, be committed to your growth, be able to expand, and be willing to let go of what's not working in your life in order to have everything you dream of."

Learn to receive.

"So often people are right there, but they have this limit, saying, 'I don't deserve it,' or 'I couldn't possibly accept that!' If there is any ounce of shame or guilt around receiving, then you're going to block yourself subconsciously, and this business will be hard."

Keep an outward focus.

"It's never about us. The month I went Diamond, I said, 'It's not for me, I have to do this for my downline!' It's really about having something that drives us to be bigger than our sales because otherwise, when it gets tough, we're not going to want to do it."

"Now, I actually have something that will help people do what they love doing in life. I can help people reach their highest possibility, their highest potential."



ARE YOU READY FOR Diamond Club?

With the fall season of Diamond Club just around the corner, we want to help you feel as prepared as possible for your next business venture. By getting informed on the basics of Diamond Club, important dates, qualifications, new changes, and exciting incentives and benefits, you'll be more than ready to take on the challenge.

Why should you do Diamond Club?

Diamond Club is a dōTERRA-sponsored program uniquely designed for dōTERRA business builders like you. The program is created to help participants increase momentum in their businesses by establishing new leaders outside their local area and supporting and building their existing team with events and incentives. This widely successful program has given many the ability to rank advance and form lasting relationships with their team members, and you could be next!

"The momentum and culture that Diamond Club created on our team continues to have a ripple effect.

Diamond Club is a season that creates momentum that carries your business to new levels. It was an absolute game changer for us!"

—Dana Moore (Presidential Diamond)

How do you know if Diamond Club is right for you now?

"You must be willing to make some short-term and long-term sacrifices to help you achieve the level of success you desire—creating a momentum that achieves not just your dreams and goals, but the goals and dreams of your leaders as well. You must understand that although this is a four-month program, you should not stop the momentum that it has started creating. The finish line isn't the last day of Diamond Club; rather, the last day is the day that it has opened up new possibilities

that we must keep heads and hearts up and working toward."

—Jessica Iddings (Presidential Diamond)

What You Need to Prepare

We want to make sure that each participant is prepared to make the most of their Diamond Club experience. In order to achieve this goal, aspiring participants must reach the following qualifications during the month of June.

- Achieve Silver rank or higher
- Personally enroll 3 new Wellness Advocates or new Wholesale Customers with an initial order of 100 PV or more
- 10 people on LRP, 5 in home area, 5 in one away area
 - Have at least one Diamond Club sponsor

Once Wellness Advocates have met these qualifications during the month of June, they can complete the application for Diamond Club.

How Diamond Club Can Support You and Your Team

Diamond Club offers special incentives that will provide resources to help you develop new leadership teams outside your area of influence. One of these incentives includes the reimbursement program. Through the reimbursement program, dōTERRA and Diamond Club sponsors help participants pay for travel expenses. Another benefit of the Diamond Club is new enrollee incentives. Each new enrollee under a Diamond

Club participant will have the opportunity to get additional incentives that will allow new members to receive free products and LRP points.

Your Chance to Win a Sourcing Trip

The top winners from fall Diamond Club will have the unique opportunity to accompany Emily Wright on a sourcing trip. Each winner will be able to visit dōTERRA partner growers and distillers to learn how essential oils are grown, harvested, and distilled.

This trip, specific to Diamond Club, will allow participants to see firsthand how the oils they share are changing lives from the moment the seed is planted.

What's New with Diamond Club:

- **Reduced mileage:** Participants are now required to travel a minimum of 50 miles rather than 75 miles.
- **Flight reimbursements:** Flight reimbursements have been increased to \$300 per trip.

THE DATES TO KNOW FOR FALL SEASON:

- **Qualification month:** June
- **Application deadline:** July 7th
- **Start date:** August 1st
- **End Date:** November 31st



Shawn & Amanda Roberts

HIRAM, GEORGIA, USA

Drops of Hope

When Katie Glasgow, a Wellness Advocate and client, asked Amanda Roberts to use dōTERRA essential oils during a massage therapy session, Amanda was happy to use them to help her customer. But when her tip for the session was a tube of Deep Blue®, Amanda had no idea what to do with it. She says, “I thought it smelled nice, but I had no interest in learning about the oils at all. I didn’t think I needed them.”

Eventually, Amanda began to use the Deep Blue on her other clients and they started asking where they could purchase some. After this positive response, Amanda went to Katie for information, to which Katie made her attend an essential oils class. Soon after, Amanda began using essential oils on herself and her family, and she saw amazing results.

Amanda became a regular product user and shared them with others, but

was resistant to the business until she hit Silver. Around this time, Amanda’s upline, Katie, encouraged her to apply for Diamond Club and offered to pay for Amanda to attend Leadership retreat. These two experiences were the motivating factors behind Amanda’s commitment to the business. Amanda says, “It was crazy and fun and pushed me out of my comfort zone. Leadership retreat inspired me, and that was when I decided to give dōTERRA more effort.”

One of the most significant pieces that Amanda took home from Leadership came from David Stirling when he mentioned that dōTERRA was a relationship company wrapped up in an essential oils business. This struck a chord with Amanda and she was quick to apply this concept in her team. She says, “I started a team page called ‘A Drop of Hope.’ I wanted to let people know that that’s what I feel we are using and sharing: tiny drops of hope—hope for natural health, hope for a sense of community, and hope for financial freedom.” This people-centered mindset has attracted a team that is supportive and focused on genuinely helping others.

Amanda’s passion for the oils has ignited the fire of natural wellness in many individuals, including her husband, Shawn, who now works with her. Though Shawn is still working another job, he is the physical strength and emotional support that fuels the business. They are now working toward Blue Diamond so that Shawn can leave his job and they can have the freedom to live their dreams and help others do the same.

Just as Amanda and Shawn believe the oils provide hope for others, they believe the oils have provided hope for them as well. Amanda says, “I have changed so much as a person. I went from working 12 hours per day, having no hope of retiring or becoming debt free, and having minimal joy from not living the way I wanted to, to being able to give as much as I can, live with tons of gratitude, and discover a better me. I can only hope to help others achieve this as well.”

“There is nothing like dōTERRA—the retention, the product, the compensation plan, and the joy from serving people.”

FROM SHARING TO ENROLLMENT

SHARE THE OILS.

“I help each person see that they don’t have to go through years of school to use essential oils, and that dōTERRA has many convenient ways to change habits and create a healthier lifestyle.”

FOLLOW-UP AFTER SAMPLES.

“I believe that if I have sent or given a sample, I have the right to follow-up to see how it worked. I ask more questions, give advice, and always show up with a ‘serve them’ mindset.”

INTRODUCE MORE OPTIONS.

“I keep a list of people I have talked to about oils or sent samples to so that I know what the next step is for them. I like to have them attend a class or webinar to learn more, so the follow-up allows me to invite them to different events I have going on.”

TEACH BEYOND ENROLLMENT.

“When people enroll, I don’t stop there. I make sure to follow up and make sure they know the details of the account they have by doing a membership overview. I love this tool because it serves the purpose of simplifying the details of the membership account while introducing them to a wide range of consumable products that will help them shift where they are spending money rather than adding an expense to their budget.”



Drs. Jordan & Tracey Smith

KERNERSVILLE, NORTH CAROLINA, USA

Providing Prosperity

“Getting to Diamond isn’t easy, but it is absolutely fulfilling and completely worth it.”

Tracey Smith was working at her chiropractic clinic when one of her practice members approached her with samples of dōTERRA essential oils and asked her if she wanted to hold a class for the moms’ group Tracey held monthly. Tracey had used some essential oils before and thought they smelled good, but found it hard to believe they had any real health benefits. But despite her mediocre encounter with essential oils, Tracey agreed to host the class.

At the class, she was introduced to the wide spectrum of dōTERRA essential oils and their health benefits, and she began to try dōTERRA products. Tracey says, “I decided to become a Wellness Advocate after I had an undeniable experience with the oils. I knew that I had to share these awesome gifts with others and continue to use them on my family. Though other essential oils had never really had an effect on our health in the past, dōTERRA clearly did.”

Initially, Tracey just wanted to use the product and was adamant about not doing the business, but that desire quickly changed when she taught her first class and saw how she could help her friends, family, and so many more through dōTERRA. Because of Tracey’s experience with natural and alternative health and business management, she had the right tools and skills to build a dōTERRA business that was successful and true to her and her lifestyle.

Tracey’s husband, Jordan, was quick to support Tracey in her endeavor and soon became her partner in the dōTERRA business. Together, they balance each other out and fill in for each other to support their children and the business when needed. Tracey says, “Jordan and I do a really great job at reading each other and intuitively knowing what the other needs. That is where we come in and provide support for the other.” Their teamwork and dedication has helped them establish a strong business that allows them to actively be there for their three children.

Jordan and Tracey also share a vision of empowering their family to optimum health and inspiring others to independent wealth. Tracey says, “Jordan and I are huge believers in financial freedom. For me, my motivation comes from wanting to help others and help my team members gain financial freedom and empowerment from the feelings of success that this company brings.” Jordan and Tracey’s desire to help others financially has truly come to fruition as they have introduced others to the business and have led by example.

Since their dōTERRA beginnings, Jordan and Tracey have strengthened countless lives physically and financially and have given many the opportunity to live their lives in the way that they want to. Because of their constant desire to serve others, Jordan and Tracey, in turn, have been able to enjoy more financial freedom and see great personal growth.

WORDS TO BUILD BY

KEEP GOING.

“My suggestion to anyone starting off their business would be for them to realize that all of the hard work they put in in the beginning will pay off. The amount of work you are willing to put in is directly proportional to the outcome you will see.”

THINK ABOUT THE PEOPLE IN NEED.

“We have a product that people want and need. Don’t overthink it. If people don’t want what you’re offering, move on to the next person who may be dying for it.”

LEARN THE ANSWER TO ACHIEVING DIAMOND.

“I think the honest answer to achieve Diamond is very hard, very persistent work.”

Jared & Jennifer Inchiostro

COLUMBUS, MICHIGAN, USA



“The essential oils do their own magic, but the business saved my life.”

I AM EMPOWERED

While studying herbs and practices of wellness for over seven years, Jennifer Inchiostro had heard dōTERRA mentioned here and there, but she never tried the oils herself. When her best friend, Sara Janssen, purchased a dōTERRA kit, Sara was in love with the oils and couldn't help but share her enthusiasm with Jennifer. This excitement encouraged Jennifer to finally purchase a kit of her own.

Jennifer immediately fell in love with the oils. She says, “They were totally different than any other essential oils I had tried

before, and I had tried a lot of brands. I opened the bottle of Frankincense and my allegiance was solidified. The difference was obvious.” Jennifer's passion for the oils continued to grow as she discovered their many uses; however, she wanted to make one thing known—she would never do the business.

Time and time again, Sara would ask her if she wanted to do the business, and Jennifer's answer was always no. It wasn't until Jennifer and her husband, Jared, experienced serious financial roadblocks that Jennifer's heart started

to soften toward the business. During a yearlong road trip, Jennifer and Jared ran into some RV issues that left them stranded and homeless for a time. They eventually found a house but had to live without furniture and a fridge for months. Jared struggled to find a job after that, hearing over and over that he was overqualified, and they ended up selling their wedding rings for scrap metal. Eventually, Jared found a job, but by that time, their difficult circumstances had already left Jennifer with a feeling of fear that she could not get rid of.

That summer, Sara reached out to Jennifer again, telling her that she felt inspired to share the business opportunity with her, and after a week of thinking it over, Jennifer called Sara and said, “I don't think I can actually do this very well, but I will do my best.”

Jennifer's business wasn't perfect, and she struggled daily with the confidence to succeed, but Sara became her support and mentor during this difficult process. Jennifer says, “I was suffering in an anxiety-ridden existence. I had a phone phobia, and would break out in hives and cry before every single text or phone call.” In this stressful time, Sara asked Heather Madder to talk to Jennifer, and Heather's words of confidence changed everything. Jennifer says, “That was the moment I decided I would become a Wellness Advocate. I wanted to believe in myself the way Heather did.”

From then on, Jennifer worked through each difficulty, slowly increasing in confidence. Now, she is an example to all those who struggle. Jennifer is transparent and vulnerable with others, showing them that even when things get extremely difficult, there is always a way out. She has become the non-judgmental support that now keeps others going.

Though the journey started out rocky, Jennifer is grateful for the change that has taken place in her life. She says, “I am a completely different person standing here—I have struggled, I have overcome, and I am empowered.” Today, Jennifer marches forward with a new life full of service and a mission to help end human trafficking. Her dream is also shared by Jared, who recently joined her in the business. Together, they are working side-by-side to make a difference in many lives. Jennifer says, “I feel overwhelmingly blessed that dōTERRA is the kind of company that is designed to allow someone like me to thrive.”



BE A GENUINE BUILDER

SHARE TRUTH

“I share every struggle with complete transparency. My customers know my heart, and they trust me. The people that are turned off by vulnerability are not my customers. I have complete trust in my voice and my purpose.”

FOLLOW UP IN FRIENDSHIP

“I didn't have a large network. So the customers I did find, I became friends with. I made myself their new oil best friend for as long as they needed.”

KNOW PREFERENCES

“I set up a wellness consult with people that I share with, and we chat about what their preferred mode of communication is and if they mind getting texts about product tips and specials.”

Greg & Dr. Julie Montgomery

FAYETTEVILLE, TENNESSEE, USA

RISING FROM THE ASHES

For husband-and-wife team Greg and Julie Montgomery, building a business is all about consistency and commitment. Julie says, "You have to be consistent and committed, even in the mundane things. It's not all exciting, but you have to do those everyday things." And it's in living the everyday things that Greg and Julie have built their dōTERRA business and become Diamonds.

Julie first met Greg by accident. Both were working for another network marketing company and Greg had set up a website. When Julie went to look for something on the company website, she inadvertently landed on Greg's website. "Turns out," Julie recalled, "we had a lot in common. I did a lot of stuff with nutrition and Greg was into natural products as well. We also both had a love for horses." Julie went to see Greg's horses and the rest, as they say, is history. Julie says, "We met through the oils!"

Now, working their dōTERRA business has become a family affair. Greg and Julie's children, Rebekah and Brent and his wife, Stephanie, are both Silver

business builders, and the rest of the family are dōTERRA users as well. Even Julie's 84-year-old mother uses dōTERRA. Julie says, "She loves to diffuse the oils."

But things haven't always been easy going for the Montgomerys. About six months after joining dōTERRA, the couple experienced a devastating robbery that took all of their savings. Julie says, "We were worried about what we were going to do for retirement. I thought I would be more devastated by the robbery, but I realized that with dōTERRA, I didn't have to worry. I knew we were with a company I trusted and that we would be okay." Julie continues, "Our team logo is the Phoenix and I think that we've attracted a lot of people who are rising from whatever ashes they have. People are rising from emotional and financial ashes. I think dōTERRA is perfect for any kind of rising from the ashes. It gives people something good to believe in."

Now, the Montgomerys are Diamonds and are building a solid business for the future. The number-one thing Julie emphasizes for building a business is

consistency. From the minute the couple enrolled, they began teaching classes. Julie says, "We taught classes about health all of the time, but we never taught a class about oils until dōTERRA." That first class had 65 people in it with 20-25 people enrolling. Julie recalls, "We saw that the class model was great so we taught a class every Tuesday night for the first six months." And that's what they have been doing ever since. "Since the very beginning, there has been a class every single Tuesday night at my office," Julie says. "Everybody knows when the classes are so we can invite people. It's been great to know that no matter what, you know that you can send people to a class, and the whole team helps teach now, so we don't have to do it all ourselves like in the beginning."

"What other job is there out there to help people change lives?" Julie asks. "When you sell someone a kit, you're selling them a box of hope. I really believe that's what it is. You bring hope of not just physical and financial healing, but I believe that you help people understand the bigger picture."

"The dōTERRA owners really do treat the Wellness Advocates like partners. I really believe that they always are looking out for us in any situation."



DIAMOND FACETS

USE THE INCENTIVES

"I'm a really big fan of incentives. The incentives are well thought out and designed to help you grow your business."

BE CONSISTENT

"Just because you've done something a thousand times doesn't mean that new people in your group already know the stuff. Stay consistent and teach others on your team what you know. You've just got to keep on keeping on, whether it's good days or whether it's not."

BE A PARTNER

"Greg says that he does everything that I don't want to do, but the real answer is that I'm the outgoing, gregarious one and he's the rock. He's slow, steady, and you can count on him for what you need."

Leader

Joan Coon
Diamond

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



When things come up like school, holidays, summer, etc., how do you keep your team moving forward?

I keep the momentum going by constant communication with my teams. I have a dōTERRA Facebook business page and a product page that I post on daily to keep everyone informed. I have Zoom chat trainings and an ongoing weekly Natural Lifestyle class where leaders teach and bring people to all year round.

How do I avoid being pushy when sharing the oils?

I consider my dōTERRA sharing a gift. I make up small organza bags with A to Z guides, my business card, and samples inside. I

keep them with me to pass out to people, and then follow up with them with a specific health issue that they are having. Everyone loves a gift and a new friend.

It's tough to motivate people to join your team when you have to be realistic in telling them that it will take a while to move up and start earning enough to quit a job or cut back on hours. Any advice?

I believe that each person is unique in their situation and talents; some take their time, while others take off like superstars. Personal development and business training take time, as does making money in dōTERRA. My advice to everyone is to do the work, be patient, and be grateful. I cheer people on with every success and recognize them with incentives and gifts.

Placements seem to get more difficult the higher you are. Do you have any tips on strategizing or making placements easier?

Placements are easy when you know your people and know your back office. I schedule a strategy session with builders, and we go carefully through their organization to pinpoint strengths and weaknesses. We have crucial conversations about where to enroll and place people, keeping in mind who might need support and training and who will give support and do the work.

How do you find balance in life?

I find myself totally loving my dōTERRA work and neglecting a few other things. I give more AromaTouch® techniques than I have

time, and I don't always stop to eat right or go to bed on time. My family time brings me balance and joy, and soaking in a nice dōTERRA Serenity® bath and spending time in the sunshine are my favorite. Oils bring me back to balance every day, along with my faith, my loving relationships, my awesome husband who spoils me, and my kids and grandkids.

What is your most effective way to follow-up?

I follow up with more gifts and information. I give a dōTERRA Living magazine to everyone. I invite people to my weekly Natural Lifestyle class (held every Tuesday) live and on Periscope. I work on getting to know them better, and I also send dōTERRA YouTube videos that meet their needs. 💧

Angela J. Reed

RICHMOND, ILLINOIS, USA

FIGHTING FOR Freedom

With a love for France and farming, Angela J. Reed took her two passions and formed *Parisienne Farmgirl*, a lifestyle blog dedicated to food, France, farming, fashion, and everything Angela loved. This creative blog took off, and Angela gained many followers, one of whom was a dōTERRA Wellness Advocate. This advocate was well aware of Angela's personality and interests from following her blog and boldly reached out to Angela, asking if she would like to be a leader on her team.

This forward yet hopeful move was nothing short of inspiration. For

years, Angela and her family had struggled deeply with their finances, and Angela was looking for a network marketing company to join to help improve her family's situation. Angela says, "I've always believed in network marketing. My enroller didn't know it, but I had been waiting for the right company to come along and had turned down many others for years. I told my husband, 'As soon as the right company comes along, I'm going to sink my teeth in and go for it.'" And that is exactly what Angela did. After watching a video on the compensation plan, Angela and her husband, Joel,

knew that this was the right company, and they put all their effort toward the success of the business, regardless of the challenges they faced.

Within the first year of starting the business, Angela decided to take on an extra project and write her first cookbook. Though that kept her more than busy, she kept pushing forward with her business. The next year brought more challenges as she experienced health issues while she was expecting her sixth child. Angela says, "We pulled together to grow this business during those busy,

challenging times. I knew that if I could run my business while writing a book and having health issues with pregnancy, I could do anything. I had my baby in June and hit Diamond three months later."

Though the challenges came, Angela was able to overcome them with tenacity and determination, and most importantly, with the help of her family. Angela's family motto has always been "Team Reed," so it was very natural for them to all work together to help the business in their own unique way. Joel is the constant support that keeps the many behind-the-scenes projects in line, doing spreadsheets and mass emails, and working with Angela to clean up before classes. Joel and Angela's children are also avid supporters of the business, learning administrative skills, and even sharing the product with the people around them. Angela says, "I may be the face of our business, but we all pitch in. It's truly a family business, and thanks to dōTERRA, we are now a full-time family."

Helping families experience the freedom that her family has experienced is a strong motivator for Angela. She says, "We've endured the worst a family can in years past with our finances. Knowing we will never go back to that and that we can help other families dig themselves out keeps me going. Because of our experience with dōTERRA, our lives are completely different now. We don't kiss daddy goodbye anymore. We don't wonder where grocery money is going to come from. We don't have to decide which child is going to get new shoes. The ability to look to the future with financial hope has taken such an incredible burden off our shoulders, and without that burden, I can feel us becoming the people we knew we were in our hearts. Joel and I want that for every family on our team."



"I recommend this business constantly. The compensation plan is the number-one product I promote. People are desperate for income and for security, and I can help them with that."

SHARING THE NUMBER-ONE PRODUCT

THE PRODUCT

"I've been training my team that sharing the business requires a paradigm shift. We have adopted the mindset that the business opportunity is our number-one product. The oils support that product—not vice versa."

1

THE BENEFITS

"Most people need money now. I always point out that dōTERRA pays weekly, then I briefly explain there is a monthly bonus check and other bonuses too. I do not bog them down with too much information."

2

THE FACTS

"The fact that the oils are a consumable product is very important to remember. I joke with prospective Wellness Advocates that people only need so many new handbags."

3



“More than ‘liking’ or ‘having an interest,’ being prompt to take action and being able to manage lots of information are very crucial to achieving Diamond.”

Yuki Ishida

JAPAN

Choosing doTERRA

Yuki Ishida had never heard of doTERRA and didn't know anything about multi-level marketing companies, but when she saw her friend having success with doTERRA essential oils, it sparked an interest. Yuki's friend had been having some issues with dry and rough hands, and decided to use doTERRA essential oils to see if they could help her. When Yuki and her friend started to see a notable difference in the appearance of her skin, they were amazed with the outcome. Yuki says, “I was impressed by seeing the great results of the doTERRA products, so I signed up.”

Once she signed up with doTERRA, Yuki found uses for the oils in her daily life and her knowledge of the oils and their purpose continued to grow. It was hard not to notice how effective the products were, and Yuki naturally reached out to others to share the products that she knew could help

people. She says, “doTERRA products have a positive effect on health that people can't resolve with other products.” This knowledge encouraged her to continue to share.

In spite of her desire to use the products and to share doTERRA, Yuki did not want to participate in the business; she just wanted to purchase products. But when her business naturally started to grow without her actively trying to start it, she thought about how doTERRA had such wonderful products and how they are truly helping people, and she realized that this business venture was worth embarking on.

When Yuki decided to fully invest herself in the doTERRA business, her upline leaders were there to guide and support her in any way she needed. Yuki says, “I have always received enough support from my upline leaders.

I can't thank them enough. They often communicated with me and taught me how to use the products. I know they have supported me even when I was not aware of it. They also taught me about the compensation plan in detail.”

With Yuki's efforts and the help of her support team, she has been able to reach out to many and make a difference in the lives of the people she is sharing with. As she has, she has also seen the benefits of the business in many aspects of her life. She has helped inspire people to manage their health more naturally, and has also been able to free herself of the many frustrations she experienced in her previous job. Above all, Yuki is happy to have increased her income through doTERRA, which allows her to care for the wellbeing of her family. With all of these positive changes in her life, she is glad she chose to pursue her doTERRA business.

DIAMOND ADVICE

Enjoy Making Small Efforts.

“I feel the benefits of the products are greater than the compensation plan, so I don't talk about the compensation plan unless people ask me about it. My motto is to enjoy doing small efforts every day, and I try to share that with others.”

Focus on the Positives.

“I try not to focus on the weaknesses of my team members, but rather, I focus on the strengths they have or improvements they have made, and I cheer them on.”

Be Considerate.

“Everyone is in different circumstances, so I try to communicate with them by trying to imagine myself in their shoes.”

Make Follow-Up a Priority.

“If people don't understand the goodness of the products, they can waste them. So it is important to follow-up with them about the products.”

Marie-Kim Provencher

QUEBEC, QUEBEC, CAN

BEYOND LIMITS

Marie-Kim Provencher was scrolling through Facebook when a post from an old high school friend caught her attention. It was a picture of essential oils with the caption, "I have a key position in my organization. If you are interested, contact me." Marie-Kim was a health-conscious person and was already interested in natural products, so she responded to this post asking more about the opportunity. Later on, Marie-Kim and her old friend connected, and she learned about the dōTERRA business and essential oils.

The opportunity seemed exciting, but Marie-Kim had just been promoted at work and was spending 60 hours per week working as a Sales and Marketing Director with no extra time to dedicate to another business. Even though she couldn't do the dōTERRA business, she still bought a box of essential oils, but didn't use them.

It wasn't until Marie-Kim had some difficulties while running that she began to think of the essential oils again. Looking through her box of oils, Marie-Kim found some dōTERRA Breathe®, which she used on

her next run. The outcome was incredible—not only did her airways feel more open, but she beat her running record by one minute. However, she was convinced it was a placebo effect, so she tried it again. Every time she used dōTERRA Breathe on her runs, she experienced the same results. These essential oil experiences continued to build on one another, and soon enough, she couldn't deny how effective the oils were.

Once she believed in the product, Marie-Kim started researching the business. She studied the compensation plan, compared dōTERRA to other MLMs, and read the business blog and *Leadership* magazine, all of which helped her see that

dōTERRA was exactly what she needed in her life. She decided to go all-in from there and even quit her full-time job.

From the beginning, Marie-Kim surrounded herself with positive team members who embodied dedication, service, and the dōTERRA culture. Marie-Kim advises, "Do not hang out with negative people who will make you doubt. Choose to spend your time with people who will inspire you." Marie-Kim lives this principle by emanating positivity and confidence in others, and in return, she is

surrounded by team members, family, and friends that encourage her and uplift one another.

Marie-Kim is now working toward new ranks with two objectives in mind—to serve others and help people reach their business goals. She says, "My Why is to help the most people embrace the dōTERRA opportunity and to empower people in their health by inspiring them with my journey. By becoming a top leader in this company, I want them to see that success is very possible if they believe in it and put in the efforts required."

Above all, Marie-Kim's dōTERRA experience allows her to support her three

daughters and to show them that they can be empowered, strong, and limitless if they work hard to achieve their dreams. Along with bringing more opportunities to Marie-Kim's family, dōTERRA has been the vehicle for Marie-Kim to enrich her life in a variety of ways. She says, "I mentor people. I empower people spiritually, physically, mentally, and financially. I work wherever I want, and I meet incredible servant-leaders who inspire me to grow and serve more. Through dōTERRA, there are no limits."



SELECTING THE RIGHT PEOPLE FOR THE BUSINESS

"When I offer the business opportunity, I make sure of three things because I choose to work with these kinds of people.

- 1 They are passionate about health in all its ways (spiritual, physical, nutritional, emotional).
- 2 They are an entrepreneur and a self-motivated, goal-oriented person.
- 3 They have a big heart and want to make a difference in the world.

If those three things are there, then the person is perfect to do the business. The rest is workable."

"I'm seeing myself as a pioneer in Quebec, French Province. Even though there are limited materials, we, as a team, decided to work even more and build beyond it. I never saw it as a problem, but as an opportunity."



Mark & Helen Shaw

PERTH, WESTERN AUSTRALIA, AUS



It was a strange and unexpected turn of events that led Mark and Helen Shaw to essential oils. Mark had been working in the building industry for 16 years when he was in a work accident that left him with intense pain that greatly affected his working abilities. For a year, he struggled with this pain and the side effects of his medication, eventually costing him his business. It was during this time that Helen decided they both needed a break, and she booked flights for them to visit a random spot on the other side of Australia.

The day they arrived at their vacation destination, Helen noticed a flyer for an essential oils class and felt drawn to it. Without hesitation, Helen attended the class. Natalie Goddard was the presenter. Helen says, "At the first sniff of Wild Orange oil, I knew that it was something unique, and I was immensely drawn to the company ethos and the integrity of the process of producing the product in its purest form." That night, Helen took home a sample of Deep Blue® and gave it to Mark to try. This little packet became the answer to their

prayers as it helped Mark sleep better than he had in over a year. But this little miracle was only the first of the many essential oil wonders they experienced.

From then on out, they were dedicated to dōTERRA. Helen says, "The immediate hope and positive outcome with the essential oils and supplements empowered me to honor the choice to be all-in. I put many hours into researching essential oils, dōTERRA as a company, and the production processes. I was eager to have all the answers and to deliver the message in a professional manner." Though Helen was working full time in Family and Children's Services and maintaining a part-time practice on the side, she learned to make time for sharing dōTERRA and set her sights on a new dream—Founders Club. After much hard work, Helen and Mark became Australian Founders and began pioneering the way for dōTERRA essential oils in the Pacific region.

Today, Mark and Helen have paved the way for many in their area to embrace the benefits and lifestyle of natural

living through essential oils. They have traveled to Hawaii, Malaysia, New Zealand, and all over Australia, touching numerous lives, especially those on their team. Helen says, "We now have four other Diamonds on our team, two Platinums, eight Golds, and many Silvers. Witnessing the changes in others as they realize their dreams, find financial security, and receive hope for their health and support with their emotions is both humbling and inspiring."

With the help and support of a strong team and their incredible children, Mark and Helen have been advocates for good, and have seen their lives change for the better with dōTERRA despite their difficult beginnings. Helen says, "I do not know just where we would be now without discovering essential oils and working with them daily to support my husband's, my family's, and my own wellbeing. I would not have imagined myself as a public speaker, as a world traveler, and to come home to financial freedom with my husband by my side in this business and our children cheering us on along the way. It is so much more than I could have ever dreamed of."

A SOUND STRUCTURE

- 1 BECOME FAMILIAR WITH THE POWER OF 3.** "This leads to promoting loyalty to contacts and to receiving bonuses for those at the beginning. These three legs will lead people all the way to Platinum. The Power of 3 encourages people to support their downline, have their own Power of 3, and so on in a duplicable fashion. Naturally, it does not always go according to plan, so it's important to not build too many along your frontline, as this will slow down ranking."
- 2 IDENTIFY TWO PEOPLE YOU WANT TO PARTNER WITH.** "Then, begin to structure and build there until a third person shows up. This way you are covering both bases—Power of 3 will show up, and ranking will also be reached."
- 3 FIND THE RIGHT SUPPORT.** "It is important to have regular support and mentoring with structure and to discuss it with someone who is familiar with your team, ideally your enroller. The closer the connection, the more understanding they will have about intimate details, unique personality matches, or best options of support when making a placement decision."



THE PERSEVERANCE OF PIONEERS

"Belief and consistency are key. If we continue toward the direction of our dream with a plan that we act on every single day, we will reach the goal."

Make-n-Takes

Add some fun to your next event with essential oil make-n-takes. Each make-n-take recipe is filled with enriching ingredients and nourishing essential oils, and is easy to make and convenient to take home. These simple gifts will keep your attendees remembering the powerful benefits of essential oils long after the event is over.

Bergamot and Juniper Berry Lotion Bars



Ingredients (Makes 4-6 bars)

- 1 cup beeswax
- 1 cup coconut oil
- 1 cup shea butter
- 10-15 drops Bergamot essential oil
- 10-15 drops Juniper Berry essential oil

Directions

1. Combine and melt (microwave or double boiler) beeswax, coconut oil, and shea butter.
2. Mix ingredients together.
3. Add Bergamot and Juniper Berry essential oils.*
4. Pour or spoon into mold of choice.

Lavender Eucalyptus Bath Salt



Ingredients

- 1 cup Epsom Salt
- ¼ cup coconut oil
- 5 drops Lavender essential oil
- 6 drops Eucalyptus essential oil

Directions

1. Combine Epsom salt, coconut oil, Lavender essential oil, and Eucalyptus essential oil.*
2. Mix ingredients together.
3. Store in container of choice.
4. Optional: Add dried lavender and/or eucalyptus botanicals.

dōTERRA Serenity® Bath Oil



Ingredients

- 15 drops dōTERRA Serenity Blend
- 4 oz. dōTERRA Fractionated Coconut Oil

Directions

1. Combine dōTERRA Serenity essential oil blend* with dōTERRA Fractionated Coconut Oil (you can also substitute with jojoba or sweet almond oil).
2. Place combination in container of choice.
3. When ready to use, pour 1 tablespoon into the warm bathwater.

Coconut Lime Lip Scrub



Ingredients

- 1 tablespoon coconut oil
- 1 tablespoon honey
- 2 tablespoons sugar
- ½ tablespoon lukewarm water
- 3-4 drops Lime essential oil

Directions

1. Combine coconut oil, honey, sugar, lukewarm water, and Lime essential oil.*
2. Store in container of choice.
3. When ready to use, mix well and apply to lips.

*Any of the essential oils in this recipe can be switched out for essential oils of your choosing.

For more make-n-take ideas, visit: doTERRA.com/US/en/blog/diy

Rosie Nerney

WARNERS BAY, NEW SOUTH WALES, AUS

“dōTERRA is about authentic connection, nurturing relationships, and genuinely improving the lives of others. It’s not about a quick sale; it’s about the long-term for everyone involved.”



Heart Centered

As a health coach, Rosie Nerney was looking for natural products she could recommend to help her clients. She had seen essential oils advertised online before, but her past disappointments with other natural products made it difficult for her to trust them. But no matter how reluctant she was, she kept coming back to the essential oils. Eventually, after hearing Rosie talk about the oils for so long, her husband, Gavin, surprised her with some dōTERRA oils.

After seeing how effective they were, Rosie was completely sold, but she was

not as convinced with dōTERRA as a company. The fact that dōTERRA was an MLM was enough to make her avoid the business. Too many times she had been hassled by people in MLMs, and she wanted nothing to do with it. But when she started looking more into dōTERRA, she discovered something she wasn't expecting—heart.

There were no “greasy sales pitches” in dōTERRA; it was about serving others. Rosie says, “When I understood that by running the business and getting more people to run

with me I could reach more people, help more people, and change more lives in an ethical, heart-centered way, that’s when I really saw the business as viable.”

Rosie’s selfless vision for her business attracted many people to her team who had similar aspirations. She says, “My whole team has a common end goal: to help change as many lives as possible while changing our own in the most ethical, non-salesy, heart-centered way.” This service-oriented team has been a great influence for good, and Rosie desires to continue

HINTS THAT HELP

FIND YOUR WHY.

“It will drive you, it’s what people connect with, and it’s why you will have success. Your Why must be greater than any obstacle you may face.”

BE REAL.

“People are so sick of pretend, fake, unauthentic, no-connection sales and marketing. They want to connect, they want someone to care, and they want to be heard and understood. Take the time to make the relationship.”

STRUCTURE RIGHT.

“Take it from people with the experience—and no one has more experience than the seven executives of dōTERRA. Their way may take a little longer, but if a title isn’t what is important to you, then the time to get one won’t be an issue.”

“I believe if you are going to have a business, no matter what the size, the point of it is to improve people’s lives, to bring value to people, and to leave them feeling better than before they found your product or service.”

to help them succeed. In her words, “Letting them down is not an option. I want them to believe in themselves so that they can do and achieve what they want to in this business.”

Next to supporting her team, Rosie’s extended motive is to strengthen women. After seeing her wonderful mother suffer from a lifestyle-induced health problem, her goal is to inspire women everywhere to believe in themselves and take care of their health with the right tools. She says, “There are too many women who don’t believe in themselves in this world and who

need to know there is more than one option when it comes to proactive health choices. I just want to help as many people as I can live better, healthier, more fulfilling lives.”

With every drop she shares and woman she empowers, Rosie is truly making a difference. However, behind it all, she too is upheld by a strong support—her husband. Since Gavin’s surprise gift of oils, he has believed in her and has pulled her through when she started losing faith in herself. Rosie says, “I want to always be the person that I know he believes I am. My love for him and my

commitment to building our life is what pushes me to be better.”

This opportunity has been a life-changer for Rosie. She went from being completely broke to paying off debts and worrying less about money, to making a difference in countless lives through sharing and building the business, to seeing a great personal growth within herself and the women she reaches. Rosie says, “I’m so thankful to dōTERRA for providing this opportunity to not only help others, but to help ourselves and improve our lives.”

Chiho Fujiwara

JAPAN

The Unexpected Life

As a manager of an herb salon, it was Chiho Fujiwara's job to know and share the benefits of herbs with her students and customers. So when Chiho tried dōTERRA essential oils for the first time, it was very clear to her that the oils were high quality and worth investing in.

At first, the prospect of participating in the business was daunting and Chiho preferred just to use the products. She even told her enroller that she did not want to get involved with the business aspect. Chiho says, "I thought doing the business was impossible. I thought it was a type of business that only certain people could do."

These thoughts slowly faded away as she started to notice how a dōTERRA business could affect her life. As a single mom of two children, Chiho began to understand how she could make an income with dōTERRA and support her family, and this motivated her to reconsider the opportunity. She was also encouraged by how she could

influence other people to take care of their own health and their own lives by sharing the oils that she knew worked and could make a difference.

When Chiho finally agreed to do the business, she was excited that she was joining a group of people who were happy about what they were doing and the impact they were having. She says, "I signed up with dōTERRA because I felt a sense of excitement coming from the dōTERRA executives, staff members, and Wellness Advocates. I was also inspired as I saw them working hard as a team toward their dreams, and I wanted to join them."

Chiho has now formed her own team that works together to reach their dreams and uplift people. To her, one of her favorite aspects of the business is her team and the women whom she gets to work with. Chiho says, "They are in similar circumstances as I am, and they are women who have my same values. They have supported me as I have sought their assistance."

Along with her team, Chiho is also supported by her upline that freely shares their advice to help her and her team succeed.

When Chiho is at home, she is fortified by her family who encourages her in the business. She says, "My family doesn't complain about anything and doesn't cause any conflicts, but instead, they put in effort so that I can focus on my work without having any worries on my mind." This team effort at home has allowed Chiho to grow her business with great success, knowing that her family is there for her and is cheering her on.

Before Chiho started the business, she had a good life that followed many of her expectations, but since joining dōTERRA, she has experienced exciting new changes that have given her an unexpected and fulfilling flair to life. With such positive outcomes, Chiho is looking forward to the future of her business and is already preparing for the time when her children can join her.

"I love that I can work freely with the people I like."



BUILDING SIMPLY

Stick with the basics.

"You don't need to do anything out of the ordinary to do a dōTERRA business. Focus on reports, planning development, research, and incentives."

Follow the examples.

"Just keep on following the examples of those who have done this before you."

Share what you know.

"What you think is good is what other people will think is good. Tell others your feelings and impressions—that is all you need to do."

Don't overcomplicate things.

"You do not need to do anything that will make you think the business is difficult, troublesome, or impossible."

Osvaldho Hosornio

MEXICO

“The products are easy to share because they create emotions and bring well-being.”

INDEPENDENT & EMPOWERED

Osvaldho Hosornio wasn't particularly excited when his colleague told him about an opportunity to sell dōTERRA essential oils. In fact, after looking at the website for dōTERRA, he thought that the oils were beautiful products, but he didn't see the practicality in them and was not interested. This feeling toward essential oils continued for another year, until he made a few new changes that opened his eyes to the importance of essential oils.

Osvaldho had been working as an insurance broker for nine years when he decided to leave that way of living and move to Sierra Sur, Mexico. In this new location he was able to learn things he wasn't fully aware of before. He says, “I had a better connection with Mother Earth. This helped me know my own body and become more in touch with the environment—thus becoming more in tune with ‘gifts from the earth,’ such as dōTERRA.”

He and his wife, Carolina, worked hard to be organic in all aspects of their lives, helping them become self-reliant and centered on a natural lifestyle. They grew some of their own food, built their

home with their own hands and with the help of their friends, birthed their children naturally at home, and created a culture for their family that was free from outside influences. But when it came to managing their health, they felt they had little independence. So after a year of avoiding dōTERRA essential oils, Osvaldho decided to finally look into and try the products.

The oils turned out to be exactly what Osvaldho and his family were missing, and he quickly signed up as a Wellness Advocate. Osvaldho says, “Becoming a Wellness Advocate provided the means for us to finally reach that independence in an area of our lives that is now a high priority for us—the wellbeing of our physical bodies and emotional health achieved via natural products.”

His enthusiasm for the products continued to grow, and soon, he began to share the oils with others through the business opportunity. To his amazement, he saw the business flourish to the point where dōTERRA became his new career. He says, “Sharing dōTERRA is nothing but a pure

blessing to me since we feel, smell, and use the product in many ways while impacting lives in different ways. It is my passion to invite others to try dōTERRA.”

Adding dōTERRA to Osvaldho's lifestyle has brought many blessings to his life and to his family. He says, “I try to work from home as much as I can. I interact with my children while they play and run outside, and the fact that I can be close by when Carolina reads a book to our children at night before bedtime makes me appreciate the time I have invested in this business and see how it has paid off.”

Osvaldho is motivated to keep sharing the oils because he has experienced these rich blessings in his family, and he and Carolina know that by continuing to share, they and Osvaldho's team are empowering thousands of people and bettering the world. Osvaldho says, “It motivates me to know that there are alternatives, and that we can change the world in many ways in only a lifetime. I become emotional knowing that I am an active part in that transition—leading a movement full of great people who have control over their own destiny.”

THE IMPORTANCE OF EVENTS

Encourage others to attend events. “I always try to convey to people the importance of attending Leadership, convention, and other dōTERRA-organized events. Sharing in those moments has been a very positive experience for everyone because it makes everyone shine in his or her own way.”

Embrace the self-development. “Events have given me the opportunity to be close to the people, to develop my social skills, and to inspire those who are my partners today. Each event is different, and I love the flexibility with which they are adapted to individuals.”

Provide new knowledge. “Offering classes that teach how to make oil blends have been very successful, and it creates a great opportunity for each member to invite someone new to attend.”

Make the connection. “Join your story with the company's story. Show the oils, talk about your experience using them, and explain why they are so pure. Tell everyone how you doing this helps others and how dōTERRA helps fulfill your dreams.”



Jim & Amy Miller

KINGWOOD, TEXAS, USA

THE NEEDED ANSWER

When a close friend came to the rescue with dōTERRA essential oils twice for Jim and Amy Miller's family, they knew they had to look into it further. While they had tried using other essential oils years before with disappointing outcomes, they saw promising results each time they tried dōTERRA essential oils. After the second time they used dōTERRA products for a temporary health concern, Jim and Amy began to think they found something special. Amy says, "That's when we noticed that something was different. My husband likes to share that that's when I went into research mode."

It took off from there. Amy began to learn everything she could about dōTERRA essential oils, and she was blown away by the amount of educational resources available. While she used every spare moment to learn how to use oils for her family's benefit, she didn't discover the business aspect of dōTERRA for another two months. Due to physical, emotional, and financial setbacks, along with the demands of caring for their three-year-old and twins, Jim and Amy were looking for a supplemental income solution, and dōTERRA seemed to be just what they were looking for. "When we discovered the business opportunity attached to dōTERRA, we thought this might be the answer to the prayer we had about finding additional income to get out of the hole we were in. So about two months in, we decided to jump in with

both feet and see how we could make it work."

Jim and Amy quickly found their niche: moms. As a mother herself, Amy became a resource for other moms looking for ways to help their children. Jim says, "Empowering moms with young kids is definitely a big part of the Why. Amy has really filled a niche of helping moms with their kids—trying to take them from a feeling of powerlessness to a feeling of hope." Another part of Jim's Why was realized as he watched Amy grow and develop through dōTERRA. "My wife is an amazing mother, but to see her have this opportunity to pour into other people and find purpose—that was a really big thing. I wanted her to have that opportunity to use the gifts that God had given her to help people. I wanted to really empower my wife to serve people." For Jim and Amy, dōTERRA has always been a joint effort. Amy says, "I feel incredibly blessed that I've been able to do this business with such a supportive husband. He's a team player and he's never on the sidelines. I know I could never do this without him working alongside me."

Together, Jim and Amy are committed to continuing to help people with dōTERRA. "It's been an amazing journey to see how the Lord has brought us to a brand-new place and has changed our lives in a lot of ways. It's an encouragement to keep pressing forward, and to be grateful for what we've been able to go through and experience."

"People talk about the fact that dōTERRA is a self-development company disguised as a network marketing company. I've been amazed to see the journey it's taken us on and how we've grown over the last four years."

—Jim



CREATING A DIAMOND FROM THE START

BE READY TO JUMP IN AND GAIN MOMENTUM.

"Try to figure out how to gain some momentum—launch several classes or something else to get that ball rolling. Jump in and get things moving quickly." —Amy

COMMIT TO ONE YEAR WITH YOUR WHY IN MIND.

"Decide in your mind that you're going to stick to it for a year. Really dig into the Why. Don't lose sight of the long-term goals." —Jim

HAVE A SYSTEM IN PLACE THAT IS EASY TO DUPLICATE.

"Use a system that can be duplicated when you have someone new and you're training them. Don't re-create the wheel." —Jim

DELEGATE THE NON-ESSENTIALS.

"Delegating is a necessity to be able to have the freedom to be in the business and also to have the freedom to spend more time with family." —Amy

FOSTER A SENSE OF COMMUNITY.

"We started doing Zoom chats with people on our team to foster relationships. We feel like now we have a community; we have a team." —Jim

dōTERRA LEADERSHIP RETREAT 2017 UPDATES

Important Events

dōTERRA You Convention 2017

For more information on the dōTERRA You Convention 2017, visit doterra.com/US/en/doterrayou2017

Incentive Trip 2018

The 2018 Incentives trip will be in the Dominican Republic at the Paradisus Palm Real Resort.

- Incentive trip dates: February 5–9, 2018
- Qualification period: March 1–August 31, 2017

Leadership Retreat 2018

- Orlando dates: March 13–15, 2018
- Long Beach dates: March 26–28, 2018

Regional Summits 2017

Regional Summits are back! Get a more in-depth look into dōTERRA products through these day-and-a-half seminars. Summits will be held in the United States and Canada.

New to dōTERRA

Empowerment Pool

The Empowerment Pool is a compensation plan enhancement that provides an additional bonus to actively building Premier- and Silver-ranked leaders. Find out more at doterra.com/US/en/blog-business-leadership-retreat-2017-recap

Healthcare Professional Sign-Up

We are seeking to partner with medicine. We currently have 120 active medical relationships. So far, there are 20 dōTERRA papers submitted for peer-reviewed publications, with five of those papers already published. Wellness

Advocates can help by continuing to share dōTERRA, emulating our common mission and purpose, and letting dōTERRA do the difficult work.

If you want to learn more or contact Dr. Hill about healthcare professionals, please email healthcare@doterra.com or visit <https://sourcetoyou.com/healthcare/>

Earnings Disclosure Statement

dōTERRA 2016 Opportunity and Earnings Disclosure Summary is now available.

Business Advancement Team

The Business Advancement Team is a new team in Member Services. The purpose of this team is to help downlines push to get to Premier and to get the Empowerment Bonus. All Wellness Advocates interested in becoming leaders, and anyone interested in becoming a Wellness Advocate, will have access to this team. If you would like to contact the Business Advancement Team, call 801-370-2140.

Technology Update

The IT department has embarked on a multi-year journey to replace all major systems. In 2015 they started to lay the foundation; in 2016 we began to see some of the structure take place; and in 2017 we will start to see the building.

Key elements that will be released in 2017:

- New shopping site
- Profile management
- New CRM tools
- New enrollment site
- See more at: <https://doterra.com/US/en/blog-business-leadership-retreat-2017-recap#sthash.hwfvfCGu.dpuf>



Product Updates

New Enrollment Kits

This spring we're launching beautiful new packaging for the Diamond and Every Oil Enrollment Kits. All enrollment kits will soon receive a makeover.

Emergency Relief Hygiene Kit

This spring Wellness Advocates can purchase Disaster Relief Hygiene Kits. The kits include dōTERRA Soap, dōTERRA Shampoo and Conditioner, toothbrush, dōTERRA On Guard® Toothpaste, adhesive bandages, 10mL Melaleuca Touch, and Deep Blue® Rub.

Product Enhancements

- dōTERRA Serenity® Bath Bar Update
- Liter-size dōTERRA Salon Essentials® Shampoo & Conditioner
- Vegan Microplex VMz®
- Vegan dōTERRA Lifelong Vitality Pack®

Fun Fact

From February 2016–January 2017, \$4,076,662.35 has been donated to the dōTERRA Healing Hands Foundation™!

dōTERRA  Healing Hands™

\$4,076,662.35

What Was Your Favorite Part About Leadership Retreat?

"I think one of the fun takeaways that I have been thinking about as we've gone to Florida and California is allowing your team to dream as big as you dream so that their dreams can become as large as they want and not limited to what they think they can do. That allows them to dream beyond what you are actually doing."
— Matt Janssen, Presidential Diamond

"What I love about Leadership Retreat is reconnecting with the heart of the company and networking with other people, whether they are on my team or off my team. I'm also so thankful that dōTERRA decided to do breakouts because I think that it is really wise to have someone speak directly to you at your rank. Hearing leaders who are at high ranks be authentic and share where they have struggled is incredibly encouraging."
— Kristi Zastrow, Diamond

"My favorite part has been the breakout session with Ashlee Miller. She talked about how to get through massive breakdowns when you struggle with your team. She reminded me that when our team leaders are having struggles, that usually means that they are coming up against some disempowering beliefs, and that's when we really have to focus on loving our team."
— Ginny Eiseman, Gold

"I think the biggest takeaway for me is to really discover yourself so that you can understand what it is to be you. If you can embrace who you are, that's what is going to attract people. That is what is going to make you the leader that you need to be and want to be."
— Michael Gayle, Silver

Aaron & Amy Storbeck

CORPUS CHRISTI, TEXAS, USA

Newfound Freedom

“Don’t be afraid to put the oils on in public. Yes, everyone will smell them. They are magnets for open and curious people who really need this.”—Amy

When Aaron and Amy Storbeck were invited to a dōTERRA essential oils class hosted by Aaron’s mother, Amy attended, but was very hesitant about the product. Amy had used essential oils before, but they gave her mixed results, making her question their legitimacy. However, when she went to the class, she was taken aback. She says, “I was surprised at the stories of success that I heard, and when I learned about the CPTG® standard and smelled the oils, I knew there was a difference there, and it made sense to me why the oils I’d used in the past weren’t really effective.”

After that experience, Amy started to share the oils and familiarized herself with the business. The fact that someone could actually make money from home by sharing these oils appealed to her. Amy had been working as a Home Health R.N. prior to dōTERRA and was actively looking for ways to use her degree from home so she could be with her children. This motivated her to hold some of her own classes. But it wasn’t until Aaron went on a surfing trip with Wellness

Advocate Dru Kiesel that Amy and Aaron both decided to go all-in.

Aaron’s surf trip turned into a life-changing experience as Dru shared his own successes with the product and business. Aaron was shocked to hear that Dru walked away from his job to do a dōTERRA business with his wife, and was intrigued with his excitement for the business. Aaron says, “He was like a walking encyclopedia of dōTERRA products and was really fired up about it.” This contagious excitement inspired Aaron and Amy to look more seriously into the business, eventually pushing them to participate in a business training class, two 90-day pushes, and Diamond Club back-to-back. Their dedication helped them reach Diamond and allowed Aaron to resign from his job as an exploration geologist after they hit Platinum.

From their first business training class, they realized that dōTERRA was the avenue for them to fulfill their dream of having more freedom. Amy says, “We wanted to have freedom from having a boss, and we wanted to have freedom

in our healthcare, in our time, and in our finances.” This freedom has come into their lives in full force since starting dōTERRA. Though they knew they would need to sacrifice a little balance for a short time to get their business running, their lives now are more balanced than ever before, with more time to spend with their three children. Amy and Aaron feel strongly that this is a family business and that even with young kids, it is possible to succeed and create stronger family ties.

Along with family freedoms, they have seen numerous other blessings spring from their business—health being one of them. Aaron says, “Our lives are so different because we have this level of wellness that we were not experiencing before.” The oils have helped them take control of their health, and they are finding great joy in sharing them with others. Amy says, “Work is play now because we get to work with people we love, be around the most inspiring individuals, and see lives change when we share oils.” For Amy and Aaron, this new life of freedom and service has truly been an answer to their prayers.

“Being able to see the positive effects and the positive successes that people are having has been really motivating for me in a way that I never thought would be possible with work.”—Aaron



TEACH YOUR TEAM ABOUT...

LIFESTYLE. “Focus on teaching this as a lifestyle. Teach them why this is a better way. When you have these oils in your home and you’re using them consistently, in all areas of life, it becomes a total lifestyle change because they work and are so safe! This naturally leads to value being added to the Loyalty Rewards Program, which in turn leads to a solid residual income.”—Amy

OPTIONS. “People want to hear about where we’re coming from, so we’ve just been attracting people who want options. We tell them, ‘Hey, if you want to have freedom in your finances or in your health, here are options. This is what has worked for us.’”—Aaron

SIMPLICITY. “Work with what you have. If you don’t have sample bottles, put a drop in their hand or let them smell it from the bottle. That’s their sample. Let’s not complicate it.”—Amy



Jane Schweitzer

HAGERSVILLE, ONTARIO, CAN

SO CAN I

“It doesn’t matter where you come from; what education you have or don’t have; whether you’re old or young, male or female, or what you look like—we all have the same opportunity to make it big.”



Jane Schweitzer was first introduced to essential oils when she attended a class she was invited to over Facebook. Learning about the oils opened her to new possibilities, and she realized that she could easily use the oils in her everyday life. Jane says, “I was happy to have come across a holistic method of using products to benefit my health.” For the next year, Jane and her family enjoyed the many advantages that came from using dōTERRA products.

It wasn’t until her upline invited her to an event in Ohio that she decided to build a dōTERRA business. Jane says, “Events are game changers. That first event in Ohio made everything real. I saw the owners of the company speaking on stage, and I met people from all over, and that made it tangible for me. I also thought, ‘If these people can do this, then so can I.’”

Her “so can I” mentality drove her to pursue a business with belief in herself and in her potential. As she saw the wonderful results of her motives and dedication, she turned to her team to make sure that they knew that they too had the opportunity to make it big. Her belief and encouragement in her team have been positive influencers, creating a team that works as a community and supports and helps one another. Together, they are making a lasting impact on those they share with.

Jane feels that one of the best things that Wellness Advocates can do is to share the oils with everyone. She says, “I feel it is a disservice to not share the oils with people. There are people who need these products. I’m not selling, I’m simply presenting the products to them to help them.” Her strong sense of responsibility toward sharing the oils

has also greatly influenced her Why. Jane says, “I want people to know they have options in affordable, holistic products and that dōTERRA essential oils can play a key role in their health and wellness. I’m motivated to see people put their health back into their own hands.”

Since starting with dōTERRA, Jane has seen the oils influence many in her life, especially her own. She is now using her natural-born abilities of leadership to lead individuals to health and wellness, and loves being able to help provide for her family while doing something that she is passionate about. She says, “dōTERRA doesn’t really feel like work to me. It’s fun, and I don’t feel it cuts into family time because I get to choose how much or how little I do. I love the freedom that I have with dōTERRA.”

EVERYDAY ACTIONS

GET EDUCATED

“Immerse yourself in the education, the videos, the dōTERRA Healing Hands Foundation™, and the different programs available through dōTERRA or your upline. You’ll catch the fire and want to keep going.”

SHARE MORE THAN OILS

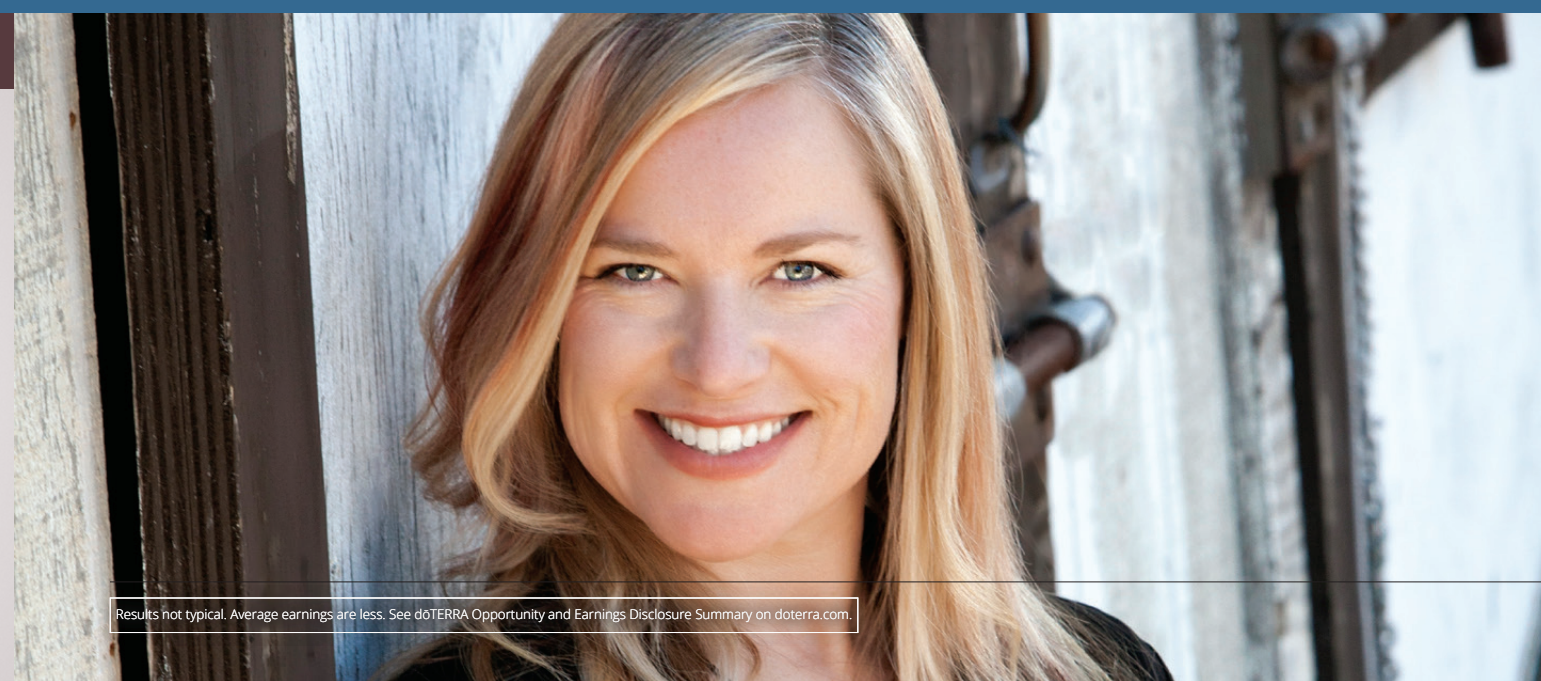
“I suggest people share their stories and become really open to everyone.”

STAY FOCUSED

“Treat every day of the month like it was the last day of the month. When I did this, I had laser-like focus on every move I made. I made up my mind that I was Diamond, so I got what I thought about most.”

KEEP FOLLOWING UP

“This is crucial because I’ve had people join my team after working on them for six months or more. Always keep the door open.”



A Foundation of Care

BY ERIN PATEL, SCHAUMBURG, ILLINOIS, USA

Getting Started

When I was a young woman, I decided to follow in my mother's footsteps by entering nursing school. For my whole life, I had seen the benefits that a nurse's selfless care could have on others' health and overall wellbeing, and I knew that it was what I wanted to do. Six years and two degrees later, I became a licensed nurse practitioner. While my passion for patient care was never stronger, I was drawn to educating aspiring nurses, and took a position as a nursing school instructor.

Around the same time in 2010, my doctor diagnosed me with a serious health issue. A week before my wedding, he told me that I was unlikely to be able to have children, and that the condition was incurable. After the initial wave of despair, I got into problem-solving mode, reading everything I could find about my health condition. I stopped using deodorant that had aluminum, avoided beauty products with parabens, and cut back on processed foods. Five months later, I was pregnant. An exam showed no issues, and my doctor told me that everything looked normal. I had literally been poisoning myself inside with "everyday" chemicals and looked perfectly healthy on the outside.

Bringing It Home

Make no mistake—I'm a believer in the miracles of modern medicine, but my own experience has opened my eyes to the power of natural products. On a daily basis, we can keep our bodies and minds healthy with simple compounds that come straight from the earth, and that come without side effects or secondary complications. My personal research into natural health kept bringing me back to essential oils, and dōTERRA's dedication to purity and efficacy attracted me from the start. In a market that is flooded with imitators, dōTERRA is the real deal.

My husband and I now have two beautiful and healthy sons, and putting dōTERRA to work in my home has been a blessing for my family. dōTERRA is more than essential oils. It is a science company, and the products are created with health and safety in mind. My family uses them for health maintenance, cleaning, skin care, hair care, laundry, perfume, emotional therapy, and so much more. Beyond the benefits in my own home, I have found a passion in helping other moms and dads take a more active role in their families' wellness.

Make It Personal

I'll be honest: I don't like to sell. I could never stomach the idea of trying to convince someone to buy something that I don't believe in myself. My approach to dōTERRA has never been to sell, but rather to educate. The interactions I have with others are driven by something so much more important than a financial transaction. Why do I spend so much time in classes, retreats, conferences, and working with teammates and reaching out to new people? In a word—empowerment. Just as when I entered nursing, I have an opportunity to help people take control over their health.

I found dōTERRA to be a gateway to natural health, and watching the "light bulb" turn on for people as they come to the same realization is endlessly satisfying for me. Seeing these people empowered to pass this knowledge on to others is what dōTERRA is all about. We can achieve our health goals and our financial goals, and help the people we love do the same.

A Family Affair

The most critical piece of advice that I can offer anyone moving forward as a builder in dōTERRA is to make it a team effort. We are here to help each other, and I always ask my team members to share their goals with each other. As someone nears a goal, we all come together to help him or her get there. We can all lean on each other, but I also believe in cultivating trust, dependability, and accountability among all the members of the team.

As interesting and satisfying as this work can be, we are all more successful when we make it fun. We don't just work together—that is a key to success in any team. Getting out to have a group painting night or a wine tasting builds camaraderie and makes us a better team. Truly listening and caring for each other builds a strong cohesive network and lasting friendships.

These days, I don't think "team" is even the right word. I think of the people I've met in this journey as my dōTERRA family. We share the highs and lows of life together, giving each other the gifts of friendship and support. Of all the blessings that dōTERRA has brought into my life, it is this that I am most grateful for.

Take a broad view of what you can achieve with dōTERRA. The only limits are the ones you place on yourself. If you open yourself up to everything that is out there, you can take control of your health, earn additional income, and build new relationships that enrich each and every day of your life. 💧

My approach to dōTERRA has never been to sell, but rather to educate. The interactions I have with others are driven by something so much more important than a financial transaction.



dōTERRA®
WELLNESS ADVOCATE
Recognition

DOUBLE PRESIDENTIAL DIAMONDS



FOUNDER EUR

WES & HAYLEY HOBSON



PATRICK & ALLYSE SEDIVY



FOUNDER USA

BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS



FOUNDER TWN

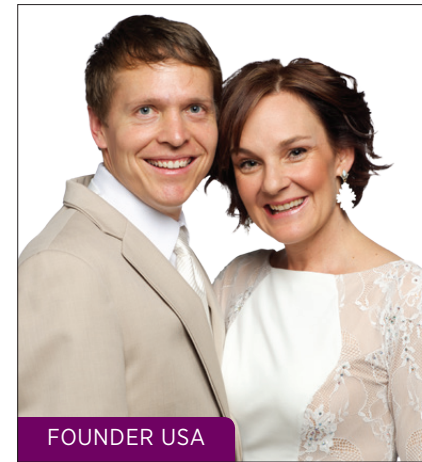
DAVID & TAWNYA HSIUNG



FOUNDER TWN

STEVEN & MONICA HSIUNG

DOUBLE DIAMONDS



FOUNDER USA

ANDY & NATALIE GODDARD



FOUNDER USA

JUSTIN & KERIANN HARRISON



FOUNDER USA

JERRY & LAURA JACOBS



FOUNDER TWN

KAI HSUN KUO & PEI LING SU



ERIC & ANDREA LARSEN

PRESIDENTIAL DIAMONDS



FOUNDER EUR

KENNY & REBECCA
ANDERSON



MATT & KELLY ANDERSON



JERRY & BRANDI BURDINE

PRESIDENTIAL DIAMONDS



JAMES & ROXANE BYBEE



MAREE COTTAM & DIRK VANDERZEE



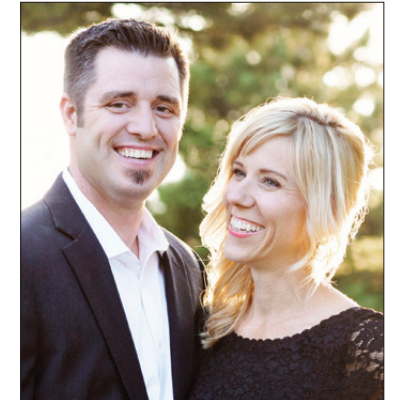
MARK EWEN & CHRISTIAN OVERTON



NATE & BRIANNE HOVEY



CLAY & JESSICA IDDINGS



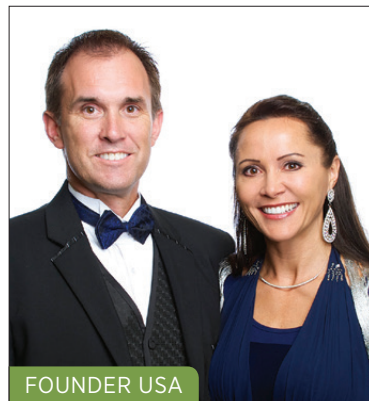
MATT & SARA JANSSEN



SCOTT & RHONDA FORD



JEFF & JEN FREY



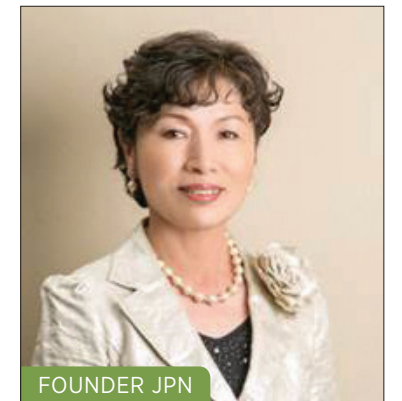
ROGER & TERESA HARDING



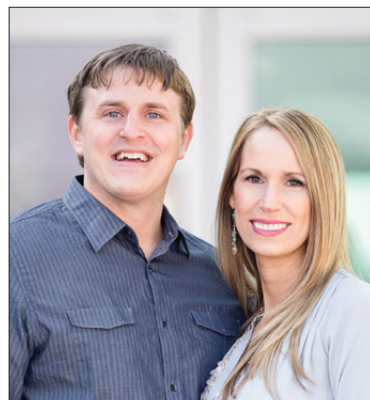
SEASON JOHNSON



KYLE & KIERSTON KIRSCHBAUM



ASAKO KOBAYASHI



JOHN & MELYN HARRISON



SHANE & REBECCA HINTZE



PAUL & BETSY HOLMES



CHENG HUI LIU & PEI CHIH YI



HOLLY LO



DAVID & HEATHER MADDER

PRESIDENTIAL DIAMONDS



NATE & DANA MOORE



KC & JESSICA MOULTRIE



SUMIKO NOBORI



KACIE VAUDREY & MIKE HITCHCOCK



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER



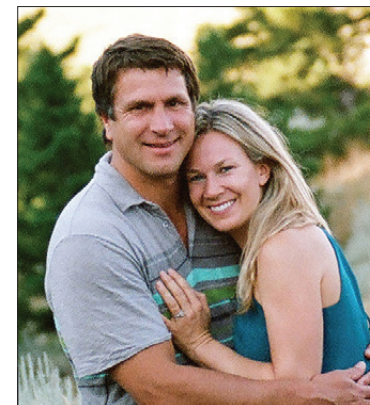
RIYO OGAWA



PAUL & VANESSA JEAN BOSCARIELLO OVENS



ERIC & KRISTEN PARDUE



KEVIN & NATALIE WYSOCKI



TOSHIYA & IZUMI YANAGIHARA



ANGE & CHRIS PETERS



JESSIE REIMERS



GARY & KARINA SAMMONS



KACIE VAUDREY & MIKE HITCHCOCK



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER

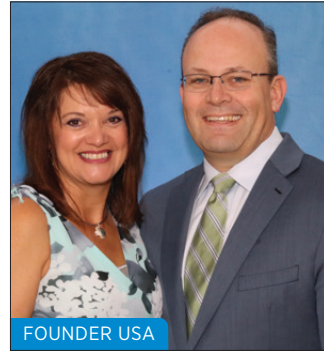
BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



DAVID & ASTI ATKINSON



FOUNDER USA

PETER & SUSIE BAGWELL



ROMAN & CORINNA BARRUS



JANNA BERRY



TARA BLISS



JEREMY & MICKI BOBERG



FOUNDER USA

CHRIS & KAREENA BRACKEN



JENNIFER BRADY



FOUNDER EUR

MARIO JÖLLY & SABINE BUCHNER



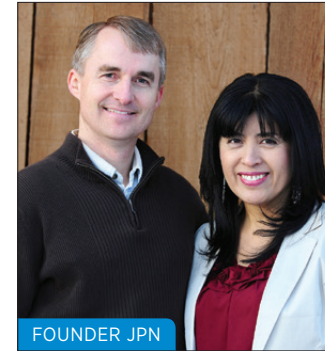
JEFF & CHERIE BURTON



FOUNDER TWN

JUI CHANG & CHIA HSIU JUAN

BLUE DIAMONDS



FOUNDER JPN

ETSUKO & RICK CHIDESTER



HUNG WAI CHOI



SPENCER & BRIANNA COLES



RICHARD & ELIZABETH COPELAND



JAMES & TANYA COTTERELL



VERN & JENNY CRAWFORD



STEVE & GINNA CROSS



JEFF & JUDY CRUDEN



MOLLY DAYTON



FRED & CARRIE DONEGAN



SHAYE & STUART ELLIOTT



DAVID & JULIANNE ELLIS

BLUE DIAMONDS



KEITH & SPRING ESTEPPE



NICK & JEANETTE FRANSEN



LI & LANCE FRYLING



ARIN & GABRIEL FUGATE



LOUIS FUSILIER & MONICA
GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



STEVE & KRISTINE HALES



MARTY & JIM HARGER



JOE & LORI HAYES

BLUE DIAMONDS



BRYANT & BRIANNA HESS



JIM & LARA HICKS



LAURA HOLBROOK



BENJAMIN & STEPHANIE
HOWELLS-SCOVILLE



LOUIS FUSILIER & MONICA
GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



STEVE & KRISTINE HALES



MARTY & JIM HARGER



JOE & LORI HAYES



CHUN MING HSU & HSIN
PEI HSIEH



FOUNDER TWN
CHIH LUNG HUANG & CHEN
CHEN CHANG



CHING YING HUANG



LASSEN PHOENIX & BRYAN
HUDDLESTON



RICK & KATHY HUNSAKER



MARY HYATT

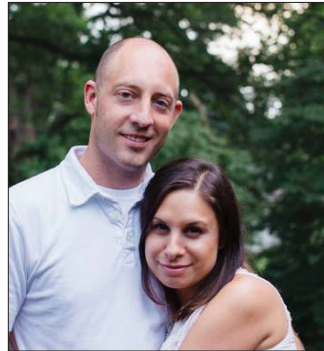


LAI JAUCHING



JEREMY & ANNETTE JUKES

BLUE DIAMONDS



DRU & GINA KIESEL



LAURA & SHAWN KING



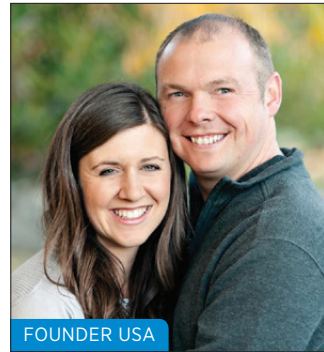
MATT & BAILEY KING



EMMA KNIGHT

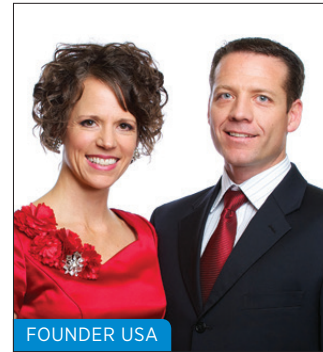


JON & DUQUESA LAMERS



FOUNDER USA

DANNY & NICOLE LARSON



FOUNDER USA

JUSTIN & TAHNA LEE



FOUNDER TWN

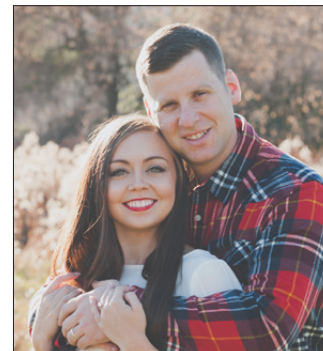
CHIH JEN LIU & MAN TSAI



STEVE & RACHEL LOTH



ALONTO & DESIREE MANGANDOG



ZACKERY & STEPHANIE MARTIN



AARON & TONYA MCBRIDE

BLUE DIAMONDS



DENA MCCAFFREE



DAVID & TAMMY MILLER



JUSTIN & ASHLEE MILLER

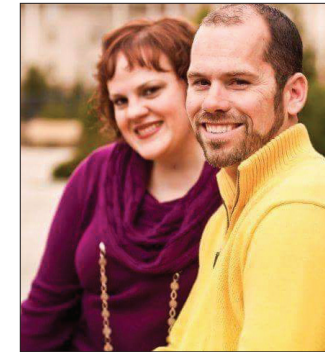


FOUNDER CAN

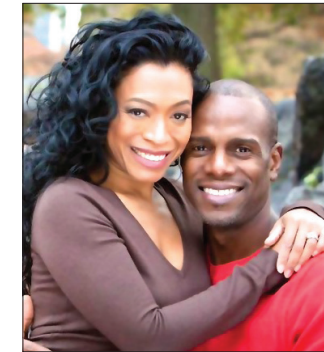
STEVE & KIMBERLEY MILOUSIS



JARED & NICOLE MOULTRIE



JONATHAN & DEANNA NICHOLS



DR. ZIA & KY NIX



JEFF & CRYSTAL NYMAN



RICHARD & JENNIFER OLDHAM



KATHY PACE



DR. JOHN & HEATHER PATENAUDE



FOUNDER AUS

ADHEESH PIEL & SANTOSHI STONE

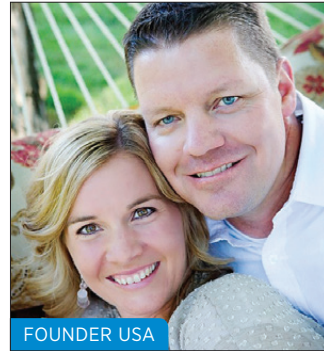
BLUE DIAMONDS



JENNA RAMMELL



ROD & JEN RICHARDSON



FOUNDER USA

BURKE & NATALIE RIGBY



SETH & JENNY RISENMAY



FRANK & JACQUELINE RITZ



FOUNDER MEX

DANIELA & FERNANDO ROMAY



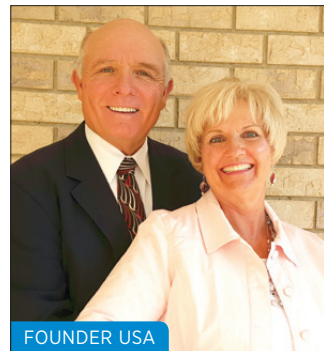
KARI RYAN



TENILLE & MATT SCHOONOVER

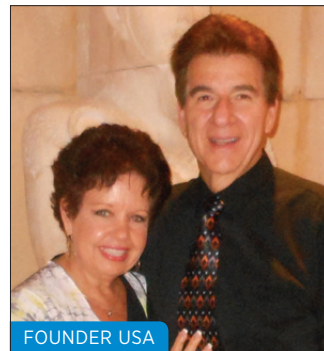


JEFF & DIANE SHEPHARD



FOUNDER USA

TERRY & LIL SHEPHERD



FOUNDER USA

DAVE & PEGGY SMITH



RYAN & DANI SMITH

BLUE DIAMONDS



DR. MARIZA SNYDER & ALEX DUNKS



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON STAVOLA



JIM & TAMMY STEPHENS



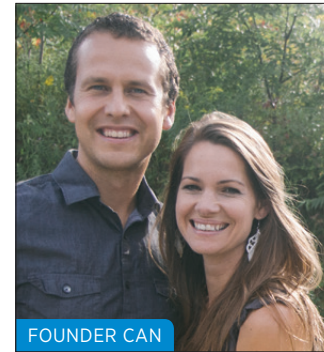
JAMES & CHELSEA STEVENS



DR. JEFF STYBA



ZHONG SUN & FUCHUN XI



FOUNDER CAN

BRAD & DAWNA TOEWS



BETTY TORRES-FORBORD



MATT & ALICIA TRIPLETT



FUMIKA UCHIDA



MARK & LORI VAAS

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BLUE DIAMONDS



SHANE & KRISTIN VAN WEY



MICHAEL & SARAH VANSTEENKISTE



JOEL & SHERRI VREEMAN



CHARLES & HELEN WANG



PEI CHEN WANG



FOUNDER TWN
WENDY WANG



JOHN & KALLI WILSON



JARED & SHEREE WINGER



DANIEL & AMY WONG



EDWARD & LINDA YE

DIAMONDS



DR. JOHN & JENNIFER ACCOMANDO



AMBER ADAMS



KATIE ADAMS



FOUNDER MEX
BRENDA ALTAMIRANO & OSCAR CORDERO



FOUNDER MEX
LORENA ALVARADO MORALES



NEAL & ERIN ANDERSON



LEANNA ANDRADE



CLAUDIO & JANA E ARANCIBIA



FOUNDER MEX
LUZ MARÍA ARGUELLES



FOUNDER CAM
ANA LEDA ARIAS & CARLOS PANIAGUA



FOUNDER JPN
KAZUYUKI ASAKAWA



KEVIN & LAURELL ASAY



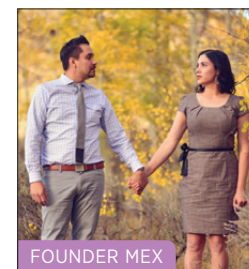
KAREN ATKINS



PETAH-JANE AUCKLAND-HALL & URA AUCKLAND



NATE & KELLY BAILEY



FOUNDER MEX
PERLA BALDEEMAR & JORGE TENORIO



BEN & JADE BALDEN



RICK & HAYLEY BAMMESBERGER



MACKENZIE BANTA



ERIC & BECKY BARNEY



JEFF & TAMARAH BARTMESS



FOUNDER EUR
MONIKA BATKOVA & MARTINA VALNICKOVA



JEREMY & CARLY BAUTISTA



LISA BEARINGER



FOUNDER USA
DANIEL & CRISTINA BENITEZ

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DIAMONDS



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



FOUNDER CAN

MARIE & HARLAN BERWALD



NATALIE BLACKBURNE



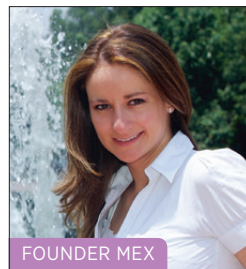
ERIN BLOTT



JAMIE BOAGLIO

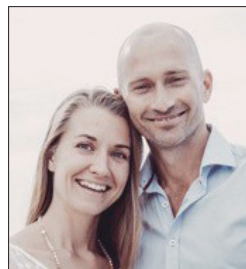


JON & KENDRA BODINE

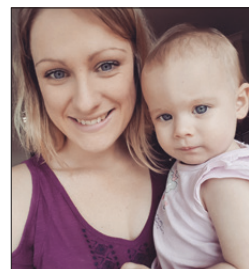


FOUNDER MEX

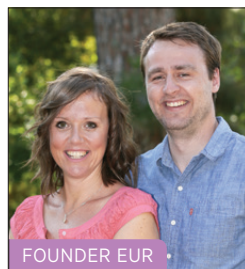
LOURDES BORNACINI



STACEY BORSERIO & ZACHARIAH AURELIUS



LAILAH ROSE BOWIE



FOUNDER EUR

NATHAN & REBECCA BOWLES



DR. JAMIE & CHRISTINA BOYER



MELODY BRANDON



JASON & KAMILLE BREUER



RACHELL BRINKERHOFF



JEN BROAS



ELENA BROWER



ADAM & CAREY BROWN



DON & CINDY BROWN

DIAMONDS



PATRICK & KATHRYN BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN

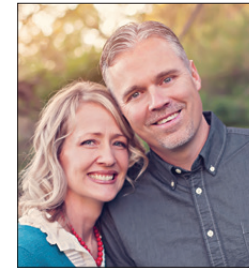


BEN & CAMI BUCHTA



FOUNDER CAN

SUSAN & DAN BURSIC



JARED & REBECCA BURT



ERIKA BUTLER & RICK HENRARD



CLAUDIA CALDERON



ANNE CALHOUN



LORI & CHRIS CAMPBELL



KIM & JERRY CAMUSO



BRADY & MICHELLE CANNON



JESSICA CANTLIN



TRAVIS & JESSICA CARPENTER



BEN & ADABELLE CARSON



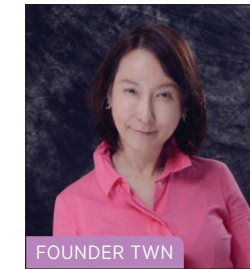
RACHEL & DARYL CARTER



JONATHAN & AMY CARVER



ANDREA CAUFFMAN



FOUNDER TWN

SHUANG SHUANG CHANG



FOUNDER TWN

CHIU SHIANG CHEN



FOUNDER TWN

FU YU CHEN



SHUFEN CHEN & CHIALING CHANG



FOUNDER TWN

WEI-FANG CHEN



HSIU WEI CHENG



CHIH HSUN CHIEN & JU HUNG

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DIAMONDS



FOUNDER USA

GREG & MARTI CHRISTENSEN



LI HUI CHUAN



TROY & DOROTHY CIVITILLO



DAPHNE & DARRIN CLARK



DARRYL & ANNIE CLARK



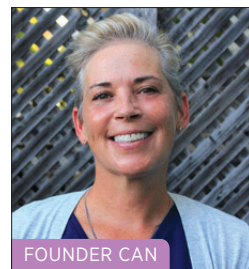
MARC & ROMI CLARK



MIKE & RACHELLE CLEARY



ANDREW & SHANNON CLOUGH



FOUNDER CAN

ALLISON COCHRAN



BRETT & FARRAH COLLVER



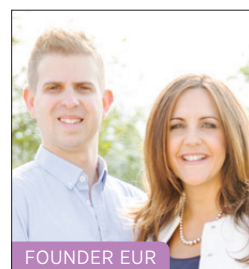
CAROL COLVIN



KARI COODY



JOAN COON



FOUNDER EUR

ADAM COPP & ROSIE GREANEY



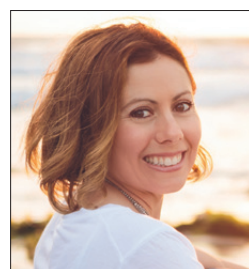
KENT & STEPHANIE CRANE



JOHN CROFT & NOEL BLANCHARD



KARLEL CROWLEY & STUART DIXON



DANIELLE DANIEL



MONIR & TANJA DANIELS



VICTOR & AMANDA DARQUEA

DIAMONDS



DURELL DARR



MIKE & LORI DAVIS



FOUNDER MEX

LIZETH BALDEMAR DE ARRAS



FOUNDER MEX

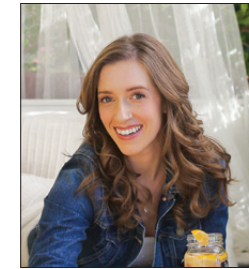
SOFÍA LÓPEZ DE LARA & RODRIGO ALADRO



DR. MARK & KRISTI DEBRINCAT



VICKIE DICKSON



MEGAN DILMORE



BONNIE DONAHUE



CURT & TONIA DOUSSETT



FOUNDER EUR

ROGER & EMMANUELLE DUCE



DAVE & LIZ EATON



MARK & LINDSEY ELLIOTT



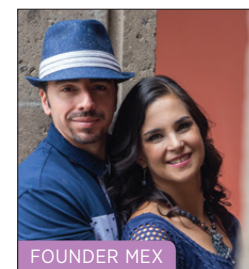
ROSALIE ELLIOTT



DENNY & MARY ENGLERT



DR. MELISSA & EVAN ESGUERRA



FOUNDER MEX

PAOLA & SILVANO ESPINDOLA



HEATHER & PAUL ESSLINGER



ROLANDO & JESSICA ESTRADA



FORREST & LESLIE EXLEY



EM FALCONBRIDGE



DAMIAN & JENNA FANTE



LEONIE FEATHERSTONE



CHRISTY & ANDREW FECHNER



KNUT & CHRISTY FEIKER



DANA FELDMEIER

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DIAMONDS



DANIEL & MICHELE FENDELL



DR. ROBERT & KIYLA FENELL



YUWEI FENG & CHANGPU YU



DALE & TONYA FERGUSON



CATE FIERRO



BARRETT & CARA FINES



HAYLEY FLEMING



SAMSON & LETICIA FOLAU



MEGAN FRASHESKI



AARON & WENDY FRAZIER



FOUNDER JPN

KAORI FUJIO



CHIHO FUJIWARA



LESLIE & ROGER GAIL



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



MICHELLE GAY



ALLISON GERRY



BRANDON & LINDSEY GIFFORD



REBECCA & BRIAN GILLESPIE



CRAIG & LYNN GINES

DIAMONDS



BRAD & TOBI GIROUX



DIANE GJELAJ



THOMAS & AMY GLENN



TESS GODFREY



JAY & DEBBIE GORDON



DR. ANDREW & RUTH GOUGH



ADAM & LEAH GRAHAM



LINDSEY GRAHAM



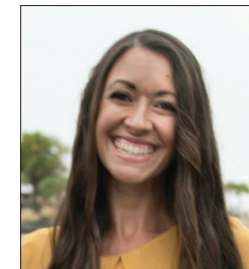
MICAH & KRISTA GRANT



CURT & CAROL ANN GUEST



LINDSEY GUNSAULS



TASHA HAKEEM



KIRK & JENNIFER HAMILTON



LINDSAY & CRAIG HAMM



HUANG PO HAN



KARA HANKS



DR. SANDRA HANNA



GIADA HANSEN



AISHA HARLEY



NATALIE HARRIS



RYAN & JENYCE HARRIS



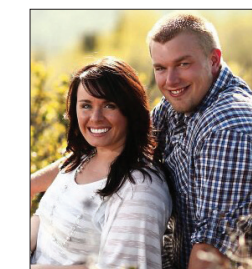
BRIAN & JEANNIE HARRISON



GARTH & JULIE HASLEM



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD

dōTERRA® WELLNESS ADVOCATE Recognition

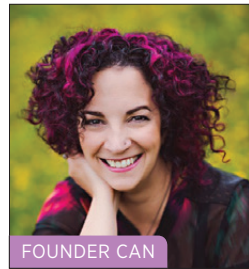
DIAMONDS



ALLISON HAYS

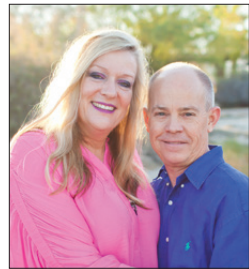


JENNIFER HEATH



FOUNDER CAN

DR. MARISSA HEISEL



PAUL & TERI HELMS



SUSAN HELZERMAN



FOUNDER USA

GORDON & JULIE HERBERT

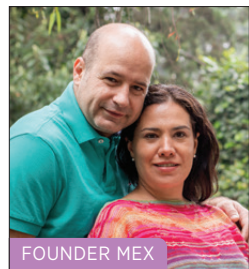


RYAN & MELISSA HERMAN



FOUNDER MEX

JUAN CARLOS SUAREZ HERNANDEZ & ARACELI VALENCIA SANCHEZ



FOUNDER MEX

IAN & PAOLA HERREMAN



FOUNDER USA

TERRY & MARIA HEUSER-GASSAWAY



JESSE & NATALIE HILL



STANLEY HO & LAM YEE MUN



FRANI PISANO & HERB HOELLE



SHALEEN HOGAN



TONI & ROBERT HOLLAND



JOY HORSEMAN

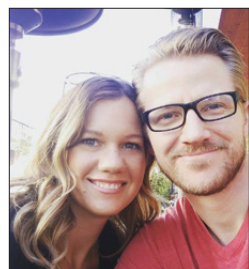


FOUNDER MEX

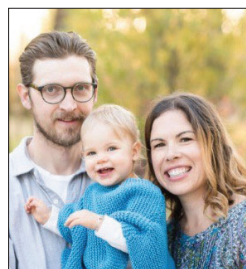
OSVALDHO HOSORNIO & CAROLINA CEREZUELA



JENI HOUSTON



JESSE & BREANNE HOUSTON



JEN & MARTY HOYORD

DIAMONDS



MENG CHIU HSU & HSIU LING HUANG



JEFFERY & MIRANDA HU



FOUNDER TWN

WEN CHIANG SU & HUI YU HUANG



CHRISTY & REID HUGHES



JENNI & SEAN HULBURT



JULIE HUNDLEY



TAKESHI IGARASHI



HIROMI IKEDA



JENNIFER INCHIOSTRO



FOUNDER CAN

CYNTHIA INCZE



YUKI ISHIDA



JASMINE JAFFERALI

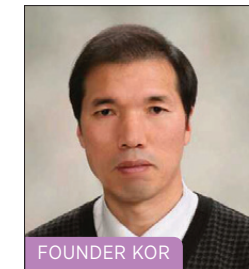


FOUNDER USA

ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



FOUNDER KOR

HABONG JEONG



CHRISTINA JESSUP



AARON & JESSA JOHNSON



ALICEN JOHNSON



KILEY & NORA JOHNSON



BRIAN & RACHEL JONES



JARED & RACHEL JONES



LELAND & ROBIN JONES



LISA & RICHARD JONES



RACHEL JOOS



BILL & DEENA JORDAN

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DIAMONDS



HAGAN & DENA JORDAN



CHIAH HO KAO



FOUNDER JPN
MASAMI KAWAI



TRACI & JACK KENNEBECK



MIKE & KALLI KENNEY



KATE KETTLEWELL



DRS. BRADLEY & JENNIFER KEYS



NICOLE KEZAMA



NICK & DYANNA KILLPACK



RYOKO KIMURA



MELISSA KING



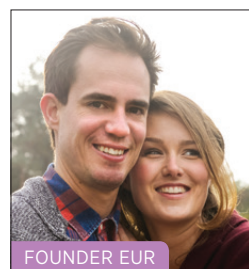
MIE KIRA



TOM & ROMMY KIRBY



MIKE & MEGAN KNORPP



FOUNDER EUR
WILLEM-PAUL & LOUSSANNA KOENEN



FOUNDER JPN
MIKI KOJIMA



JENNIFER KOURTEI



DEBBIE KRAHN



JOE & AMBER KROPF



PU LI KUO

DIAMONDS



WEN HUNG KUO & SHIH AN KUO



DAVID & LOIS LANE



LAURIE LANGFITT



SUSIE LARSON



JAMES & MICHIE LAYTON



FOUNDER USA
NOLAN & PAT LEAVITT



JOHN & CAROLINE LEE



ALLIE & CHRISTIAN LEFER



FOUNDER SGP
CHUA HONG LEONG & LAW SHU LI



ZACH & KYLEENE LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



FUXIAN LI & LING LING ZHANG



FOUNDER TWN
YU YIN LI



HSIAO-CHING LIN



PO HSIU LIN & FANG SU KUAN



YU YU LIN



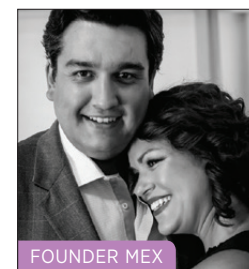
JOHNATHAN & RACHEL LINCH



FOUNDER TWN
WEN CHEN LO



FOUNDER SGP
LEE SEANG LOOI



FOUNDER MEX
CAROL LÓPEZ & LUIS ESTÉVEZ



SHELLY LOYD



YU JONG LU



ERICA ELDRIDGE LUCAS



DWAYNE & TRACY LUCIA

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



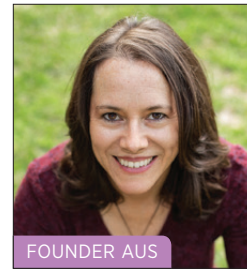
JEN LUKE



STEVE & TRACY LYMAN



BRETT & BROOKE
MAGLEBY



FOUNDER AUS
TANYA MAIDMENT



MAILE & KALIKO MAIL



MILTON MARIN



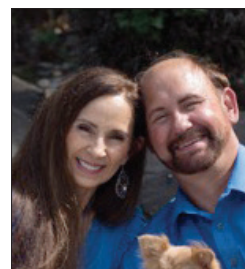
RICK & EMILY MARTIN



JULENE MARTINDALE



JOSH & KEELI
MARTINEZ



JOHN & PATTI MASON



FOUNDER JPN
TERUMI MATSUSHIMA



FOUNDER JPN
SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



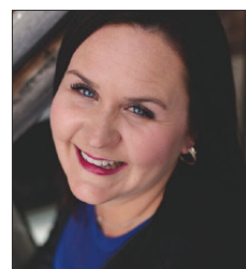
VICTORIA MCADAMS



TONY & AIMEE
MCCLELLAN



KEITH & KERI MCCOY



BRITTANY MCDONALD



SHARON & JASON
MCDONALD



JOSH JELINEO & BEBE
MCFALL-JELINEO

DIAMONDS



SUZANNE & ROBERT
MCGEE



BRITTANY MCLEAN



JEANNE MCMURRY



ROGER & CAROL-ANN
MENDOZA



PRISCILLA & JERRY
MESSMER



BECKY METHENY



JIM & AMY MILLER



KAREN MILLER



GREG & DR. JULIE
MONTGOMERY



SHANNON MORGAN



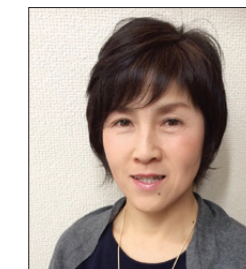
MICHAEL & MELISSA
MORGNER



SOPHIA & PAUL
MORRISON



JANELLE & JUSTIN
MUELLER



YUKARI NAKAGAMI



HOWARD NAKATA



JODI & MARK NAYLOR



ROSIE NERNEY



FOUNDER NZL
DR. MARTHA NESSLER



JULIA NICHOLSON



FOUNDER JPN
YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



FOUNDER JPN
MITSUKO NOMIYA



ERIC & KRISSEY
NORDHOFF



AUSTIN & AMBER
NORDSTROM



KERRY & DENISE
NORRIS

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DIAMONDS



ADAM & TAMI NUHFER



NATHAN & JENNIFER OATES



MUNEHIRO OKUMURA



FOUNDER JPN
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



FOUNDER AUS
JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



MELODY PAINTER



ROBERT & JANELLE PARRINGTON



ELAINE PARSLEY



SANDRA PASCAL



JOHN & LAURA PASTERNAK



MICHAEL & CYNTHIA PATIENCE



DICK RAY & STACY PAULSEN



ANNA PENICK



SARAH-JANE PEPPER & TYLER HERR



CHRISTINA PETERS & MICHELLE MCVANEY



SPENCER & LAURA PETTIT



RYAN & BETH PHILLIPS

DIAMONDS



JENIFER PINTER



VICTORIA PLEKENPOL



GERALYN POWER & DANIEL SALOMONS



MAYRA & STEPHEN POWERS



RUTH PRINCE



TRACY PRINCE



MARIE-KIM PROVENCHER



AUBREY & BOBBY PRUNEDA



JACOB & ABI RAINES



KRISTA RANDALL



ANGELA J REED



KIMBERLEY REID



WINDI & SAMUEL RIFANBURG



ADAM & NISHA RIGGS



FOUNDER MEX
PATRICIA QUIROZ RIOS



REBEKAH & BOB RIZZO



JENNIFER & VERON ROBERTS



JESSICA ROBERTS



SHAWN & AMANDA ROBERTS



CASEY & MELISSA ROBERTSON



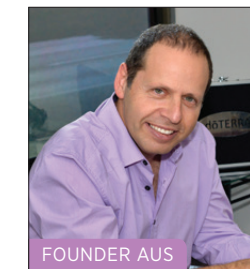
AUDRA ROBINSON



JAMES & KELLY ROBISON



BRITTANY ROSCHECK



FOUNDER AUS
MICHAEL ROTHSCHILD



JOANNA RUSLING

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DIAMONDS



JESSICA RYAN



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



JOSIE SCHMIDT



KATIE & CARLYLE SCHOMBERG

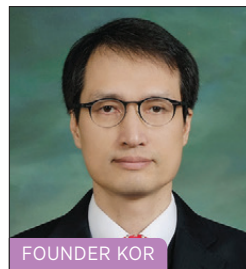


FOUNDER CAN

JANE SCHWEITZER



JULIE ANN SCOTT



FOUNDER KOR

HOON SEO



FOUNDER AUS

HELEN & MARK SHAW



COURTNEY & NICHOLAS SHEPARD



FOUNDER AUS

MARK SHEPPARD & RANI SO



ELENA SIMMONS



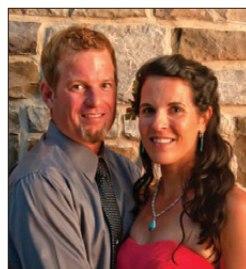
MARY SISTI



ELIZABETH SKAUG



KIM SMADIS



TOM & ERIN SMEIGH



DRS. JORDAN & TRACEY SMITH



ADAM & RIGEL SMITH



KIRK & LANA SMITH



STEPHANIE SMITH

DIAMONDS



MARCY SNODGRASS



ROBERT & SHARLA SNOW



JOE & LAURA SOHN



THERESA SOUCY



ALICIA & JASON STEPHENS



JULIE STOESZ



AARON & AMY STORBECK



VICTORIA STRELNIKOVA



YU KAI SU & LI NGEN HUANG



SHENGHAO SU



DR. MARA SUSSMAN & DWAYNE GRIM



ATSUKO TAGUCHI



YOKO TAKAKU



FOUNDER JPN

HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



FOUNDER TWN

CHEN CHIEN TANG & CHIAH LING LI



AMY & DAVID THEDINGA



PRAMELA THIAGESAN



EVAN & ADRIENNE THOMAS



DAN & AMY THYNG



BILL & ERLEEN TILTON



JASON & ALLISON TRIPP



FOUNDER USA

GINA TRUMAN



FOUNDER TWN

HAO HENG TSAI & HSIN YUN CHANG



FOUNDER HKG

STEPHEN & YVONNE TSAI

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DIAMONDS



HUI YIN TSANG



FANG CHING TSAO



LYDIA TSENG



FOUNDER AUS

CHERIE & MAX TUCKER



RENEE & BYRON TWILLEY



KARI UETZ



JENNIFER VASICH



CHAD & ESTHER VERMILLION



SONDRA VERVA



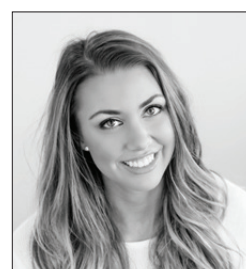
EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



PETE & CARRIE VITT



BROOKE VREEMAN



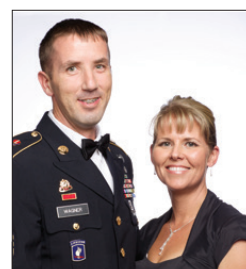
CATHI & BOB WAALKES



HEATHER & AARON WADE



CHERYL & ALAN WAELBROECK



DAVE & KATE WAGNER



TARA & JUSTIN WAGNER



KENNETH & STEPHANIE WAHLBERG



CHAD & SUSIE WALBY

DIAMONDS



BRENT & JENNY WALSH



ERIC & SANDRA WANG



BEN & MEGAN WARDEN



MARK & TAMALU WATKINS



DANA & DAVID WATTS



ELISABETH WATTS



JULIE WEINBERG & MEREDITH KELLY



JOHN & SHAUNA WETENKAMP



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



EMILI & DALLON WHITNEY



AMY & CHARLIE WIDMER



DINAH WILSON



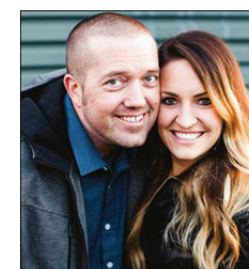
JENNI & MIKE WILSON



LISA WILSON



ROB & MELISSA WILSON



LINSEY & ERIK WILT



NEAL WONG & LISA NAKAMURA



CHRISTINE WORTHY



FOUNDER TWN

CHING CHUN WU



FOUNDER TWN

TUNG HAN WU



HAN LIN WU & YUAN WANG



JOEY & CACHAY WYSON



MIDORI YAMAGUCHI



FOUNDER JPN

HIROKO YAMAZAKI

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DIAMONDS



ELENA YORDAN



FOUNDER JPN

FUMIKO YOSHIMOTO



FOUNDER JPN

MIHO YOSHIMURA



FOUNDER JPN

YASUNORI YOSHIMURA



FOUNDER JPN

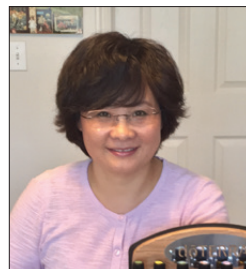
ATSUKO YOSHITOMI



WEN PING YUN & YI YING TSAI



MISKA & ROMAN ZACKA



LIE ZHAO

DIAMONDS NOT PICTURED:

YI CHEN LIN
QUAN JIN ZHOU

PLATINUMS



ALICE ABBA



KELLY ALVIS



CAROLYN ANDERSON



DAVID & SHANNON ANDERSON



SARAH ANDERSON



JENNIFER ANTKOWIAK



KISANE APPLEBY



ELIZABETH BAGWELL



AUDRA & BRIAN BAILEY



DAWN BALKCOM



DAVID & KARLA BANKS



BRADEN & CAMILLE BAWCOM



AMANDA BEACH



ASHLEY BEANS



PAUL & LISA BERGMAN



MELFORD & CONCETTA BIBENS



BRIAN & SHAWNA BIELMAN



VANEESA BOLLER



FOUNDER EUR

BECKY BOWLES



ALINA & RAUL BRACAMONTES



ALLISON BRIMBLECOM



TONI BUNTING



DEBBIE BURNS



MIGUEL & STEPHANIE CALDERON



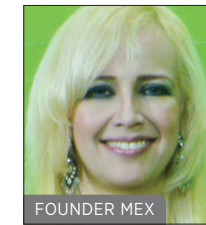
DAWN CALVINISTI



LISA CANIPELLI



ASHLEY CAREY



FOUNDER MEX

GILDA ESTRADA CARRANZA



AMY CASSEDDY



LACEY CHALFANT



KUI FEN CHANG



TERPSY CHRISTOU



JESSICA & NIC CLARK



STUART & CARLIN CLARKE



MERIDETH & BRIAN COHRS



AMIEE CONNER

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PLATINUMS



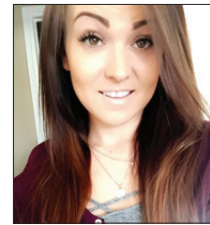
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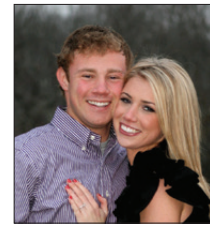
CRYSTY COVINO



DR. JAMES & KIM DAHLIN



EMALEE DAME



ANDREW & BRITTANY DAVIDSON



KEITH & KENDRA DAVY



JOYCE DAY



CECILIA LÓPEZ DE LARA & ANDONI ROMERO DE LARA



FOUNDER MEX
GUILLERMO & IVONNE DE SUAREZ



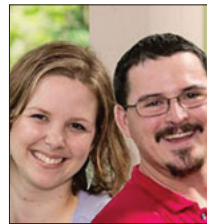
JOANNE DISSANAYAKE



JEREMY & HOLLY DIXON



ERICA DOLAN



LUKE & MAGGIE DUBOIS



SUSAN & WESLEY DYESS



MICHELLE ELSTRO



CAROLYN ERICKSON



DARNIE EWART



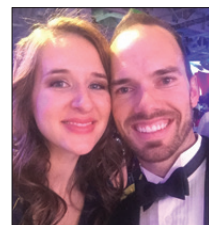
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MIKE & JANA RANKIN FINCH



KIRA FISCHER



DR. BRADLEY & ALANNA FRANKLIN



MARCIA FRIACA



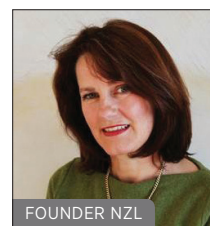
YOUKO FUJIMOTO



KENNY & LINDSEY GALE



DAREN & CRYSTELLE GATES



ANGELA GEEN



FREDRICK & ERIN GILES



KRISTANN GILLIES



VALERIEANN GIOVANNI



VERONIQUE GOLLOHER

PLATINUMS



LUCY GONZALES-ROMERO



LUKE & TERESA GOODLETT



LAURA GARCIA



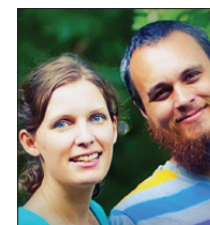
VANESSA GRANATA



LEON GREEN



NATALIE GREIG



DREW & LACEY GRIM



GRIFFIN GUNDERSON



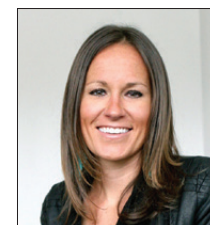
MELISSA GUTHRIE



FOUNDER KOR
BOO KYUNG HA



KATE HAGEN



GRACIE HAMMER



CLIFF & PJ HANKS



DANIELLE HARDEE



FOUNDER EUR
MOANA & MATTHIAS HARDER



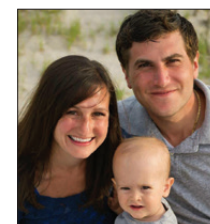
ARIANA HARLEY



TODD HART



KRISTINE HAUCK



ANTHONY & DANIELLE HEIZENROTH



HEIDI & BILL HIGGINS



JULIE & KAULIN HINTON



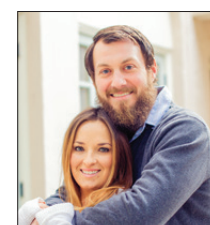
FOUNDER SGP
ELIZABETH HO



PAULA HOBSON



MARK & TRICIA HOFFMAN



ADAM & CASSIDY HOLDSWORTH



GREG & MELODY HOLT



CAROL HOLTZ



BRENT & ANNIE HONE



JACQUELINE HOWELLS



FOUNDER TWN
FU LUN HSIEH & CAROL SUNG



KE HSIN HSU



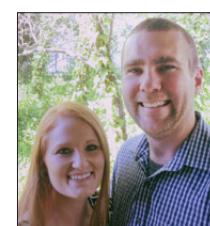
MARY KAY HUESDASH



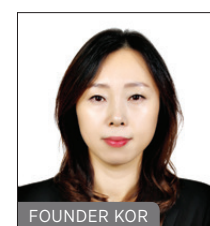
BJ & MEGAN HUNTER



BRIANNE HURDAL



MICHAEL & NANCY HUTCHINSON



FOUNDER KOR
KUN YOUNG HWANG

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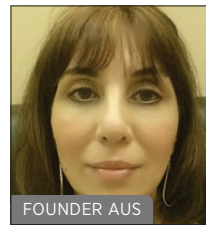
PLATINUMS



AMY INNES



KELLY IRIZARRY

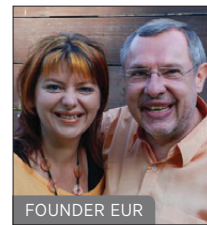


FOUNDER AUS

RELEAF ISMAIL



CAROLINE JACKSON



FOUNDER EUR

SABINE & HARALD JAHN



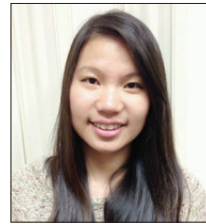
TONY & DONETTE JOHNSON



RACHEL JONES



TIFFANI & D'ARTIS JONES



CHIAO EN JUAN



TZU YUAN KAO



LEAH KARRATTI



CHELSEY KAYSE



KRISTA KEHOE



COLIN & JEN KELLY



KRIS KESKE



AMY & JEROD KILBER



CADE & DOMINIQUE KING



KENTA KIRIYAMA



CHRIS & GARY KIRSCHBAUM



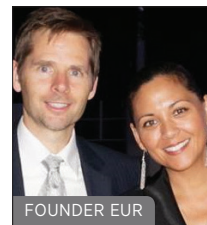
JESSICA HERZBERG KLINGBAUM



YOLANDA KOOLE



SPENCER & RETA KUHN



FOUNDER EUR

JON ERIK & LYNN KVAMME



EDDIE & AMY LAMKE



CINDY LANDES



PEGGY LANGENWALTER



SHARA LANGFORD



ALISON LANGRIDGE



SCOTT & JESSICA LAWSON



SUSAN LEAVITT

PLATINUMS



CECIL & LIANA LEE



REN-MIN LEE



ARLA LEINS



TAMARA LEMMON



REBECCA LEONARDES



CHUCK & CHRISTINA LEROESE



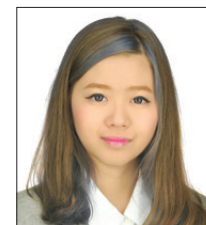
CHING LIN



HSIU FENG LIN



JOANNE LING & TRACEY FRY



HSIAO CHUN LIU



MIN LIU



XIANGLEI LIU



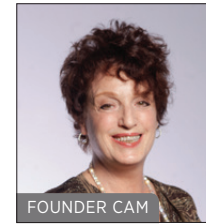
JEN & JEFFREY LONG



TOM & ARI LOWER



HEIDI LUEKENGA



FOUNDER CAM

ADELE LURIE



KELLY MALLINSON



ELIZABETH MARA



VICKI MARCUS



LENKA MARKOVA



AMY MARTIN



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



TIM & EMILY MASCARENHAS



SUSUMU MATSUZAKI



HEATHER MCKINNEY



LISA MECKLE



DR. ALLIE MENDELSON



WENDY MENDOZA



JIMMY & DEIDRA MEYER-HAGER



HOLLY MILLER



MICHELE & TIMOTHY MILLER



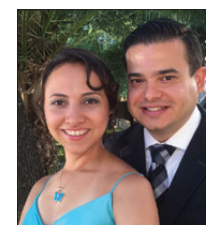
ANGELA MOFFITT



IVANNIA MONGE



DRS. BRETT & RAECHEL MORAN



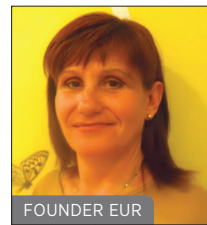
CECILIA MORENO & JAIME HINOJOSA

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



CAROLYN MOSHER



FOUNDER EUR
ANNA VASKOVÁ
MOTÝLIK



HARUMI NAKATA



EMILY NAVAS



KATELYN NEIL



FOUNDER EUR
CHRISTIAN NEUDEL &
GABRIELA HÄUSSNER



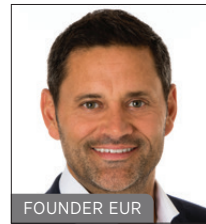
RAY & LAUREN
NEWSOM



ANGIE NG



ALICE NICHOLLS



FOUNDER EUR
FRANK ODDENS



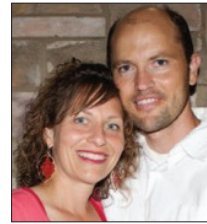
BERNADETTE
O'DONNELL



NARU OGISHI



KAORI OKAMURA



WADE & KRISTIE
OLSEN



SARAH O'MAILIA



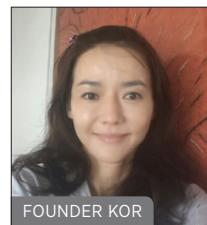
KERY O'NEILL



JENNY OTIS



CHRISTOPHER & AMY
OUELLETTE



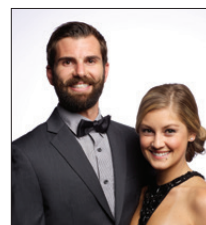
FOUNDER KOR
HA PARK



JAMES & CHRISTINE
PAYNE



JESSIE PINKERTON



BRITT PIRTLE & KYLE
HESS



JESSICA PRESS



AMANDA & KEVIN
RAHIJA



JANET RAMER



CLAUDIA RAMIREZ &
SERGIO ANGE ABUNDIS
RODRIGUEZ



KERRI RAMIREZ



SUSAN REIS



RUTH REYES



NICOLETTE
REYNOLDS

PLATINUMS



KC RHON



BIANCA RODRIGUEZ



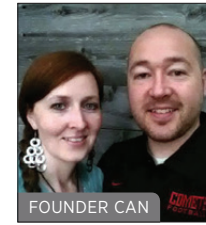
CHANTAL ROELOFS



PHIL & WHITNIE
ROGERS



CANDACE ROMERO



FOUNDER CAN
CORT & KARLI
ROSZELL



PATRICK & MANDY
ROWLAND



ANDREW & MINDY
ROWSER



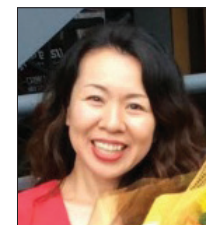
RITA RUNNELS



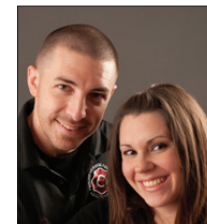
ANDREA RYAN



IAN & JESS SAGE



NORIKO SAKAGAMI



JAMES & MISSY
SANDERS



RUI & JEANA SANTOS



STACEY SARROS



ELIZABETH SCARCELLI &
ANGELO PUGLISI



JIM & SUSIE
SCHIERING



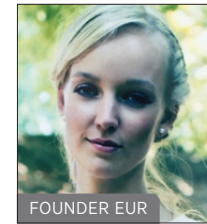
LESLIE SCHMIDT



JENNIFER & CHANCE
SCOGGINS



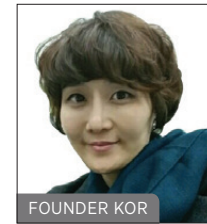
AMY SELLERS



FOUNDER EUR
TJASA SERCER



KEVIN & KESHIA
SHEETS



FOUNDER KOR
EUN YEONG SHIN



LARRY & NIKKI
SHORTS



AMANDA SILICH



FOUNDER AUS
ROBYN SIMON



JODIE SIMPSON



MEGAN SPOELSTRA



ASHLEY SROKOSZ



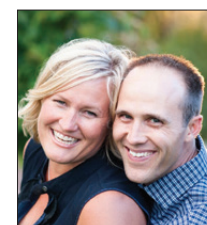
TAMMY STEUBER



DAVE & CALLIE
STEUER



WADE & CHRISTINE
STOLWORTHY



PHIL & LEEANN
STORK



SHEILA
SUMMERHAYS



JENNIFER SUN



SAMUEL & MELISSA
TAEU

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PLATINUMS



PAMELLA TANIMURA



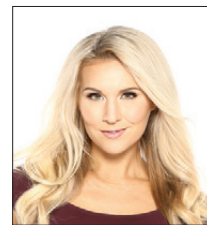
JOY TARPLEY



KELLY TAYLOR



KELLY TERRY



MEAGHAN TERZIS



JOE & ANNE TETZLAFF



FOUNDER CAN
PATTI TINHOLT



JEN TOMAZINCIC



ANI TOROSYAN



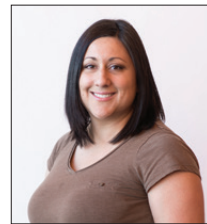
GLENN & JESSICA TRAVIS



BRIAN & AMANDA TRENT



CORRIE TREWARTHA



JENNIFER UPCHURCH



RYAN & MELISSA VALLELUNGA



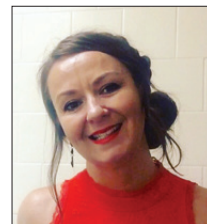
ANNET VAN DORSSER



ALI VAN ZANDBERGEN



CIERRA VANDERPOL



JODI VANDERSTAAY



BILL & MARILYN VANDONSEL



ZACHARY & DANA VINEYARD



CASEY VON IDERSTEIN



LORINDA WALKER



WARREN & KELLY WALKER



HIROMI & SHIGEO WATANAB



NATE & KAROL WATKINS



ZACH & KELSEY WATSON



TODD & JODI WEAVER



FOUNDER SGP
LIU WENHUI



RYAN & TARA WERNER



RANDY & SUMMER WHELCHER

PLATINUMS



HALIE WHITAKER



LORI WILLIAMS



FRED & MARTI WINKLER



DANELLE WOLFORD



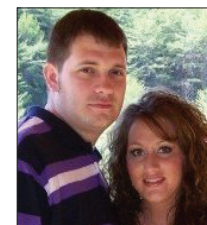
JOHN & CHRISTINA WOMBLE



RAVEN WOODS



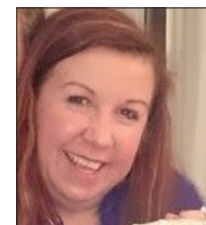
MICHELE WRAGG



JOHN & JESSICA WRIGHT



YI TE WU



PENELOPE WYNNE



ALISON YEO



TERUMI YUASA



KRISTI ZASTROW



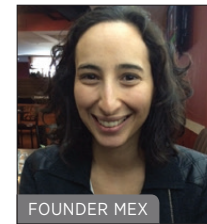
GARY ZHOU & LAURA WANG



SCOTT & LISA ZIMMER



ETHAN & CHRYPELLE ZIMMERMAN



FOUNDER MEX
DIANA FALLENA ZONANA

PLATINUMS NOT PICTURED:

AIMEE DECAIGNY
ADRYAN DUPRE
CHRISTINA GARDNER
DANIEL HAMILTON

STACEY HART
WEI CHIEH HSU
HO NIEN HUANG
DR. KEVIN HUTTER

KATIE KLINE
ELIZABETH MATSAKIS
SHERRI PRICE
MYRA QUINN

KATIE RAGSDALE
SATOSHI SHINZATO
DIANNA SMITH
TYRONE VICKERSTAFF

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF FEBRUARY 2017.

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