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Congratulations on Reaching Presidential Diamond Eric & Kristen Pardue

FRANKLIN, TENNESSEE, USA

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

The biggest hurdle has been going through pregnancy and the newborn/postpartum stage while building my business. My second baby had nursing issues, so it was a difficult journey during that season. Juggling being a mom to little ones, serving my team in the highest capacity, and also growing my business was challenging until I learned it was wise to make an investment and hire help (and also have my husband quit his job). If I could change anything, we would have had my husband quit his job and hired our nanny sooner. Now I truly have the freedom to enjoy every part of my day.

What advice would you give to someone who is trying to reach Presidential Diamond?

My advice is to make sure you don't go into 100 percent management mode of your teams. What can easily happen at the higher ranks is you pour everything you have into your team, and you forget to keep growing your own business. Never stop teaching classes and sharing oils. If you want to rank advance, you can't stop enrolling. Once you hit Diamond or above, you must learn the art of time-blocking and giving part of your time to leading and inspiring your team, and the other part to enrolling people and expanding your network.

“We’re excited to be able to bless more and more people through the fruits of our hard work.”



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

I'm motivated by seeing this business change the financial, emotional, physical, and spiritual aspects of our team members' lives. I absolutely love watching their dreams come true. I will never quit working and growing my business because it's my passion to change lives and to help people live in complete freedom. To whom much is given, much is required. I feel we have been given a gift in this business, and if I don't use it to help and serve people, then I'm wasting that gift.

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

Hire help! With little ones at home and our third baby on the way, I hit the point where I couldn't do it by myself any longer. That was when Eric and I realized that he either needed to quit his job, or we needed to hire help. He had always wanted to be an entrepreneur, so he was excited to quit his job and join me. We also hired a nanny. We look at hiring help as an investment for our business. If you can hire help for things you don't have time to do, you'll have more time to focus on growing your business and doing money-producing activities.

How has this business changed your life?

Before our dōTERRA business, Eric and I were living paycheck to paycheck, both working full-time jobs to make ends meet. I wanted so badly to be able to stay home with our toddler, but financially it wasn't possible. When the dōTERRA opportunity came into our lives, I never dreamed I could make enough money to quit my job. I just kept sharing the oils and teaching classes because I was passionate about sharing natural health options. When the money started rolling in, I realized my dream of quitting my job could come true. We now have two boys and a third baby on the way. Eric and I have been able to quit our jobs, and we have been able to buy a beautiful home. We went from survival mode to being able to give to causes and people close to our hearts. Our lives are forever changed, and we are grateful to our Savior, Jesus Christ, for our blessings, and to dōTERRA for creating the best opportunity possible.

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?

I think that Diamond is harder to maintain and more stressful because most Silvers haven't fully taken responsibility for their team and aren't 100 percent committed yet. It usually takes Gold and Platinum for builders to take full responsibility and be able to do the dōTERRA business full time. Everyone should want to hit Presidential because this rank means all of your leaders are taking complete responsibility of their own teams, and your business is more sustainable compared to any other rank. This means Presidential Diamond is actually less work than Diamond or Blue Diamond.

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

I still do the majority of our dōTERRA business. I teach classes, lead business meetings, and take care of our teams' needs on a daily basis. Eric does behind-the-scenes work; he takes care of our taxes and money, and runs our numbers for hitting Presidential each month. He also does a great job of encouraging husbands in supporting their wives.

What else would you like people to know?

Learn as you go. Just because you don't feel you have what it takes to hit Diamond, Blue Diamond, or Presidential Diamond right now doesn't mean you won't learn everything you need on your journey there. If our accomplishments were as quick as we wanted them to be, we would miss out on the beauty in the struggle. The struggles have forced me to develop perseverance and become a better version of myself. When you have moments of uncertainty, remember that many of us have felt that way. The key is personal development and doing whatever it takes to build your belief or strengthen certain skills. As long as you're teachable and willing to grow, you'll get there. 💧



Congratulations on Reaching Presidential Diamond

Gabriel & Holly Lo

MONO, ONTARIO, CAN



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

Fear and self-doubt. I sort of stumbled into this business as a customer who loved the results I was seeing in my family. I wasn't prepared for the leadership role, but I am so grateful that my upline pushed me in all the right ways. I believe hurdles are speedbumps that cause us to slow down enough to evaluate how we need to grow. As a mom, I have had to overcome the challenges of homeschooling, a toddler at home, a child with learning challenges, and all the things

that come at you as a parent and business owner. My Why from day one was to have the income that would allow me to be a full-time mom, and as our team grew quickly, it seemed as though that time freedom would never happen. Then I realized there were many tasks I could delegate so I could have time with my kids. Another hurdle can be having your spouse join you. It's an amazing option, but it brings a new dynamic that must be navigated wisely. Having clear communication about your strengths, each other's expectations, and your roles in the business is so important.



What advice would you give to someone who is trying to reach Presidential Diamond?

Plan, plan, and plan some more. Presidential doesn't just happen. You need six leaders who are all in. Start planning once Blue Diamond is solid—roll out your strategy to your qualifiers first and make sure they are up for it. Then share with your team what it will mean for them to be a Presidential team, because it's not just about you. Build that excitement so when you go for it, they are ready to explode into that month! We know that by mid-month, leaders start to lose steam. Bring in someone who can inspire them to refresh their energy and refocus. Lastly, push through to the last hour on the last day. I have experienced many miraculous volume increases on the last day at various ranks; Presidential is no different.

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

It takes some time to find your "groove" when transitioning to working together. Take the StrengthsFinder test from Gallup, and learn everything you can about how to complement your strengths. Clear communication and expectations are so important. Don't be afraid to get outside coaching for couples!

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?

In many ways, this rank is less stressful because people respect your success, and you attract people on a different level. Your focus becomes so much more outwardly focused at Presidential because you now want your leaders to experience the Diamond ranks. Your leaders are more invested in their own success, and it is so fulfilling to see them succeed. The benefits of this rank are numerous! The ability to serve on a higher level is what keeps me going. There are still people who need what we have to offer, so I will continue to offer it.

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

We chose to homeschool this year because my oldest struggled with learning issues. I was terrified to step into homeschooling for him because I didn't know how I was going to balance that along with my other two small children. The best thing I did was to hire my friend and frontline Diamond, Vicki Marcus, who used to be the special education teacher at my kids' school, to come three mornings a week to homeschool the kids. This extra help allows me time to meet with people, as well as time for my husband and I to start our week off with an hour together to set our intentions for the week. It's not a perfect system—there are many days when balance is out of the question, but that's where we have grace for ourselves, learn, and start fresh the next day.

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

The fact that I know there is one more mom out there feeling like I felt: completely alone and hopeless, wondering if she can go on, feeling helpless to find answers for her child or herself. If I have something that even one person needs, why would I stop?

How has this business changed your life?

This business has taught me about healthy boundaries and has grown my ability to inspire and lead others. It has pushed me out of my comfort zone, but in baby steps so I could grow and move forward. It has created beautiful friendships and expanded our "family" with close relationships. It has shown me the joy in servant-leadership and how exciting it is to help others reach their goals. I stopped dreaming for so many years because it hurt too much to dream of things I thought I couldn't possibly make happen; this journey has given me the ability to dream big again. 💧

"This business has allowed me to serve others in a capacity I had only dreamed of doing."

Mary Sisti

MISHAWAKA, INDIANA, USA



LIBERATING & POWERFUL

When Mary Sisti's daughter experienced health issues, they were given limited options. Mary recalls, "I was uncomfortable pursuing these options, but I felt like I had no alternatives. I was left feeling helpless; I remember this feeling vividly. When I approached other moms for advice, I realized this feeling of helplessness was more common than not and had become a social norm." However, Mary refused to accept this "norm" and began searching for alternative solutions. What she found was dōTERRA.

While Mary originally tried the oils as a solution to support her daughter's health (and was amazed at the positive results), she soon discovered that everyone could benefit from essential oils. Mary's approach to her business came naturally to her, as she dedicates her time to helping others with dōTERRA just as she would care for her

patients. "The key ingredient in being successful in the dōTERRA business is opening your heart, showing empathy and compassion toward others—whether they are suffering physically, emotionally, or spiritually—listening to them, and offering up solutions to their needs."

Throughout her journey, Mary feels blessed to have the support of her family, her friends, and her team. Her daughter, Kiara, is the reason she found dōTERRA in the first place, and Mary feels that Kiara continues to teach her every day. Mary is also grateful for the encouragement and support of her fiancé, Jason, who always believes in her. Her team has been an integral part of her support system as well. She explains, "My team pushes me beyond the limits of what I wouldn't have even dreamed of doing before my dōTERRA journey. I have been blessed beyond measure,

and the rank I've been able to achieve as a dōTERRA leader is a mirror image of the amazing team standing by my side."

As she leads her team, Mary has found that it is essential to maintain open, honest communication. She says, "I found that when miscommunication starts to override truth, it often causes individual and team stagnation. I encourage my team to speak up about their feelings, to approach every individual with love, and to believe that all people act with good intentions." Mary has also learned that it is important to be able to have hard conversations in an open, respectful way—which is crucial in both business and life.

Mary is amazed by the personal growth she has experienced. One of the greatest lessons she has learned is to empower herself. "I went from blaming

"Our children are our best teachers, and I am a more compassionate, empathetic, and grounded person because of my daughter."

others for my misfortunes to taking 100 percent responsibility for my life and my business. This is the most liberating, powerful change that has come about

on this journey. Little did I know when I opened up my first dōTERRA bottle that I also opened up my second chance at a more peaceful, happy, and contented

life. I originally tried dōTERRA to help my daughter, but I didn't realize how much it would save me and those lives I touch with just one drop."

FIVE DIAMOND KEYS

1 HEART. "Lead mostly with your heart and not always with your mind. Let your heart and intuition guide you along this journey."

2 FAILURE. "The dōTERRA journey is a rollercoaster of ups and downs, but it's the failures that allow us to learn and grow. Embrace your failures and mistakes, and let them guide you in another creative direction."

3 LISTEN. "Listen more and talk less. People want to be heard. By becoming a better listener and asking more questions, I became a more effective teacher and have been able to offer better oil solutions for people's needs."

4 SELF. "Serve others, but first, serve yourself. Fill your personal cup every day, especially if you are a parent or a spouse. Relearn how to sometimes play before work. Find your balance, whatever that may look like for you."

5 FAITH. "Ask God or the Universe to help guide you always, and never stop searching and learning. Learn how to let go of knowing everything, and allow faith to step into your life. The more faith you have, the easier and more at peace your life will be."

Alicia Goodwin

LONGFORD, VICTORIA, AUS

ALL IN

Alicia Goodwin had used essential oils as a teenager, but somewhere along the way, she stopped using them. When her sister, Kim Reid, reintroduced her to essential oils, Alicia was excited to begin using them again. Alicia recalls, "I was very keen to get my oils and use them with my family." She knew dōTERRA oils were special from her first experience with them.

Alicia was also immediately intrigued by the business opportunity. Kim was enthusiastic about the business model, and Alicia could see that it was an incredible opportunity. However, for a period of time, Alicia held back. "Unfortunately I am a pessimist, and I assumed the business was too good to be true. I came up with a million reasons why I could not succeed." For the first while after starting her business, Alicia did the bare minimum, but she was still advancing in rank. This led her to reevaluate how much she was investing in herself and her business.

Alicia decided to dive in and give her best effort. She says, "I stepped it up

and started treating it like a business. I put in more time and effort, and I made a commitment to myself to work hard and not give up." Alicia soon hit Gold, which had been her dream goal. But this helped her realize that there could be much more in store for her. "I thought I would be happy reaching Gold, but this was just the beginning for me. I realized that if I can hit Gold, then I can hit Diamond."

Since then, Alicia has remained dedicated to her dōTERRA business. For her, sharing is easy because she has full confidence in both the dōTERRA business opportunity and the products. She is also eager to share the time and financial freedom she has found with others. Alicia and her husband have two children, and Alicia loves the freedom she now enjoys to adjust her schedule around her family.

In addition to the constant support of her husband and children, Alicia is very grateful for encouragement and help from her sister, Kim. Alicia explains,

"As long as you keep doing the work and don't quit, you can't fail with this business."

"Kim showed me that I am more than capable of being successful in a career like this. Kim has also been a leader in setting up in-depth training for dōTERRA Australia and making this information easily available. Without this, our journey would have been much more difficult."

Just as Kim has helped Alicia drive her business, Alicia is committed to helping her own leaders and team members find success. She says, "If I can do this, anyone can. I have no particular gift that made me successful. I just did the work, supported my leaders, and did not quit. I want everyone to find this same success."

Alicia is now dreaming big for her own family's future. "My life is unrecognizable compared to before I started my dōTERRA business. This opportunity has allowed us to ask ourselves, 'What do we want in this life?' This has opened so many doors and so many opportunities for us and our children—opportunities we never dared to dream of before."



"This business has been life changing for me and my family. I cannot stand by and reap the benefits without shouting it from the rooftops in hopes that it can change other people's lives too."

STEP IT UP

Share your experience. "When I share the business opportunity, I share the timeframe of when I hit the ranks. They can see from my experience that it is achievable. I explain that they can do it faster or slower than I did, depending on the amount of work they are willing to put in."

Build with those who want to build. "Support and build the people who are moving toward you. Don't chase someone to do the work. If you have someone actively building the business with you, treat them like gold and help support them to succeed. In turn, they will help you back."

Mentor your leaders. "I feel that mentoring is the most important activity when going for Diamond. Your team is so much larger now, and you need to work closely with your leaders to make sure they are supporting their teams. Keep the energy high, and keep them motivated to reach their goals."

Margherita Humphries

WAMBERAL, NEW SOUTH WALES, AUS

NEWFOUND PURPOSE & FREEDOM

Margherita Humphries likes to say that she was a product user for about five minutes before deciding to jump into the dōTERRA business. She met her uplines at a market and was immediately drawn to the essential oils. Once she used the oils with her family, she knew she needed them to support her family's health.

Since then, Margherita has remained committed to sharing the oils in order to give others the same opportunity to improve their wellness. With a background in both personal training and accounting, Margherita has a passion for health and wellness, as well as an understanding of business potential. This made the dōTERRA opportunity a "no-brainer" for her. She explains, "The compensation plan made sense. The culture resonated with me. The oils work. They're pure and they're natural. I had been looking for this exact thing, but I didn't know it would be in the form of essential oils." As soon as she learned about the business opportunity, Margherita knew it was a great fit for her.

When Margherita started sharing, her Why was to empower others with natural health solutions, and to enable her family to be in better control of their health and finances. Although her Why has evolved, she has maintained a focus on empowerment and freedom. She says, "I'm deeply inspired every day to show people there is another way—another way with health and proactive wellness, and another way to live that provides freedom and abundance. This kind of abundance allows you to care for and

be there for your family, and make a difference in your community."

Through dōTERRA, Margherita has learned to be more proactive about health. "We're so conditioned to wait for something to happen, or wait until we're not feeling well before we do something about our health. With these incredible essential oils and other products, we have the choice to focus on being well!" Margherita especially loves that her sons now look to the oils as solutions for their physical and emotional wellbeing. She is dedicated to sharing that empowerment with others.

Margherita is also grateful for the ways dōTERRA has allowed her to be there for her family. She and her husband, Greg, have four young sons, and they use the oils every day. Greg has been supportive of Margherita throughout her dōTERRA journey. "Whenever I have a class to teach or need to be somewhere farther than a car ride away, Greg holds down the fort at home. It's no small feat to take care of four young, active boys! He does an incredible job, and I am blessed to be able to run my business. Greg also looks after my books and all things logistic and metric." With the time freedom provided by her business, Margherita and Greg enjoy being able to spend time as a family with their boys.

Now that she has reached Diamond, Margherita is excited to see what else dōTERRA has in store for her and her family. With newfound time and financial freedom, and a purpose focused on sharing wellness, she is eager to continue her journey.

"Decide that you want to be a Diamond leader and do not give up. There is no option to stop."

GROW TO BE A LEADER

START OUT RIGHT.

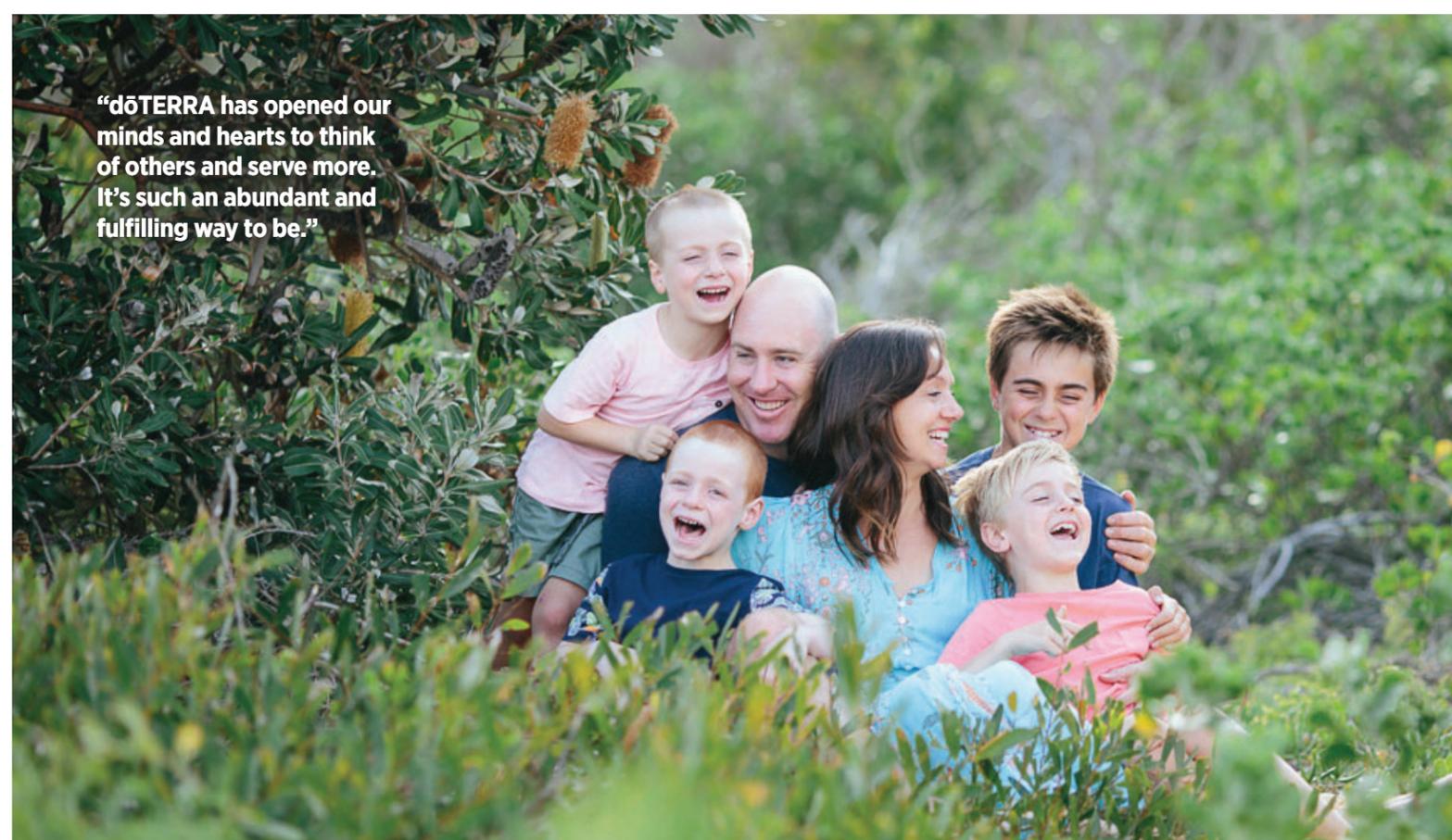
"Start. Don't wait until you know everything. Use your oils. Focus on your health and wellbeing, and use your oils for this every day. Work with your upline; this business is a team effort. Be prepared to be of service and work with your team. Seek advice. There is someone who has done this before you, and we are blessed with this dōTERRA culture to be able to be supported."

FOLLOW UP DILIGENTLY.

"People need time to use their sample and process the information before they are ready to make a decision. We're all about relationships and nurturing—not sales—and this means meeting people where they are. If we're diligent and continue to follow up and invite, there will come a time when your contact feels comfortable and ready to join you."

STEP INTO LEADERSHIP.

"Decide that you are a Diamond leader, and set about stepping through the milestones to get there. Be the kind of leader you would like to have supporting and leading you. Be prepared for the voice that says, 'Who are you to be acting like a leader?' Focus on your and your team's goals so strongly that the voice is no longer relevant because your mission is more powerful."



"dōTERRA has opened our minds and hearts to think of others and serve more. It's such an abundant and fulfilling way to be."

Matthias & Sabine Quaritsch

EUROPE

Life Changing

While Matthias and Sabine Quaritsch were experimenting with essential oil products from another company, Matthias noticed that an old friend, Adheesh Piel, was also using essential oils. Matthias contacted Adheesh, who sent them a package with some dōTERRA essential oils, toothpaste, and the dōTERRA Lifelong Vitality Pack®. Matthias and Sabine recall, “We started using the toothpaste. That was simple, and we were quite impressed. The rest of the package was lying somewhere getting dusty because we didn’t know what to do with it. In a long Skype talk with Adheesh, he explained and showed us how to use the oils. Then the journey started.”

As Matthias and Sabine started using dōTERRA essential oils, they noticed immediately that the oils were unique. They began researching the business opportunity as well. Both Matthias and Sabine have backgrounds in marketing, and they both had experience in leading teams; however, they still feel they have learned so much during their time with the dōTERRA business.

Matthias and Sabine work together in the business and split up responsibilities according to their strengths and preferences. Matthias explains, “Sabine is very enthusiastic and has a good emotional connection with people, so she usually does the intro classes and new contacts. But it depends on the audience—sometimes I do the intro classes when it feels right. I am a quieter person, and a bit more rational. I also take care of the financial aspects. We do the trainings together, and we also work on strategy and new projects together.”

The Quaritsches also feel blessed to be able to work with their two children—their 23-year-old daughter and 20-year-old son. “They help us a lot with the daily business, and it’s so much fun to work with our kids! It gives a new quality to our family relationships.” While their children are older, it can still be a struggle at times to balance family with business. For Matthias and Sabine, the silver lining is that with their dōTERRA business, they see each other more often because their work is based at home.

The Why that keeps driving Matthias and Sabine to share dōTERRA products is their passion for helping others improve their health and wellbeing. They love sharing the dōTERRA business to help others gain financial freedom as well. “We want to help our friends to live their dreams in life.” Matthias and Sabine also each have their own unique Whys that push them to work harder. Matthias explains, “My Why is to be able to live in freedom with my family—free from financial limits, free from restrictive working hours, and free from a boss who tells me what to do. Sabine’s Why is a ranch with horses, where our family and friends can come, and where we can establish a retreat to create ideas and to train people.”

While they still have more to accomplish, Matthias and Sabine are grateful for the changes that have already come into their lives thanks to dōTERRA. “Our life has completely changed. Work doesn’t feel like work anymore. From here, we still have so much to learn. Stay curious and open.”

“dōTERRA is far more than just the essential oils. It’s a lifestyle—a chance to do something you’ve never done before.”

SUCCESSFUL STARTERS

DON’T REINVENT THE WHEEL. “Listen to those who are already successful with the dōTERRA business. Take their advice, and copy as much as you can. There is no need to invent the wheel again—there are already a lot of wheels on the road, so just take one of them.”

USE YOUR UNIQUE TALENTS. “Think about what is special about you. Is there anything that you are really good at? Everybody is good at something! Can you put this together with the oils and the business?”

DEVELOP YOUR SKILLS. “Is there something that is necessary for your business, but you aren’t good at it? Look for help! Help yourself develop new skills and become competent in what you need to do.”

REMEMBER YOUR WHY. “The most important thing is your Why! Wake up with your Why, go to bed with your Why, put it on a note that you keep in your purse, write it on your coffee cup, change it if you like.”

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

Kenta Kiriyama

JAPAN



A SECOND
CHANCE

“dōTERRA is not profit oriented—we are people oriented.”

“With the dōTERRA business, I can help create better communities and also improve my life financially.”

The first time Kenta Kiriyama was invited to join the dōTERRA business, he declined. He was working as a journalist who shared products with physical and environmental benefits, which led to his introduction to dōTERRA products. After declining the invitation from Mr. and Mrs. Takeda to learn about the business, he couldn't stop thinking about dōTERRA. Kenta asked to meet with them again a few months later, and this time, he committed to starting his dōTERRA business.

Kenta had worked in direct sales previously, and he could see from the beginning that the dōTERRA business is unique. He says, “I noticed that dōTERRA is different from other direct sales companies, even though they are in the same industry. dōTERRA is not profit oriented—we are people oriented. I love the culture of taking care of each person and focusing on the products.” Even when Kenta shares the business opportunity with others, he maintains his focus on individuals and the products. “I first let people enjoy

the products. If I see someone who is really in love with the products, then I ask them if they would like to share the dōTERRA products with others.”

As he has built his business, Kenta has received immense support from his upline and his family. He explains, “Mr. and Mrs. Takeda, my upline, have helped me significantly. They have taught me not only about work, but also about becoming a better person. They are my great mentors and educators. They have a huge heart, and they sincerely care about each person.” Kenta is also supported by his wife, who takes care of their family and helps Kenta focus on details when needed.

Since he began his dōTERRA business, Kenta has seen several changes in his life. He explains, “My life has become more stable financially, and I am grateful that I have been able to decrease my debt. As my life has become more financially stable, I have become less stressed, which has helped me to focus even better on my

work. I have gained more confidence and a greater desire to influence people.” Kenta is especially dedicated to positively influencing his team members. He feels that his team has built a great community where they can support each other.

Kenta's team was also one of his major motivations to achieve Diamond. “I wanted to lead my team in a better direction. I also wanted to take care of my family well and increase my income. I promised to myself that I would become Diamond, and I wanted to prove that the training offered by my upline was right.” In his journey to reach Diamond, Kenta found that the key was to work on personal development as well as business development. He explains, “I needed to face my own weaknesses and shortcomings, and I needed to ask myself why I was stuck. I needed to improve myself through the journey.” As he looks to his future in his dōTERRA business, Kenta is committed to continuing to improve himself.

ADVICE FROM A DIAMOND

INVITE TO EVENTS

“It is important to invite people to a specific event or workshop that meets their needs and interests. Then you need to follow up and ask how they felt during the event. It is necessary to always think in advance about what kind of information would be helpful for them to enjoy improvements in their life.”

LISTEN TO YOUR UPLINE

“I advise you to listen to your upline members with an open heart and mind. They give you advice because they have a desire to help you succeed. Before you doubt the advice, please doubt your way of doing things.”

FOCUS ON THE ESSENTIALS

“I focus on three key points: how to enroll new members, how to help members to continue LRP, and how to cultivate more business builders. I try to recognize my team members' strengths and provide the necessary support they need at the moment. It's important to understand their challenges and needs.”

Darlene LeVan
Garden Valley,
California, USA



ALL ABOUT HER TEAM

“My relationship with my team is priceless. That has made Diamond Club worth all the long days and many miles traveled away from home.”

After first experiencing Diamond Club when her upline leaders participated, Darlene LeVan knew that Diamond Club could spur immense growth on her team. When she decided to participate herself, she knew it would be all for her team. She explains, “I wanted to give each of my team members an opportunity to grow in dōTERRA and reach their goals before the end of 2017.”

While Darlene knew that Diamond Club could bring great results, it wasn't without its challenges. Darlene learned to develop clear goals and outcomes from the start, to be flexible in changing her plans during the season, and to communicate the vision to her team regularly. Through it all, she was motivated by her own Why and her team members'

Whys. “What kept me going was knowing my Why from the beginning, as well as knowing my leaders' Whys for their own teams.” With her team constantly in her mind and heart, Darlene persevered through the difficulties and rank advanced to Gold.

Since she completed Diamond Club, Darlene has seen increased customer volume each month, as well as personal development in herself and growth in her leaders. She found it key to create a system to assist the growth of her customers and team. She says, “There will be growth and development during the season, but the outcome and sustainability you can have afterwards is worth the short-term sacrifice for the long-term freedom.”

Marie-Christine Morin
Levis,
Quebec, CAN



THE EXAMPLE

“Be the example. Be the leader you want to attract. Everything starts with you.”

When Marie-Christine Morin committed to Diamond Club, she committed to being an example to her team. She explains, “I wanted to be an example of perseverance and determination. It was not about me, but about ‘we.’” This drove Marie-Christine's motivation over the four months of Diamond Club.

Never one to do anything halfway, Marie-Christine knew that Diamond Club would require complete dedication. She says, “I've always been deeply inspired by people who put their soul into a project or a cause they believe in. I knew Diamond Club would allow me to support my team in taking action and shining in their own way.” During Diamond Club, Marie-Christine had regular meetings with her team members on how she, as a leader-servant, could help them achieve their goals.

Throughout her Diamond Club experience, Marie-Christine discovered essential keys to success, including the importance of communicating her Why and her vision to her team (which included recording a video of herself explaining her motivations and inviting her team to join her), being organized, and having a mentor she could trust and rely on. She remained committed thanks to the belief that she could impact her team. “What kept me going was the thought that at some point, I was making a difference in their lives, on a personal or professional level.” Thanks to her determination, Marie-Christine's team is now experiencing deeper connections and greater momentum, and Marie-Christine was even able to double rank advance to Diamond.

Liu Wenhui

SINGAPORE

TURNING DREAMS INTO REALITY

“Let’s make the vision of essential oils in every home happen.”

Liu Wenhui knows he may not fit the stereotype of the average dōTERRA business builder. “It’s quite rare for a 32-year-old guy to be in this business.” Regardless of whether he fits the norm, Wenhui is committed to building his business and sharing the essential oils for the same reason as all other Wellness Advocates: he truly believes in the products and the company.

When Wenhui was introduced to dōTERRA essential oils, he had no previous experience with essential oils or with direct sales. But when he experienced the oils and learned more about the business opportunity, he was immediately intrigued. He remembers, “I was open to listening about the dōTERRA business. I was interested in building a residual income, and I wanted to share the benefits of the essential oils.” Wenhui started out by focusing not on how many people he enrolled, but rather on simply building awareness. He discovered that almost everyone who tried the oils loved them.

While Wenhui has had great success in his business, it hasn’t all been smooth

“Building my dōTERRA business has allowed me to develop myself as a person.”



sailing. When challenges arise, he turns to his support system, which includes his fiancée, Felicia, his upline, Lee Seang Looi, and his sideline, Elizabeth Ho. Felicia has been supportive of Wenhui throughout his journey, and both Seang Looi and Elizabeth have worked alongside Wenhui as they build their businesses. Wenhui says, “We’ve done so many things together, including monthly classes, boot camps, and brainstorming sessions, and it’s always such a joy. We made a pact to walk the Diamond carpet together, and that really motivated us as a team.”

In addition, Wenhui loves being part of something greater than himself. “After attending my first convention and learning about Co-Impact Sourcing® and the dōTERRA Healing Hands Foundation®, I realized that this is something that is bigger than me. I became more focused on the good we can do when we share the oils. I started with the business, and I’m staying for the oils and how they help improve others’ lives.”

For Wenhui, one of the greatest joys in building his business is the new friends he has made. He explains, “It’s so fulfilling to have team members turn into friends, and subsequently become like family to me. That’s priceless. I treasure the family that my team and I have created in my dōTERRA business. I am honored and grateful to have many amazing team leaders who are in this journey of growth and contribution together. This would not be possible without their trust, dedication, and love.” All in all, Wenhui is committed to sharing the dōTERRA business opportunity and essential oils to benefit others. He says, “At the end of the day, what do we want people to say in our eulogy? With dōTERRA, I find that I am living a life that I can be proud of, making a positive difference in people’s lives.”

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



TOP TIPS

SMART STRUCTURING—“Ask your working upline to learn how to structure well, and check with them for placing new enrollments, especially at the start. Understand the criteria for what makes a member a user, sharer, or builder. Begin with the end in mind. I suggest that you have a board where you draw out the structure for the rank you want to achieve.”

TEAM MOTIVATION—“Help your downline be clear about their Why and their vision. It’s easy to forget why you started on this journey, and at times, it may seem like it’s not worth it. Go back to why you started and the impact you wish to make in this world in your lifetime. Commit to supporting, guiding, and empowering your team members to achieve the vision they have.”

CRITICAL CONVERSATIONS— “When I share the business opportunity, I ask questions to find out whether the dōTERRA business is what they need now. Be genuinely interested. Encourage them to take an honest look at where they are now. Are they living their best selves and doing what they are meant to do? dōTERRA can be a platform for them to fulfill their fullest potential and make a positive contribution to the world.”



Matthew & Amiee Conner

CLARKSVILLE, TENNESSEE, USA



UNSTOPPABLE

“The dōTERRA business continues to open more and more opportunities for us. I’m never going to quit.”

With a background in mental health counseling and fitness instruction, Amiee Conner has always wanted to help others. While she enjoyed her work in the past, she feels she has found true fulfillment in her dōTERRA business.

Amiee was introduced to dōTERRA essential oils by her sister-in-law, Kristen Pardue. Amiee recalls, “I was intrigued by the oils, but I didn’t know much about them. When I got my kit, I was excited but also overwhelmed. Both Kristen and I were new to the oils, so we were figuring out how to use them. The more I used them, the more I loved them.” From there, Amiee started naturally sharing the oils with others.

As she shares dōTERRA essential oils, Amiee feels a sense of completion. “I’m finally doing what I love: helping people. My husband is in the military and we’ve moved a lot, so I felt like I never got to use my degree to its fullest. Now I help people every day, and with the business component, I’m also contributing to my family financially.”

The dōTERRA business opportunity has given Amiee and her family financial freedom they had never experienced before. She and her husband, Matthew, have four children—two sets of twins. The birth of their first two children caused financial strain on their family, but their experience with the second set of twins has been different, thanks to Amiee’s dōTERRA business. “We weren’t planning on having twins again, but we knew that with my dōTERRA income, we would be fine. We’ve also been able to send our two older children to a school that I felt passionately about sending them to. We’re financially free now.”

As a parent, Amiee is also incredibly grateful for the health support the oils provide for her family. They use the oils every day, and her children love being able to use them on their own. Matthew has always been supportive of Amiee in her business, and he provides immense help by taking care of their children while Amiee teaches classes. Family is an important part of the business for Amiee too—her sister-in-law, mother,

mother-in-law, cousins, and other family members are enrolled as Wellness Advocates. They love getting together to talk about how to use the oils and how to build their businesses.

Because Amiee and her family have moved often, she has team members throughout the United States, as well as in other countries. She explains, “My team is everywhere! We do a lot online. There are ups and downs to doing business online. It’s important to always be positive, and share education on the oils. I just focus on helping people, whether it’s online or in person.”

As she continues to build her business, Amiee never loses sight of her Why. “I want to show my kids that they can do anything. As long as you keep going, and you have drive and passion, then you can do whatever you want in your life.”

“Don’t let anything hold you back or stop you. Focus on your passion, and keep going.”



NEW BUILDER ESSENTIALS

1

CLASSES. “The first thing to do is to schedule classes. They don’t all have to be in person—they can be online, like Facebook Live. Classes are important because you need to talk about the oils and get them into people’s hands so they can experience them.”

2

CUSTOMER SERVICE. “It’s all about customer service. We have an amazing product, but it can take time to learn how to use the oils. Give them education on the oils and teach safety. Make sure they have the best experience possible.”

3

FAST START. “Another important aspect to focus on right away is Fast Start. The Fast Start Bonus helps you so you can start building an income. Focus on the Power of 3 as well—it’s a huge boost in income for a new builder.”

“We do the business as a family, together. I love that.”

Karl & Rebekah Barlow

PERTH, WESTERN AUSTRALIA, AUS

When Rebekah Barlow was introduced to dōTERRA essential oils, she already had a successful direct sales company. However, she loved the oils and started sharing them casually with her friends and family. Then a couple of years ago, Rebekah and her husband, Karl, decided to hit the road full time to travel Australia with their business; Karl ran a trade business, while Rebekah homeschooled their kids.

After traveling Australia full time with their four children for one year, Rebekah and Karl were feeling stressed. Rebekah remembers, “Karl was exhausted, and running his trade business for 10 years had seriously affected his mental health and energy levels. He was unable to work much on the road, and our finances were extremely tight. It was the most worrying time of my life.” Thankfully, Rebekah was getting her oils for free at the time thanks to her sharing. When her Diamond leader, Helen Shaw, suggested that Rebekah dive into the dōTERRA business and begin sharing more actively, Rebekah was hesitant.

But she decided to go for it, paid her way to the Australian Leadership Retreat with her dōTERRA earnings, and found a turning point.

At Leadership Retreat, Rebekah caught “the dōTERRA bug,” and she hasn’t looked back since. She fully committed to her business and quickly advanced, especially after participating in Diamond Club. Now, Rebekah loves to share this opportunity with others. “I recommend this business because it brings joy, deep satisfaction, friends, freedom, and personal development. It brings people hope, in a time when so many people have none.” Thanks to her success, Rebekah and her husband were able to sell their traditional business, and Karl now works full time with Rebekah.

As she continues to build, Rebekah keeps her sights set on her Why: to maintain financial and time freedom for their family while doing something that fills their souls. She explains, “We feel called to service, and our ultimate dream is to be able to give our time and resources to charitable projects in Australia and overseas in ways we feel

led. We would like to show our kids how they can be of service in the world.”

For Rebekah, being of service starts with caring for the individual. When she shares essential oils or the business opportunity, she focuses on each person’s needs. “People need to feel that you are genuine, and not just about a quick sale. Building a relationship with someone new is never a loss. I try to always come from the aspect of service and have the person’s best interests at heart. I try to connect with them, and make them feel valued, loved, and special.”

Rebekah feels that this focus on connection and authenticity makes dōTERRA different. She says, “dōTERRA has the most amazing heart for service of any company I have ever seen. It gives people the opportunity to become involved in something bigger than themselves, to make a difference, and to still experience financial abundance. I have never seen such an amazing culture.” From here, Rebekah and her family are eager to continue serving and growing with dōTERRA.



IMMEASURABLY BETTER

“I want to continue to build because our work isn’t done. There are still people who need the oils in their lives.”

FIND YOUR BUILDERS

Look for class hosts. “I find it is best to ask a person who knows they need the oils in their life if they would like to host a class. I have found that a lot of my builders bud from class hosts. At a class, they are inspired and can see it is a simple and fulfilling way to cover the cost of their oils, or more. From there, the business opportunity seed grows in them, just as it did in me.”

Be the example. “Highlight the average incomes, and show people that these ranks and the freedom that comes with them are highly achievable. Tell them your story and journey, and the journey of those above you that inspire you. It can be a foreign concept that people can earn great money while doing something worthwhile that they love, but when they begin to believe this is possible, the magic starts to happen.”

Attract the right people. “I am a believer of meeting people where they are, listening deeply, caring, and connecting regularly. The rest will naturally follow. It’s about attracting the right people through your attitude. We are able to offer the inspiring reality of being involved in something bigger than ourselves, making a real difference in the life of others, and creating time and financial freedom.”

Jo Dissanayake

EVERTON HILLS, QUEENSLAND, AUS

A DEEP WHY

When Jo Dissanayake was introduced to dōTERRA essential oils and the business opportunity, she already had a full-time business in a completely different industry, and she never saw herself doing the dōTERRA business. However, when Jo's husband's role was made redundant in his work, Jo realized she needed to step up and bring in an income for their family. The answer for her was the dōTERRA business.

Thanks to Jo's hard work and success with her business, she and her family now enjoy a level of freedom they had never previously experienced. She says, "This opportunity creates freedom on all levels of your life. You have the freedom to do what you love. My husband, Shami, works a full-time corporate job right now, but we're working together to retire him from his job to give us total family freedom." Even before this dream becomes a reality, Jo and Shami are enjoying the time they have together with their two children. Jo is able to spend more time

with her kids, and she feels she has a better work-life balance.

For Jo, this is only the beginning. She has a deep, powerful Why that continues to drive her every day. A few years ago, Jo and her family experienced struggles with her daughter's emotional health; her daughter struggled with feelings of anxiousness. The oils were one of the keys to helping her daughter better cope with her emotions. Jo's children now use the oils for a variety of purposes, and they even make blends to gift to their friends and schoolteachers.

Now, Jo shares dōTERRA essential oils in the hope that no other family will suffer through the same experiences they did. Jo says, "If I can change one family's life, then that will mean I have done something profound and life changing. That is why I am on this path with dōTERRA." One of the essential factors for Jo is to be authentic when sharing her family's experiences. "I get to share my journey with others and hopefully

give another family hope that there is the opportunity to change their family's life naturally using these amazing oils." Jo focuses on listening to each individual's needs and addressing those needs with a sample so they can experience the benefits of the oils right away.

As she has built her business, Jo has been grateful to receive immense support. Shami takes care of responsibilities at home while Jo teaches classes, holds events, and travels. Jo is also supported by her downline, as well as crossline leaders. Her team and those she has met throughout her journey inspire her every day to continue sharing and improving herself. She says, "We are all just regular people—no one famous or with a large following. We're all driven by our passion for natural health."

From here, Jo remains committed to continuing to share the oils with as many people as she can in an effort to help others. "We're changing people's lives for the better each and every day that we share the bottles of oils."

PROFESSIONAL POINTERS

BE OPEN

"I am open and honest about the opportunity. I tell them that I am just like them; I have worked hard and consistently at my business, and now I am reaping the rewards. I tell them they can do the same if they want it."

COMMUNICATE WITH YOUR TEAM

"Communication with my team was key to reaching Diamond. They knew my goal, and they had their own goals. I asked if they wanted to work with me to get there. We went all-out to do it together."

STAY CONSISTENT

"Keep sharing. Keep following up. Hold regular workshops on a weekly basis. Turn up to business trainings and convention. Don't give up on the dream—just keep getting up every day. Focus on your Why and keep sharing the oils."

"The dōTERRA business has been a life-changer for me. I now get to spend my days doing what I love."

Craig & Sarah Kate Anderson

MUNDARING, WESTERN AUSTRALIA, AUS



THE PERFECT ANSWER

“My children motivate me to continue building my business. I know that I am working now to create a lifestyle and legacy for them.”

From the moment that Sarah Kate Anderson decided to start her dōTERRA business, she knew she would reach Diamond. She was a faithful product user before starting the business, which gave her time to truly fall in love with the essential oils. She says, “I knew from the beginning that I wanted to be a Diamond leader.

I had had so many successes with the oils by the time I started to share that my passion and belief in the product were rock solid.”

For Sarah Kate and her family, the dōTERRA business has been an incredible blessing. Sarah Kate explains, “Since I was young, I knew I wanted to be a hands-on, stay-at-home mom, but I’m also a very driven person, and I want to feel like I’m reaching my full potential. The dōTERRA business opportunity was the perfect answer. Sharing a product that I believe in 100

percent, helping others, and making some income—all while being home and present with my baby!”

Now, Sarah Kate and her husband, Craig, dream bigger thanks to their success with their dōTERRA business. Craig was able to quit his job in order to work full time with Sarah Kate when she hit Diamond, and they are excited to continue building this business together. “He’s always been supportive and a behind-the-scenes part of the business, but now we can really capitalize on each of our strengths

“Our mission is to bring the glory back to our Creator for these pure gifts of the Earth.”

and work together more intentionally.” Sarah Kate and Craig also love that this opportunity allows them to spend more time together as a family.

In addition, dōTERRA products have changed Sarah Kate’s lifestyle and how she cares for her family. While her son, Rafe, is only two years old, he already knows to turn to the oils as a solution. Sarah Kate loves sharing essential oils with other parents, especially mothers. “Because I have grown my business entirely while either pregnant or breastfeeding, I am very confident in the pregnancy and babies niche. I love empowering other mamas and mamas-to-be.”

Because Sarah Kate has seen how the business opportunity has blessed her family, she is eager to share this with others. While her family is always at the forefront of her Why, she is also fully invested in helping her team members to reach their own goals. She says, “I dream of creating and fostering a strong community of empowered, inspiring women who are living lives they love and serving the world with their strengths and passions.” As Sarah Kate continues her journey, she is eager to continue growing and building with her team.

For Sarah Kate and her family, dōTERRA has been the perfect answer. She is able to be home with her children without financial stress, her husband is joining her full time in the dōTERRA business, and she is part of a strong team. She says, “The relationships I’ve formed are very special to me, and I feel like this is a dream come true. I feel like I’m living my true calling.”

YOUR OWN JOURNEY

1

DON’T COMPARE YOUR JOURNEY TO OTHERS. “I find when we start to compare our success or growth with other people, we lose the joy in the journey. We start to doubt our abilities, and our wins start to feel insignificant. Your journey is uniquely designed for you, and it won’t look like anyone else’s. Be okay with that, and keep coming back to your Why when you start to feel comparison creeping in.”

2

COMMIT TO A 3-5 YEAR BUSINESS PLAN. “When people start off and don’t see the ranks or money coming in quickly, they can start to feel discouraged. They are investing a lot of time, resources, and energy with little return in the early days. Trust the process. You are planting the seeds, and the harvest will come in time. Entrepreneurs in other business ventures know that it takes 3-5 years to establish their business; dōTERRA is no different.”

3

START WITH PRODUCT KNOWLEDGE AND EDUCATION. “It’s very important to know the products and educate your audience. Teaching them practical ways to incorporate these oils into their everyday lives will see them signing up, using the products with confidence, and replacing their household items with dōTERRA, which means LRP! And LRP is the main building block to a strong organization.”



“The greatest gift you can give someone is the space for them to create their own magic.”

Amy Innes

HELENSBURGH, NEW SOUTH WALES, AUS

Positive Change

A few years ago, Amy Innes decided she needed a change in her career. She has always been interested in natural health, so she began studying in the natural health field. As she learned more about essential oils, she found they were a great fit for her interests in health and natural solutions.

When Amy was pregnant with her son, she and her husband, Chris, both decided to make major shifts in their careers. Chris started his own business, and Amy knew she would need to leave her job in order to focus on her new baby. Amy recalls, “We were going from two full incomes down to less than half of what we were used to. I had no idea how we were going to pay our bills. At that point, I had been using the oils and absolutely loved them. I decided to dive right in.” What she found was a business opportunity that would change her life.

As she has grown her business, Amy has focused on customer service. Amy says, “I take a lot of pride in helping my customers have an incredible experience.

I teach my builders to run their businesses with integrity and to always do the right thing by their customers.” This focus has helped Amy build a team defined by integrity, service, and a desire to make the world a better place.

Amy is grateful to have had the support of her family, upline, and downline throughout her dōTERRA journey. She explains, “Without my husband, Chris, none of this would have been possible. He is my rock. My mum and dad have also been a huge support, especially with our son. I’m incredibly blessed to have an amazing, supportive upline, and I couldn’t have done any of this without my beautiful downline team.” Although building her business while taking care of her family has presented challenges, Amy loves the unity it encourages in her family. She and Chris share responsibilities at home and support each other in all they do.

Amy feels that her Why is constantly evolving and changing. “My journey began with wanting to create a better

life for my family, both in health and finances.” Now that Amy has found natural health support and financial freedom in her dōTERRA business, she is eager to share it with others. “My Why now is to continue helping and supporting other families to improve their health, and I’m able to mentor other women to create the same health and freedom for their own families. dōTERRA is truly changing lives. I believe that every person has the opportunity to become a Diamond, and I’m on a mission to help as many people as possible do just that.”

Her own journey to Diamond was defined by consistency and hard work. For others who want to achieve the same rank, Amy advises, “Be consistent, continue to reach out to new people, hold classes, don’t give up, and never stop enrolling.” Although she has reached one of her goals in hitting Diamond, Amy isn’t ready to stop. “It has been an amazing journey so far, and I am very excited to see what the future will bring.”

“Many of the women on my team are now my dearest friends. We have created an incredibly supportive community, which I am so thankful for.”



SIMPLY SHARE

Planting Seeds

“I share the oils equally and openly without prior judgment as to whether the person will like or need them. I just educate them on the benefits and allow the person to make the decision. I aim to plant as many seeds as possible, and I know that when people are ready to have these oils in their life, they will let me know.”

Authentic Follow-Up

“I regularly check in with prospects to say hello and have a bit of a chat. Instead of trying to make a sale, I aim to create a relationship with the people I share with, and I listen to their needs. I believe that people buy from people they like, know, and trust, so I’ve found that being authentic and putting their needs first works well.”

True Opportunities

“Share the business opportunity openly and honestly. People can take it or leave it. If you don’t talk about it, people don’t have the opportunity to make the decision for themselves and risk missing out on the opportunity of a lifetime. I share that there is great earning potential and that you can go at the pace you choose.”



UPCOMING dōTERRA® EVENTS

Mark Your Calendar!

Are you excited for this year's dōTERRA events? Events are the perfect opportunity to learn more about dōTERRA, to be inspired, to discover new ideas, and to connect with other individuals who are just as passionate about dōTERRA as you are. Be sure to mark your calendar for these 2018 events!



dōTERRA EVENTS 2018

■ Blue & Presidential Diamond Summit

January 9–11, 2018
Scottsdale, AZ

- › By invitation only—must qualify to attend.

■ Incentive Trip

February 5–9, 2018
Punta Cana, DR

- › (Qualification period has ended.)

■ Leadership Retreat—Orlando

March 13–15, 2018

- Orlando, FL
- › Registration is live! Check out doterra.com to register.
- › Must qualify to attend (Silver-Presidential Diamond Ranks).

■ Leadership Retreat—Long Beach

March 26–28, 2018

- Long Beach, CA
- › Registration is live! Check out doterra.com to register.
- › Must qualify to attend (Silver-Presidential Diamond ranks).

■ Regional Summits

- › Product-focused training
- › The first day of each summit is Diamond+ rank only.

- Orlando, FL
March 13–18, 2018

- Washington, DC
March 26–28, 2018

- Chicago, IL
April 12–14, 2018

- Dallas, TX
April 12–15, 2018

- Vancouver, BC (CAN)
April 14, 2018

- Anaheim, CA
May 17–19, 2018

- Denver, CO
May 17–19, 2018

- Toronto, ON (CAN)
June 2, 2018

■ Wellness Summits

- › Wellness Summits are held in cities throughout the United States and Canada, with dates from January through July. Check doterra.com for the most up-to-date information!

■ Presidential Diamond Trip

June 11–18, 2018

Lake Como, Italy

■ Global Convention—Salt Lake City

September 19–22, 2018

Salt Lake City, UT

■ Global Convention and Leadership Dates

- › Japan Convention
May 31–June 1, 2018

- › Japan Leadership Retreat
July 24–25, 2018

- › Korea Convention
May 17–18, 2018

- › EU Convention
May 18–19, 2018

- › EU Incentive Trip
October 8–10, 2018

- › EU Leadership Retreat
October 11–13, 2018

- › China Leadership Retreat
March 20–22, 2018

- › China Convention
October 11–13, 2018

- › AUS/NZ Convention
March 8–10, 2018

- › AUS/NZ Leadership Retreat
July 20–21, 2018

- › Taiwan Convention
April 19–21, 2018

- › Taiwan Leadership Retreat
July 20–21, 2018

To register for a global convention or leadership retreat, reach out to your local market managers. They'll be able to provide you with more information and help you register!



Are you uncertain of which type of event is right for you, or which events you should recommend to your team members? Here's a quick and easy way to see which events will best match your interests and needs!

■ Product-Focused Events

- Regional Summits
- Wellness Summits—
Saturday morning session
- Global Convention

■ New Wellness Advocates

- Regional Summits
- Wellness Summits—
Saturday morning session
- Global Convention

■ Opportunity Training

- Leadership Retreat
- Wellness Summits—
Saturday afternoon session

Get excited for the upcoming dōTERRA events in 2018! If you have any questions or need more information, check doterra.com or contact Member Services. We're excited to see you at our events!



Iside Sarmiento

COSTA RICA

A HAPPY OCCASION

As a feng shui consultant, Iside Sarmiento was familiar with essential oils—and they almost always gave her a headache. When she tried dōTERRA essential oils, however, her entire perspective shifted. She remembers, “The branding was fantastic. I loved it, and then when I started applying these oils, they didn’t give me a headache, so I could feel the difference.”

Iside was immediately sold on the essential oils as a user, and it didn’t take long before she started sharing as well. “A few days after I enrolled, there was a dōTERRA event near my town, so I invited people I knew through my feng shui business to come for the free event. That night, I started my dōTERRA business in the blink of an eye! I won the prize for bringing the most guests that night, and 10 people enrolled that day. Two weeks later, I was fully

“I am very privileged to be part of this amazing group that God has given me.”

on board.” Because Iside has always enjoyed working independently, the dōTERRA business was a perfect fit.

When Iside was starting out, one of the keys to her growth was to find answers for herself. Her upline has always been supportive, but Iside explains, “When I started asking easy questions, my upline showed me how I could figure out the solutions myself, rather than enabling me to continue

asking easy questions. This helped shape me to become a good leader, not an enabler, and now I’m passing this on to my team.” Iside feels grateful to have attracted a team that is fun, caring, strong, and committed to continually improving themselves. She has also worked to help them build their own businesses, providing tools and information that help them grow.

One aspect of her dōTERRA business that drives Iside to continue sharing is how much fun she has in growing her business. She explains, “I decided to have fun, to enjoy time with friends and family, and to throw parties. Most of my dōTERRA business happens during the night, at social events with friends and family.” Iside values this element of her business and truly enjoys her work. “I’m not in a rush. I’m enjoying the journey step by step, and I know I will get to the higher ranks—it’s simply a matter of how much fun I want to have on the way. Emotional balance and stability are not negotiable for me. My goal in life is to enjoy every possible minute, and if that includes building a business that will take me years but will make me happy, then I’m all in.”

In addition to enjoying the way she builds her business, Iside is driven by her Why. In her words, “My Why has always been my mom. Over the last few years, the oils have brought us a completely new lifestyle. My mom is the motor of everything I do, and it’s about time I give her something back. She’s our family’s number-one dōTERRA fan and always has an oil for everything.” With her focus on giving back and helping others, Iside is eager to continue having fun and improving lives with dōTERRA.

CHOOSING JOY

FOCUS ON HELPING OTHERS

“I see dōTERRA as part of my family. It’s an extension of what I have always done and what I have always believed was the right thing to do: helping others, especially family. While I’m grateful for the financial benefits of this opportunity, even if I couldn’t do the business, I would use the oils. It isn’t about the business—it’s about the quality of life that the essential oils bring.”

HAVE FUN AT EVENTS

“I hold events all the time. They are always designed for comfort. At our events and parties, we have fun, we eat, we drink, we love, we share oils, we have spa stations, and we have the most exquisite blends in our diffusers. Very few events are solely business oriented. Highlight the quality of the oils and how amazing this company is—the dōTERRA Healing Hands Foundation*, Co-Impact Sourcing*, etc.”

PEOPLE OVER STRUCTURE

“I’m still learning about structure. When you work with people, you never know what’s going to happen. I’m always building new legs and strengthening new builders. My doors are open for anyone who’s willing to learn and call me. I support these people, and I truly care about those who want to do this business. The people are more important than the structure itself.”



Lee Seang Looi

SINGAPORE

TOUCHING LIVES

“My dōTERRA business has helped me find my purpose in life.”

When Lee Seang Looi’s former classmate told Seang Looi how dōTERRA essential oils were supporting her family’s health, Seang Looi was intrigued yet skeptical. She remembers, “I thought it sounded impossible that a bottle of oil could do the wonderful things that I was told it could do.” But when the oils provided amazing results for Seang Looi’s daughters, she felt a push to learn more about essential oils and the company.

Having always been interested in natural solutions, Seang Looi wanted to find out how essential oils could benefit her and her family. As she learned more about the oils and used them more, she started sharing them with friends upon hearing about their health challenges. Seang Looi says, “I found that sharing was actually pretty simple. This led me to consider building a dōTERRA business, and I decided that my answer was yes.”

In addition to how naturally she found herself sharing the oils, Seang Looi was also interested in the business opportunity because of its flexibility and the changes she felt it could bring to her family life. She explains, “I am a single mum with two growing girls. I held a job that I loved, but it took up a lot of my time and was highly stressful. I didn’t want my girls to grow up with me being constantly stressed. What made me jump in with the dōTERRA business was

the time flexibility this opportunity offers, and the idea that I could set my own goals and not depend on other people for my success.” Seang Looi now enjoys more freedom to spend quality time with her daughters, and she feels they have formed stronger family bonds.

Seang Looi is grateful to be supported by her family throughout her journey. Her daughters and mother help her with inventory, samples, and other administrative tasks, as well as sharing the oils. Seang Looi receives incredible encouragement and advice from her uplines, including Elena Jordan, Carrie and Fred Donegan, and Nick Killpack. She is blessed with great friendships and bonds with her downline leaders, especially with Elizabeth Ho and Liu Wenhui. These people are the pillars of strength and inspiration whenever she feels things are getting too tough, and their presence always pulls her through.

While Seang Looi started her dōTERRA business with the hope that she would be able to spend more time with her family, her Why has grown and evolved as her business has, and it drives her every day. “When I was younger, I asked myself what would give me peace at my deathbed. The thought came that as long as I have touched one life during my lifetime, I will leave this life in peace. When I started with dōTERRA, I felt that I had found a way to help people and ease their struggles, whether they are physical, emotional, or financial struggles. I know now that I have touched so many lives, but I am not ready to die because I know there are more lives to touch. With dōTERRA, I can build a whole community of people to continue touching lives after I am gone. This is what motivates me—building communities, touching lives, and being touched by others.”

BUILD UP YOUR BUSINESS

DO WHAT IT TAKES.

“Be prepared; do whatever it takes to achieve your goals. It takes time to build a business, just as it takes time to perfect a skill or attain a degree. No effort, no gain. Dedicate enough time to do what it takes to build your business. The more time you put in, the faster you will grow. Be patient, be consistent, and be resilient.”

FIND YOUR BALANCE.

“I realized that balance is all about scheduling, spending time in the right place, and learning to draw boundaries with people. As your teams grow bigger, leaders start stepping in, and things get easier. Leverage technology. It helps me reach out to my team and teach from anywhere. This allows me more time to set aside to be with my family.”

SHARE THE ALTERNATIVE.

“Be factual and truthful when it comes to sharing the business. What we are doing is giving people an alternative—a 100 percent workable, achievable alternative. Help them see that what they are currently doing may not help them reach their goals, but with the dōTERRA business, it is possible. Their investment is really time and dedication.”

“WHAT GETS ME OUT OF BED EVERY DAY IS THE THOUGHT OF HOW MANY PEOPLE ARE OUT THERE, WAITING FOR ME TO HELP CHANGE THEIR LIVES.”



Elizabeth Ho

SINGAPORE

A PROFOUND Transformation

Before she was introduced to dōTERRA products, Elizabeth Ho was searching for essential oils that were pure, safe, and thoroughly tested. When Lee Seang Looi told her about dōTERRA oils and the high quality standards maintained by dōTERRA, Elizabeth was immediately interested, and she decided to do some research. She says, "After doing my own research on dōTERRA essential oils, I was impressed by the meticulous standards in sourcing, testing, and the final product. I learned about the strict protocols in place to

protect the integrity of the oils, and I noticed the quality of dōTERRA essential oils was different from other oils I was accustomed to."

Once she had researched the quality of the oils, Elizabeth started using them on her family, as well as sharing them with others. She was amazed by the positive results she experienced each time she tried the oils, and after being a product user for some time, Elizabeth decided to start her dōTERRA business. Now, her Why is to "educate and empower people

on how they can support their health and increase their energy and vitality as they have never experienced before through the use of dōTERRA essential oils." For Elizabeth, sharing dōTERRA products is about how they can impact and improve each individual's life.

As Elizabeth shares the essential oils, she focuses on each person's unique needs. She says, "I first need to understand them as an individual—their likes and dislikes, and their lifestyle. Once I understand them, I can offer

"The dōTERRA culture sets it apart from the rest. Our community has such passion and compassion."

suggestions and solutions on how essential oils can make a profound transformation in their lives." Her follow-up techniques are also tailored to each person's preferences.

Throughout her dōTERRA journey, Elizabeth has felt grateful to find support and friendship in her upline and team leaders. She feels that she has an entire community that continually encourages and helps her. Elizabeth says, "We learn from each other daily about the goodness of the oils and how the oils have impacted our lives. They help me look at things through a different lens and offer ideas I might not have thought of on my own. Together, we are working to build a successful system."

Elizabeth set her sights on Diamond to show her team what they can do when they put their hearts and minds to it. "I needed to show them that the system works, and that Diamond is achievable. My keys are patience, persistence, and perseverance. If you find that you are running lows on these three Ps, add prayer."

Looking back on the past few years, Elizabeth says, "This opportunity has transformed me into a better person. I'm in a position to help more people improve the quality of their lives—physically, emotionally, and even financially. I have no inhibitions about reaching out to those in need because my experience in sharing the oils has given me trust and confidence that the oils work and can change lives for the better." From here, Elizabeth is eager to continue helping people through sharing.



DIAMOND IN SIX STEPS

Set your timeline for when you want to achieve Diamond.
Identify team members you personally enrolled who can potentially qualify as Silver, and ask if they will commit to hitting the rank in the given timeframe. If they agree, provide additional coaching and support when necessary.
Conduct four weekly classes to raise enrollments, and offer incentives for sharers as well as new enrollees.
Provide a 90-day plan for new enrollees to work on their specific concerns or issues, whereby setting up LRP will be a logical move to order products with additional savings.
Encourage team members to reach out to family or friends with specific issues by showing them testimonials on how these specific concerns can be addressed with aromatic, topical, or internal application of dōTERRA essential oils and supplements.
Create monthly special classes for team members to have fun learning about essential oils.



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

Jennifer Antkowiak

PITTSBURGH, PENNSYLVANIA, USA

CARE FOR CAREGIVERS

After Jennifer Antkowiak's experiences in caring for her husband's parents, she knew that caregivers need more support. She also believed that there had to be a better, natural way to support her family's health. She found this and more in dōTERRA essential oils. From the beginning, Jennifer has been dedicated to sharing this power with others. She says, "My focus was and still is on helping people discover how these oils can help people take better care of themselves and those they love, naturally."

For Jennifer, the dōTERRA business opportunity was "the icing on the cake." She had a successful career as a TV news anchor and reporter, and she remains committed to doing her research and connecting people to the information they need. Jennifer was searching for a company she could partner with to bring natural, safe, and effective solutions to others, and dōTERRA proved to be the perfect fit.

As she builds her business, Jennifer is dedicated to not only sharing the oils and the business opportunity with as many people as possible, but also to improving herself as a person. She says, "I thank God for my husband, my kids, my sisters and their families, and my dōTERRA team every morning and every night. They fuel my fire for building my dōTERRA business. I just see them, and I want to be my best self for them." Jennifer's husband and children love using dōTERRA products as an integral part of their lives, and their two oldest children have enrolled as Wellness Advocates.

Because dōTERRA is a family endeavor, Jennifer finds that she often doesn't need to set boundaries between her work and her family. "Maybe the best thing about building a dōTERRA business with a family is that the 'business' is really your life! My family is part of my business, so in our house, it's not set up as, 'Either Mum does the business, or is with us.' I don't feel the pressure to juggle as much as I did when I was working outside of the home and not in control of my own schedule." With her dōTERRA business, Jennifer is able to support her family financially, provide natural health solutions, and show her children the beauty of a business that brings financial abundance without sacrificing family connections.

In addition to the changes in how she is able to care for her family, Jennifer loves the various service opportunities she has found through her business. "dōTERRA has opened my eyes to needs around the world. I want to help. I want to make a difference." One way Jennifer has already made a difference is by building the first Diamond team in the Pittsburgh area. She is now dedicated to paving the way for others in the region, especially for her team members.

From here, Jennifer is excited to see how she can continue to grow and serve with dōTERRA. Reflecting on her journey, she says, "I've grown so much as a person and as a leader through dōTERRA. It's like a lightbulb has been turned on, and I have more clarity about dreams, goals, passions, and what I want to accomplish."

"The dōTERRA business model is smart and generous, and I'm still excited by the limitless opportunity with dōTERRA."

PLAN FOR PERSONAL GROWTH

KEEP YOUR FOCUS

"I've accomplished my goals by having a laser-like focus on a mindset of daily sharing with purpose. I start out by connecting to my belief that these oils should be in every home. Then I ask myself, 'How are they going to get there?' and I realize the answer to that is me! I strive to share and help with an energy that's irresistible."

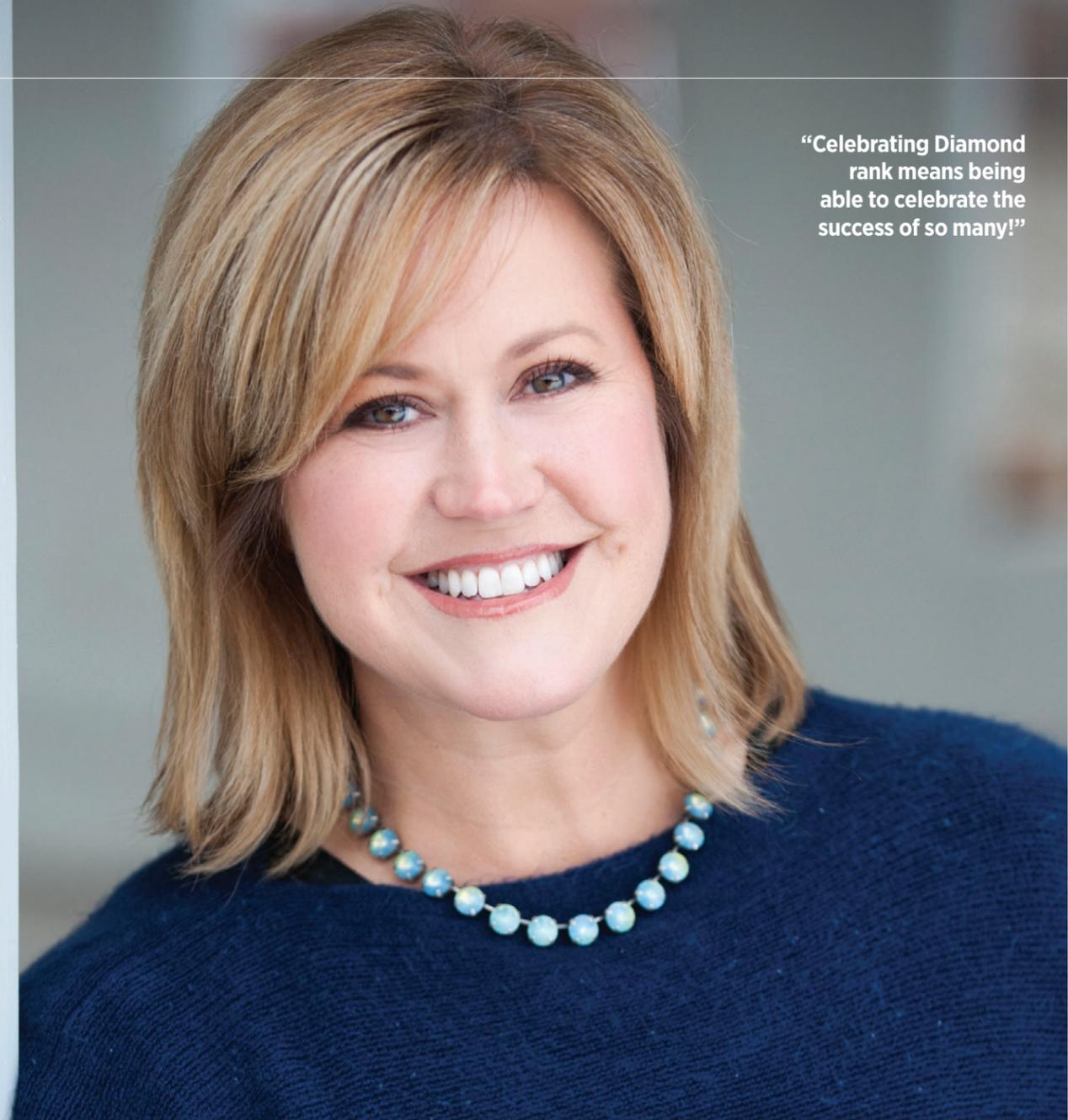
SOAK UP EVENTS

"I get into full sponge mode before an event—open and ready to absorb all that's offered. Corporate and team events support us through teaching, which builds confidence and solidifies commitment. Attending and participating in events also creates a feeling of being connected, which is important in business, yes, but also for life in general."

BELIEVE IN YOUR SUCCESS

"Don't be afraid of a goal like Diamond. Get out of your own way, and don't believe any voices in your head that would dare to whisper to you that you're not enough. You are! Picture yourself in this *Leadership Magazine*. Believe you have everything you need to make it happen."

"Celebrating Diamond rank means being able to celebrate the success of so many!"



Rachel Proud

WINDANG, NEW SOUTH WALES, AUS

SHARING HER TRUTH

Those who have known Rachel Proud for a few years know her as the girl who never wanted to build a dōTERRA business. Now a Diamond, Rachel laughs at her initial reluctance to commit to the opportunity. Her older sister, Hayley, started a dōTERRA business and wanted to share the benefits with Rachel. When Rachel finally committed to succeed, she decided to make the journey wholly her own.

If there's one trait that Rachel embodies, it's authenticity, and that's what she has built her dōTERRA business on. She says, "All we can do is be true to ourselves at any given

moment. The truth is that people will always respond to genuine human interaction, so it's a blessing that I genuinely love interacting with others!" Rachel's personality was a perfect fit for the business—she loves people, loves helping others, and has always wanted to be her own boss.

The other factor that pushed Rachel to dive into the business was the real change she saw in her life and in others' thanks to dōTERRA essential oils. She recalls, "There was no denying that my family's health had been transformed. I could see firsthand the difference the oils were making in

people's lives around me, so I decided to stop self-sabotaging and to embrace the idea that we could make an abundant living doing what we love and sharing what we are passionate about." Rachel has loved seeing the difference in her family.

Throughout it all, Rachel has been grateful for the example and encouragement of her sister, Hayley, her parents, her other siblings, her friends, and her dōTERRA upline and team. Rachel's husband, Clint, has been her number-one support, as well as their children. "One of the things dōTERRA has taught me is that it really does take

"I am proud of the fact that I have achieved Diamond while staying true to myself and working from a place of joy!"



"At the core of every powerful Why I have ever written, one word is ever-present: family. They are my everything."

BUILDING WITH AUTHENTICITY

QUALITY OVER QUANTITY. "A 'small,' empowered tree, fueled by love and loyalty, is a much stronger foundation than a large, uninspired tree. Focus your full attention, love, and gratitude on every new member. In doing so, you ensure a happy customer base, and you will inspire a natural referral system."

EMBRACE CHALLENGES. "Do not be afraid of challenges. If it doesn't challenge you, it won't change you! You may experience resistance from loved ones or friends; be kind but bold in your endeavors. Waste no time in justifying yourself to others. If you believe in yourself, you have everything you need."

HAVE FUN. "Step into mindful creation and the joy of serving others. Self-creation comes as a result of self-evaluation. What is unique about you? What are you still learning? How can you be more relatable to your members? Share from this place, and enjoy the process. Where there is joy, there is creation."

a village, and that it's perfectly okay to seek help and guidance. My family is my ever-present cheer squad!" Clint was working full time in the police force until fall of this year; he is now on leave without pay while their family travels Australia full time in their caravan. "Reaching Diamond has allowed us the financial freedom we needed to travel Australia together full time!" Clint and their three sons help Rachel keep her drive to continue sharing.

Another incredible support and motivation Rachel loves to tap into is her team. She explains, "My leaders are my friends in life and in business. We grow together, and we celebrate each other." While she feels that her Why is ever changing,

one of the biggest motivations right now is to help her team members achieve their goals.

In considering what the future might hold for her, her family, and her business, Rachel knows one thing: it will be authentic. "It is quite simply who I am. I hope that sharing my truth with the world will inspire others to do the same." Rachel is also passionate about continuing to improve others' lives by sharing dōTERRA products, as well as the business opportunity. She says, "The quality of our lives has improved out of sight, and so has the quality of the people in our lives. We have dedicated our lives to helping others achieve their own goals and dreams alongside us."



Amy Crawford

SEDDON, VICTORIA, AUS

AN EASIER WAY

A few years ago, Amy Crawford called her friend, Jackie Isles, desperate for support to better manage her health. Jackie suggested essential oils, and Amy admits that the only reason she tried them was because she respected Jackie's opinion. After trying the oils, however, she realized that they could do much more for her than simply make her home smell nice.

In addition to being immediately impressed by the quality and efficacy of dōTERRA essential oils, Amy was also struck by her impression of the company. She recalls, "Right from the beginning, I sensed it was a company with a conscience that produced a high-quality product. There was something about this organization that left me feeling like I should pay attention."

Despite her initial good opinion of both the company and the products, Amy didn't dive into the business opportunity immediately. She became a faithful product user, but because she already ran her own business, The Holistic Ingredient, she felt she didn't have time

for another "project." That changed when she realized the incredible opportunity offered by dōTERRA. "What truly inspired me was watching my upline Jackie's success in the dōTERRA business. We had similar careers at the time and similar work-related pressures, financial and otherwise. Jackie was demonstrating with relative ease that there really was an easier way."

At that point, Amy was feeling tired and frustrated by her job. While she remained passionate about her commitment to help others live healthier, happier lives, her business simply felt "hard." When she decided to fully dedicate herself to the dōTERRA business, she quickly advanced to Silver, and not long after, to Diamond. "Needless to say, once I started, I couldn't stop. It just made sense to keep going."

In building her business, Amy discovered the key to what makes success with dōTERRA seem so easy: simplicity. She explains, "dōTERRA tells us to run workshops, to enroll, to do follow-up wellness consults—so that's exactly what

I've done. There is no need to reinvent any wheels here!" By staying consistent with the basics, Amy has been able to build her business quickly, without the stress and exhaustion she experienced earlier in her career. She is also grateful for the encouragement and insight of her partner, Dale, who is her greatest support and a valuable sounding board.

Now, dōTERRA essential oils form an important part of Amy's overall business. Her mission is to "inspire and empower people to a better place of health and happiness." After experiencing a significant change in her own health by making better choices every day, Amy now focuses on helping other people find this same quality of life. She feels her dōTERRA business has also helped her dream bigger. "My Why extends to creating a life of freedom for myself and my partner—to bring about choices in our life that we could never previously have dreamt of. There is so much I still want to do in my broader business—so many more lives I'd love to touch through a variety of projects. dōTERRA is making all of this possible."

"I AM NO LONGER A SLAVE TO MY BUSINESS. WHAT A WONDERFUL FEELING IT IS TO HAVE SUCH FLEXIBILITY."



SHARE WITH...

Share with confidence. "Fundamentally, I believe that the only way we can successfully share the business aspect of dōTERRA is by owning our decision to build in the first place and by being transparent about this. Too often I see reticence—new builders feeling shame or reluctance because of the direct sales nature of the business. Unfortunately, when this happens, it is all but impossible to attract new builders to your team."

Share with simplicity. "For events, I feel the simple 'Introduction to Essential Oils' workshop is the best way to build a dōTERRA business. So many people are becoming aware of these amazing oils now, and they can be easily overwhelmed with too much information. I also share the way I use these oils on a daily basis on social media. People can see how easy it is and quickly grow a thirst for more information."

Share with persistence. "I am not easily perturbed by setbacks. If no one books for a workshop, I don't beat myself up; I usually think it's the universe's way of ensuring I am getting adequate rest! Likewise, I can run a workshop one day for six people and enroll every person. The next day, I could run another workshop for six people and enroll none. It is what it is, and it always works out in the wash. Get back up, dust yourself off, and carry on."



NEW YEAR goals

New Year, New Goals

The beginning of the new year is a perfect time to reevaluate your life and set goals for the coming weeks and months. What do you want to accomplish in 2018? How will you stretch yourself?

Business Goals

As you consider goals for your dōTERRA business, be realistic, but don't forget to dream big. If you don't set big goals, you'll never accomplish big things! When you set your goals for your business, include a specific date you want to reach that goal by, and plan out the steps you'll need to take in order to achieve your goal. After all, as the proverb says, a goal without a plan is just a wish. Break down everything you'll need to do in order to reach your goal—how many enrollments, how many classes, etc. This way you can make certain you stay on track with manageable steps.

Personal Goals

You've probably noticed that business growth requires personal growth as well. Take some time to sit down and evaluate your shortcomings, your limiting beliefs, and your weaknesses. How can you turn those weaknesses into strengths? Make a solid plan to work through your limiting beliefs and build more confidence in yourself and your abilities. And just like business goals, personal goals take some time. Don't beat yourself up if you fall short one day or if it takes weeks—or months, or the entire year—to see noticeable changes. Patient, consistent effort yields the best results.

Reach Your Goals

If you're like most people, at one time or another you've set a goal that you stuck with for a week or two, but then it fell by the wayside as you got caught up in other responsibilities and activities. Don't let that happen with these goals! We want to see you accomplish your goals, so we've included a handy goal tracker for you to use as you work toward your 2018 goals.

Here are a few tips to help you reach your goals for this year:

- **USE THE GOAL TRACKER SO YOU DON'T GET DISTRACTED FROM WHAT YOU WANT TO ACCOMPLISH.** If you put the tracker in a stack of papers on your desk and never use it, it won't help you reach your goals.
- **REVIEW YOUR GOALS ON A REGULAR BASIS.** Depending on the goal, you might review it once a day or once a week. If you remind yourself of your goals often, you won't be able to forget them!
- **HONESTLY ASSESS YOUR PROGRESS TOWARD YOUR GOALS.** Are you taking the steps you need to in order to reach your goals in the timeframe that you set? If not, analyze what you can do differently to effectively work toward your goals.
- **FIND AN ACCOUNTABILITY BUDDY.** This might be an upline mentor, a team member, your significant other, your best friend—whoever can check in with you, cheer you on, and help you stay on track.

Now get out there and make your dreams reality!



Leia Dillon

POTTSVILLE, NEW SOUTH WALES, AUS

Grateful Every Day

When Leia Dillon discovered dōTERRA essential oils, she had already been using other oils in an effort to eliminate toxins and chemicals from her home. The difference between her store-bought oils and dōTERRA oils was immediately apparent. She remembers, "I was instantly amazed with the smell and power of the Lemon oil in particular. I needed far less Lemon oil than I was used to using, and it smelled divine!" Leia soon started using the oils to support her family's health as well, and was again amazed by the positive results.

Thanks to her incredible experiences using the oils with her family, Leia quickly became an avid product user and couldn't resist telling her friends and family about the oils. She had recently started a career in teaching, and although she enjoyed her work, she realized that the dōTERRA business opportunity offered more flexibility and freedom. After now having committed to her dōTERRA business for some time, Leia recommends it wholeheartedly. She explains, "The freedom and versatility available to you are very rare—not to mention how ethical and heartfelt the company is! This business is really for anyone. You can make it your own and create whatever suits you and your needs."

As she has built her business, Leia has focused on using her strengths to create success for herself and her team. With a background in education and business, as well as a passion for natural health, she found the dōTERRA business opportunity to be perfectly suited to her interests and talents. It has also been a good fit for her family—Leia is now able to be home and spend time with her family as she desires, and

she loves sharing the opportunity for this level of flexibility with others.

Leia is also grateful for the way dōTERRA products support her family's health. She and her husband have two children, and their son, Mako, experienced a major health issue this year. Leia says, "The use of the oils to help support him during this period has been a huge blessing. We have loved using Copaiba oil for physical and emotional needs, and I also give Mako the AromaTouch® Technique a couple of times per week, which he loves so much. Seeing his whole body relax during this difficult time is invaluable to me." Beyond this, their entire family enjoys using dōTERRA essential oils on a daily basis, and both of their children see dōTERRA as part of their future.

Considering her own future, Leia is excited to continue growing and serving. She is motivated every day to share the oils with others to help them improve their lives. Leia is grateful for the changes in her life thanks to the dōTERRA business and products, and she feels she is just getting started. "Every day I wake up excited about the new things that I am going to do and create. Our opportunities for the future are so bright because of dōTERRA—we plan to travel, to build our dream home, and to live a comfortable, healthy life. I am grateful for dōTERRA every single day."

"My motivation to keep building my dōTERRA business is my love of the product and the company."



CREATE SUCCESS

KEEP IT SIMPLE. "The advice I would give to others, whether they're just starting out or they're pushing for Diamond, is to not overcomplicate things. Stick to the PIPES methods, teach classes, and support your team. If you're new, try not to feel overwhelmed with things that others are doing. Fall in love with the oils, and everything else will flow easily."

FOCUS ON YOUR STRENGTHS. "Be you. Don't be concerned if other people are doing things that don't suit you as a person. Share from the heart. Focus on your strengths—this is what attracts people to you and makes them want to learn from you and grow a business with you. You can make this business whatever you want and need it to be."

PRIORITIZE EVENTS. "dōTERRA events, especially convention, are the most valuable thing you can do for your business. I strongly encourage my team members to attend convention every year. Hearing from the owners and feeling their passion—along with learning about all of the latest scientific research and projects—is just not to be missed!"

Melanie Vienneau

HANWELL, NEW BRUNSWICK, CAN

Perfectly Imperfect

“My purpose in life is to help empower others in their health and in their life.”



When Melanie Vienneau first began exploring the dōTERRA business opportunity, she observed those who were successful in dōTERRA. Melanie recalls, “They seemed to have it all together. Their personalities seemed poised, composed, and graceful.” As a busy mother of three small children who often felt that her life was far from perfect, Melanie couldn’t relate to these seemingly perfect people, and she feared she wouldn’t be able to find the same kind of success. That all changed when, as she connected with one of her upline leaders, she realized that other dōTERRA business builders are just as imperfect as she is.

In building her business, Melanie has chosen to share her life and dōTERRA journey with authenticity. She explains, “When I considered what I wanted my brand to be, I did a lot of soul searching. I came to the realization that I wanted to highlight the imperfect, silly, and funny side of me. I wanted my team to realize there is a place for them in the beautiful dōTERRA culture, regardless of who they are, what their background is, or what their life currently looks like.” Now, Melanie is grateful and proud to have a team filled with unique members.

One of Melanie’s powerful motivations to continue building her business is to watch her team members grow and enjoy success. She is also driven by the time and financial freedom this business provides her family.

Invest your time and effort. “Put your time in and trust the process. It can be discouraging when we work hard but feel like we are not paid our worth. Know that all leaders before us started there. Every leader you admire has worked relentlessly to lay the groundwork, and they have poured a stable foundation before reaping the benefits.”

Establish good boundaries. “Be comfortable establishing healthy boundaries for yourself. Learn to be protective of your time and whom you choose to share it with. The people who deserve your time should be the ones who uplift you, who fill your soul, and who are income-producing to you.”

Radiate positive energy. “If you are someone who focuses on the negative things in your life, you will adopt a victim mentality. People are attracted to positive energy, not to victims. Become the person you want to attract. Cast a vision that is so deeply ingrained in your soul that it evokes emotions when you think about it.”

Remember to help first. “When you are not experiencing the level of success you would like to see in your business, instead of hoping and wishing to attract better business partners, go out and enroll more people! Enter each interaction with an intentional and deeply rooted desire to help first. Be consistent with this concept.”

A former police officer, Melanie explains, “My previous job was dangerous and not flexible. I worked long hours, on-call, and overtime. It is not a healthy environment to raise young kids, especially when we get limited support from family due to distance.” Thanks to the flexibility offered by her dōTERRA business, Melanie is now able to pick up her kids from school, take them on vacations, and spend quality time as a family whenever she wants. For her, this freedom is priceless.

Melanie is motivated to offer this same flexibility to her husband as well. He is also a police officer, and Melanie dreams of the day when he will be able to retire. This has been a key part of her Why, which has evolved throughout her journey. “When I started my business with dōTERRA, it was simply to have a hobby outside of my duties as a mom, as well as to earn enough money to continue ordering oils. When the possibilities started to unveil, I saw a vision of retiring my husband earlier than planned; with three young children, early retirement was not in the cards for him.” As her business has grown, Melanie’s vision has continued to expand. She has goals of retiring early herself, traveling with her family, paying it forward, and positively impacting other people’s lives.

With a vision that is now broad and deep, and with a business that is true to who she is, Melanie is eager to continue growing. “My success with dōTERRA has given me empowerment,

confidence, and freedom to spend time with those I love. It allows me to give back to those I care about. I touch lives on a deeper level thanks to dōTERRA.”



Ashley Beans

ON THE ROAD, USA

“We are a full-time family, and dōTERRA is just a part of who we are.”

Building Freedom

When Ashley Beans was in high school, her mother enrolled in dōTERRA and became an avid product user. Ashley originally thought her mom was a bit crazy with her “hippie oils” until she had an impressive experience with the dōTERRA Lifelong Vitality Pack®. Her experience changed her mind about the dōTERRA products, and she’s been hooked ever since.

Although Ashley could see that her mother was successfully building a business with dōTERRA, she wanted to pursue her own path after high school. However, when she found out that she and her husband were expecting their

first child, Ashley changed her mind about the business opportunity. She explains, “I wanted to quit my job and stay home with my baby full time. My mom had used me as a placeholder when she was building to Diamond, and I knew that taking over the team my mom had built was the best way for me to be able to achieve my dream.” By the time Ashley’s son was born, she had built up her business enough to be able to quit her job.

Now, Ashley is excited to share this opportunity with others, especially other mothers. “I’m all about moms being able to stay home with their babies and creating financial health.” In addition

to being able to quit her job and stay home with their two children, Ashley also wanted to bring her husband, Chris, home from his job. Chris was working a labor-intensive job that required long hours away from their family, and Ashley wanted to change their family life. Thanks to her success with the business, Chris was able to quit his job, and their family now travels full time.

Along with support from Chris, Ashley is grateful for the encouragement and help she receives from her other family members. She says, “We joke that dōTERRA is ‘the family business’ because my mom, my grandmother, all

of my siblings, my aunt, some cousins, and I are all building businesses together. It keeps things fun and has brought us together in ways we never imagined!” In fact, with Ashley’s mother as a Presidential Diamond and her grandmother as a Diamond, they have three generations of dōTERRA Diamonds in their family.

Ashley loves the freedom that her business has given to her family, and she is committed to sharing that with others. That is what drives her Why right now. “It’s all about creating this for other families. My family has all the freedom in the world thanks to this business, and I want everyone to have this same joy in life.” This pushes her to share not

only the dōTERRA products, but also the business opportunity. She explains, “You never know who needs this business, and we have a responsibility to share what we know. It’s a simple invitation, but a life-changing one.” From here, Ashley is excited to continue traveling, exploring with her family, and changing lives through dōTERRA.

“We all have the same opportunity in this business, regardless of background. What are you going to do with that opportunity?”

SMALL STEPS TO DIAMOND

TEXT THREE PEOPLE PER DAY. “I’ve made it a habit to at least text three people every day. One is a builder on my team, one is a customer on my team, and one is someone on my list who hasn’t enrolled yet. That extra touch takes only 10 minutes, but it shows everyone that I care.”

FOCUS ON SERVICE. “Come from a place of service, and everyone will be blessed. We have the tools to change lives, so we just need to love and drop oils on people. Use your intuition, follow the person’s needs, and you can’t go wrong. It’s all about how you can best serve them.”

CONSIDER DIAMOND CLUB. “Diamond Club changed the game for us. We rallied our team by giving them prizes for holding lots of events that we could attend. Not only did we hit Diamond, but we had a new Gold, a new Silver, and multiple new Premiers on our team.”



Pamella Tanimura

HONOLULU, HAWAII, USA

True North

Pamella Tanimura was a believer in natural solutions long before she discovered dōTERRA. When her friend, Joy, introduced Pamella to dōTERRA essential oils, Pamella immediately loved them. She recalls, "Joy gave me a sample of Wild Orange, and I shared it with my yoga class that evening. Seven people came to Joy's dōTERRA event with me the next day from that one sample. I realized there was something special about these oils."

With an immediate love for the oils, Pamella became a loyal customer. She didn't consider the business

opportunity at the time because she had another business with her family, but that changed when she became pregnant with her first child. "I started thinking about not going back to work. I considered whether my job would jeopardize time with my children, and I didn't want to miss out on experiencing everything there is in motherhood because of my work." Pamella decided to dive into the dōTERRA business then and started building her team.

From there, everything happened quickly. Pamella felt the spark and committed to going all in with her

business. She started Diamond Club when her daughter, Addy, was only five months old, and Pamella has now participated in four rounds of Diamond Club. She says, "Diamond Club is incredible. It's one of the ways dōTERRA makes it possible for us to succeed and be supported." Pamella now travels for Diamond Club with her new son.

As she traveled for Diamond Club with her young children, Pamella became known as the "traveling oil mom." Now, her husband has accompanied her on two rounds of Diamond Club, and they have become the "traveling oil family."

"Never limit—always stretch."

Through it all, Pamella has learned the importance of balancing her family with her business. She explains, "I've traveled a lot with Diamond Club. I chose to build my business in areas where I have family and friends so I will have a support system there. When I'm home, that's family time. I also take time for self-care every day."

For Pamella, it is very important that she is healthy for years to come. She has struggled with health issues in the past, and she is grateful to now enjoy good health. "I'm committed to aging well, both emotionally and physically, for my family." She also wants to help others do the same, which is part of why she loves sharing dōTERRA products.

Pamella now has an even greater vision of what she wants to accomplish. She says, "I grew up in a community center, and community is important to me. I love that I can align my family life, career, and values with dōTERRA. My biggest Why is to empower communities to inspire people in a positive way." Pamella is also proud to be part of a team that is generous and kind, and that focuses on educating others on the oils.

In all that has become part of Pamella's life through her dōTERRA journey, she feels that she has been given purpose and inspiration. "This opportunity has taught me how to live in gratitude more than ever before. It has helped me find my true north, and now I get to help guide others to their true north. That's the biggest gift in my life."



"Remember to announce to the Universe what you wish for. If you don't know what you want, the Universe doesn't know what to give you."

IN THE RIGHT DIRECTION

1 USE YOUR STRENGTHS. "Leverage your talents. Find what you're passionate about that intertwines with sharing the dōTERRA products. Be comfortable and authentic in what you share. Remember that connecting with people in your passion is the biggest gift you have."

2 FOCUS ON PROGRESS. "The last time I spoke with Emily Wright, we talked about working for progress, not perfection. Lead by example. Be unstoppable in what you feel passionate about. I have a burning desire to bring this to other people."

3 SHARE THE SUPPORT SYSTEM. "When I share the oils with someone, I point out that dōTERRA isn't just bottles of oils—it's a whole community. The oils are amazing, but the support system and community are even more amazing. I always remind people of that."



Carmen Busch

LONG VALLEY, NEW JERSEY, USA

TAKING SHAPE

Trained as a physician, Carmen Busch has long been interested in health and helping others improve their lives. What originally drew her to the dōTERRA opportunity was the chance to contribute to both her family and her community. She and her family had pioneered a missionary location as volunteers, and Carmen wanted to financially support her family while still being able to spend the time she wanted to with her four children. As she says, "Starting a business with no money, just work, was my ticket."

Carmen knew from the beginning that she wanted to "try" the dōTERRA business, but she still needed to build her belief. She explains, "I had to ease into it and get to know the products and the value. I had to gain trust in both the company and the products, and see the vision for my own community." Now that she has found her niche, Carmen has great momentum in her business.

So what is Carmen's niche? There are a few components that make Carmen and

her business unique. She was trained as a doctor and became a health coach, so she has a great understanding of health and the body, as well as the science behind essential oils. "I feel I know how the oils work, and I simply love them." Carmen also loves people and helping them improve their health.

Another aspect that makes Carmen's business unique is that she has largely built online—in another country. A native of Romania, Carmen felt passionately from the beginning that she could help pioneer the presence of dōTERRA in Romania. She explains, "My team gets the best of both dōTERRA US and dōTERRA Europe. My upline, Hayley Hobson, is a very successful US leader, and I get amazing training from her. However, I am a native Romanian, so I understand the people there. I provide a native viewpoint with great, well-tested, and proven resources."

Because Carmen builds her business in another country, she travels often and builds a large part of her business online. She hasn't let the online nature

of her business make it impersonal—she is focused on each individual's needs and preferences. This culture of personalized caring has helped shape her team. "My downline cares a great deal about putting the people and the product first, and having the business secondary to that."

Her downline provides immense support to Carmen, as do her upline and her family. Carmen's husband runs his own business, and they inspire each other. Carmen is also motivated by her four children, who love using the oils. Her family is a key component of her Why. She says, "My short-term Why is to buy a house for my kids. We lived overseas for many years as missionaries and have never owned a house with a yard." But Carmen's Why doesn't stop there. "My long-term Why is to contribute and add value to any community that God gathers around me, to bring a new level of health awareness, to create jobs for families, and to shape mindsets." With her broad vision guiding her, Carmen is excited to see what is in store for her next.

KEYS TO SUCCESS

Become your ideal builder

"Become the person you want to do business with. I once challenged my team to write down the top three qualities they look for in their builders, and then challenged them to go and become that person. It's true that 'your vibe attracts your tribe,' and your tribe is your most important resource."

Stay plugged in

"Stay curious, stay hungry, and never, ever quit. I always tell my team, 'In dōTERRA, the only way to quit is to give up.' That's been true for me and my team. Stay plugged in to your upline and leadership. My upline has challenged me a few times and boldly called me on some blind spots I had."

Share your vision

"I am a big visionary and always invite people into the vision. People will give themselves to a cause bigger than themselves if you know how to invite well. I make their time and effort worth it by pointing out the possibilities of the dōTERRA business, as well as the benefits of the products."



Unearthing Buried Dreams

BY KRISTIN TIGGES

About five months ago, a sweet friend on my dōTERRA team gave me a wall hanging with these words painted on it. She told me, “I saw this and thought of you.”

“Live in faith, and your faith will come.” –John Wesley

As my husband and I have reflected on the past two and a half years, we have realized how fitting these words are. When I was introduced to essential oils, my friend, Kalli, said, “One day you will get to stay home with your babies because of your dōTERRA business.” I thought she was crazy. At the time, I was working for a chiropractic office, and I loved it. This office had flipped my perspective on health, and I spent my days helping others do the same. I had never been to an essential oils class, but over time, I started falling in love with my oils and sharing them. After our son, Elliott, was born, I wanted to prioritize him first and have an outlet to lead people to a higher level of health. I took action and got intentional with my business. I never could have predicted all that would come, but it was the beginning of something beautiful.

One year later, dreams of ours resurfaced. We realized that through dōTERRA, these dreams that had been buried were now possible. We moved our family 1,000 miles from South Dakota to Texas for a discipleship training school. Two weeks later, my husband was notified of a serious health concern. This devastated us, but we knew there would be more to our story. More than ever, we focused on impacting lives through dōTERRA so my husband, too, could have more flexibility to prioritize his health while living out our passions as a family. For a season, we chose to live like no one else, taking massive action toward our buried dreams so we could live like few get to.

Our life has been full of challenges, but through it we have discovered the beauty of what happens when you take action in faith toward a dream that is in your heart. You find the solutions for the obstacles that are in your way. With consistency, the dream comes to fruition.

If I could go back in time, I would whisper to myself, “Listen to your dreams. Go after them, fiercely, with the people you love.”

Through our dōTERRA journey, there were a few moments of breakthrough that I distinctly remember. About a year ago, I was debating launching a new platform for our dōTERRA team to connect as a community. It would be a big commitment and would look different than what I had seen modeled, but I felt it was what my team needed. After a lot of debate, I went for it. I learned to trust myself in a deeper way. You know what’s best

for your business and community. Your journey to becoming authentically you and living that out daily will be the best thing to move your mission forward.

I reached a point in my dōTERRA journey where I started to become more aware of those who were around me and already rocking their dōTERRA businesses. I remember seeing what someone was doing and feeling lots of jealousy. They were already doing something I had hoped to do, and I loved the way they were doing it. This moment almost stopped me from living out what I had longed to do. At the time, I thought I wasn’t ready to put this dream into action, and then someone else started doing it. Instead of allowing this to stop me, I thought, “Kristin, why haven’t you already started doing this?” I allowed that to propel me into action. This instance taught me that action is always better. I was waiting until I had time to create perfection, when what I really needed was repeated action with continuous improvement over time. This shift was a big piece of what enabled us to hit Diamond.

In a season when Diamond was feeling far away, I was talking with a crossline mentor. She helped me recognize that I had been approaching my team with a scarcity mindset. I couldn’t see that I had the skill, time, and tenacity to make Diamond happen. She told me, “You are the leader; you fill in the gaps.” My mindset shifted when I realized that the amount of time we have in a day never changes, but as leaders, the way we evolve to care for our team will change. This self-evolution is part of the gift of becoming a leader. We realize that we are capable of far more than we ever thought; this belief is infectious. Within weeks, I saw this manifesting in my team.

Our journey with dōTERRA is just beginning. For the first time, we are both fully awake to our dreams. We have seen dōTERRA change countless lives and are hungry for more. Our team, the Living Drop Collective, is rich with incredible leaders who have big hearts for others. I have no doubt that in the years to come, the stories of life transformation will multiply exponentially. We are so thankful for dōTERRA and the movement we are part of. dōTERRA is a bridge that is changing health through a core of powerful, big-hearted people who are willing to dig up their buried dreams and start something beautiful. ♦



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PATRICK & ALLYSE SEDIVY



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DOUBLE BLUE DIAMONDS



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FOUNDER TWN

STEVEN & MONICA HSIUNG

DOUBLE DIAMONDS



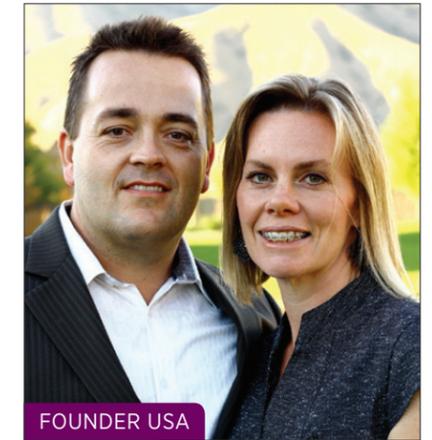
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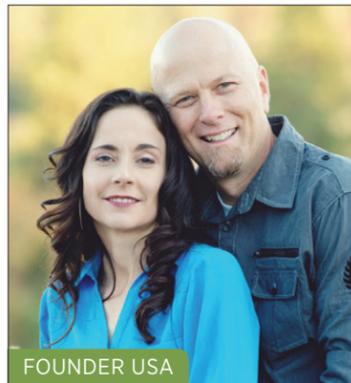
JEFF & JEN FREY



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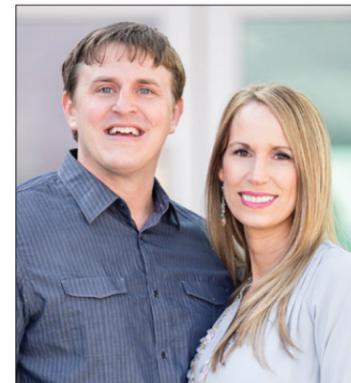
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MAREE COTTAM & DIRK VANDERZEE



VERN & JENNY CRAWFORD



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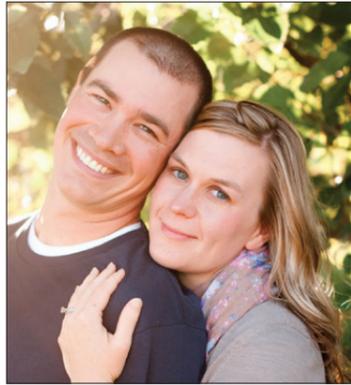
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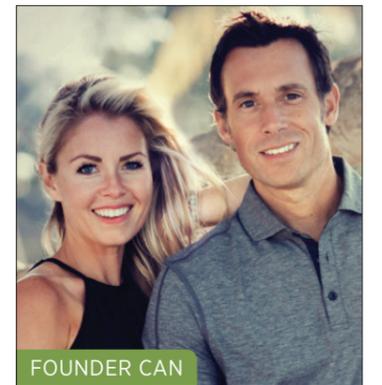
ASAKO KOBAYASHI



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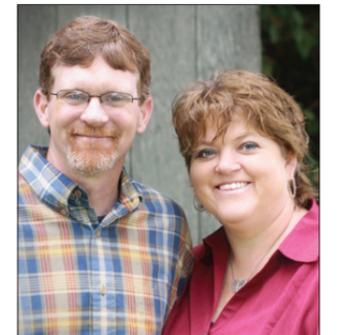
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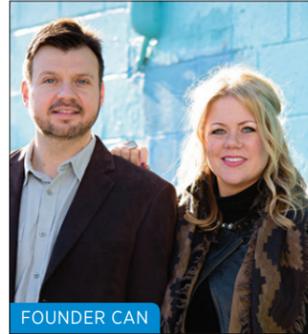
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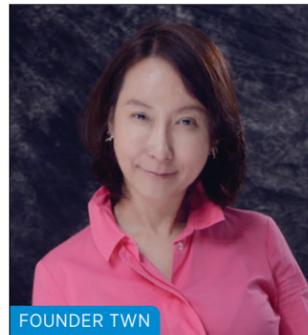


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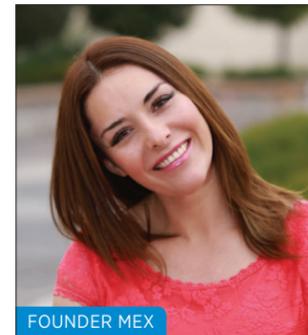
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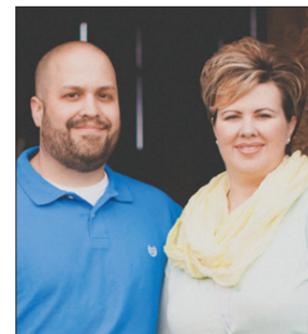
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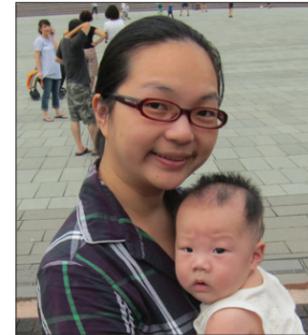
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JACKIE ISLES



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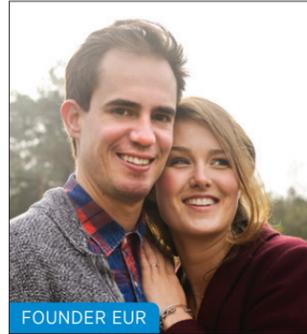
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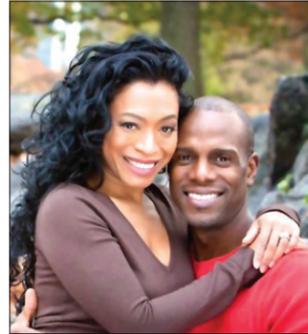


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ALICE NICHOLLS



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NATHAN & JENNI OATES



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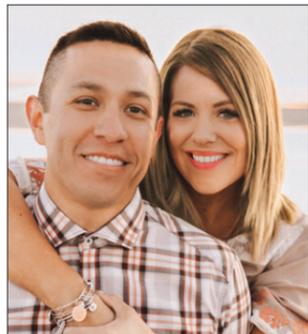
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CHRISTINA PETERS & MICHELLE
MCVANEY



GERALYN POWER & DANIEL
SALOMONS



AUBREY & BOBBY PRUNEDA



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KIMBERLEY REID



ROD & JEN RICHARDSON

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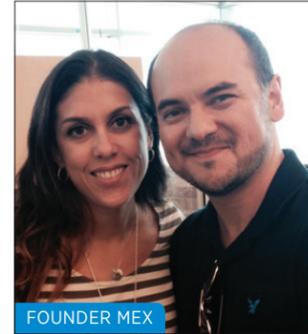
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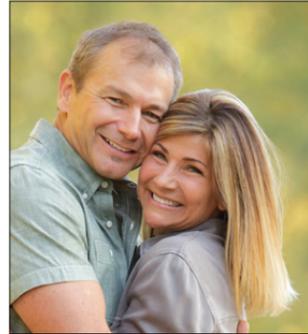


NATHAN & MINDY SPRADLIN

BLUE DIAMONDS



STEFANIE & BRANDON STAVOLA



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



LAURA STOKER



JEF & MEGAN STYBA



BILL & MEAGHAN TERZIS



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BETTY TORRES



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FUMIKA UCHIDA

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KARI UETZ



MARK & LORI VAAS



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MICHAEL & SARAH VANSTEENKISTE



PETE & CARRIE VITT



JOEL & SHERRI VREEMAN



CHARLES & HELEN WANG



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DANIEL & AMY WONG



EDWARD & LINDA YE

DIAMONDS



ALICE ABBA



DR. JOHN & JENNIFER ACCOMANDO



AMBER ADAMS



ATANASKA ADAMS



KATIE ADAMS



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BRENDA ALTAMIRANO & OSCAR CORDERO



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LORENA ALVARADO MORALES



CRAIG & SARAH KATE ANDERSON



DAVID & SHANNON ANDERSON



NEAL & ERIN ANDERSON

DIAMONDS



WILBUR & JESSICA ANDREWS



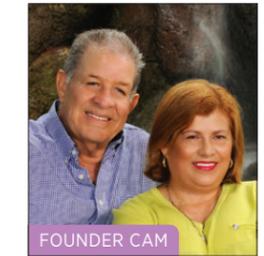
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KAZUYUKI ASAKAWA



KEVIN & LAURELL ASAY



KAREN ATKINS



DAVID & ASTI ATKINSON



NATE & KELLY BAILEY



PERLA BALDEMAR & JORGE TENORIO



BEN & JADE BALDEN



RICK & HAYLEY BAMMESBERGER



MACKENZIE BANTA



KARL & REBEKAH BARLOW



ERIC & BECKY BARNEY



ADAM BARRALET



FOUNDER EUR
MONIKA BATKOVA & MARTINA VALNICKOVA



JEREMY & CARLY BAUTISTA



ASHLEY & CHRIS BEANS



LISA BEARINGER



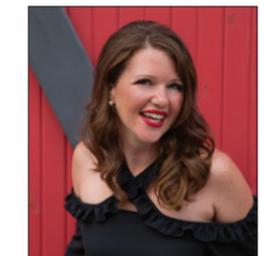
DAWN & MARK BEHM



JUDY BENJAMIN



JOY BERNSTEIN



JENNIFER BITNER

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



NATALIE BLACKBURNE



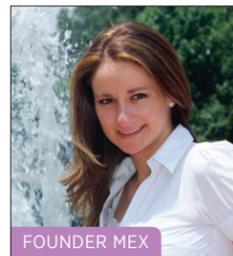
SARAH BLAND-HALULKO



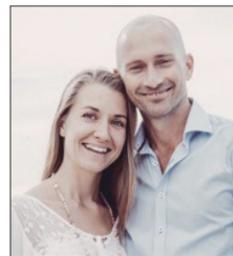
JAMIE BOAGLIO



JON & KENDRA BODINE



FOUNDER MEX
LOURDES BORNACINI



STACEY BORSERIO & ZACHARIAH AURELIUS



LAILAH ROSE BOWIE



FOUNDER EUR
BECKY BOWLES



DR. JAMIE & CHRISTINA BOYER



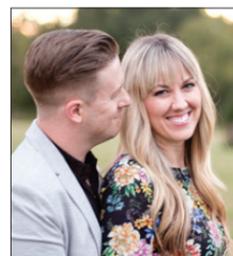
ALINA & RAUL BRACAMONTES



MELODY BRANDON



JASON & KAMILLE BREUER



ALLISON & BILLY BRIMBLECOM



RACHELL BRINKERHOFF



JEN BROAS



ADAM & CAREY BROWN



DON & CINDY BROWN



PATRICK & KATHRYN BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN

DIAMONDS



BEN & CAMI BUCHTA



JARED & REBECCA BURT



CARMEN BUSCH



ERIKA BUTLER & RICK HENRARD



ANNE CALHOUN



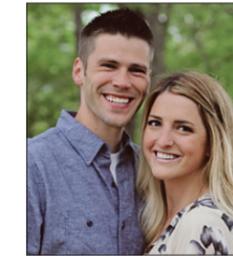
DAWN & MARCELLO CALVINISTI



LORI & CHRIS CAMPBELL



SAM CANNELL



BRADY & MICHELLE CANNON



MELISSA CANNON



ASHLEY CAREY



FOUNDER MEX
GILDA ESTRADA CARRANZA



BEN & ADABELLE CARSON



RACHEL & DARYL CARTER



JESSICA CHAMPAGNE



DAVID & ANA CHAPMAN



NATHALIE CHAUSSEAU



FOUNDER TWN
CHIU SHIANG CHEN



FANG CHIH CHEN



FOUNDER TWN
FU YU CHEN



FOUNDER TWN
WEI-FANG CHEN



SHU CHIN CHIANG



CHIH HSUN CHIEN & SU JU HUNG



FOUNDER USA
GREG & MARTI CHRISTENSEN



LI HUI CHUAN

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DAPHNE & DARRIN CLARK



DARRYL & ANNIE CLARK



MARC & ROMI CLARK



MIKE & RACHELLE CLEARY



ANDREW & SHANNON CLOUGH



FOUNDER CAN
ALLISON COCHRAN



BRETT & FARRAH COLLVER



MATTHEW & AMIEE CONNER



WILLIAM & KARI COODY



JOAN COON



FOUNDER EUR
ADAM COPP & ROSIE GREANEY



KENT & STEPHANIE CRANE



AMY CRAWFORD



JOHN CROFT & NOEL BLANCHARD



KARLEL CROWLEY & STUART DIXON



DANIELLE DANIEL



MONIR & TANJA DANIELS



VICTOR & AMANDA DARQUEA



DURELL DARR



RACHEL DAVIES

DIAMONDS



MIKE & LORI DAVIS



KEITH & KENDRA DAVY



FOUNDER MEX
SOFÍA LÓPEZ DE LARA & RODRIGO ALADRO



VICKIE DICKSON



LEIA DILLON



MEGAN DILMORE



JOANNE DISSANAYAKE



ANGELA DODGE



BONNIE DONAHUE



CURT & TONIA DOUSSETT



FOUNDER EUR
ROGER & EMMANUELLE DUCE



HELEN DUKE



DAVE & LIZ EATON



STEVE & LORRAINE ELJUGA



ROSALIE ELLIOTT



DR. MELISSA & EVAN ESGUERRA



FOUNDER MEX
PAOLA & SILVANO ESPÍNDOLA



JUAN JULIAN CARBALLO ESPINOSA & REYNA BEATRIZ HERRERA REYES



HEATHER & PAUL ESSLINGER



ROLANDO & JESSICA ESTRADA



DARNIE EWART



FORREST & LESLIE EXLEY



BECKIE FARRANT



LEONIE FEATHERSTONE



KNUT & CHRISTY FEIKER

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DANA FELDMEIER



DANIEL & MICHELE FENDELL



DR. ROBERT & KIYLA FENELL



YI I FENG



DALE & TONYA FERGUSON



CATE FIERRO



BARRETT & CARA FINES



DAN & KIRA FISCHER



TERRY & LEAH FISHER



HAYLEY FLEMING



SAMSON & LETICIA FOLA



HENRY FONG



LINDSEY & ROCKNE FOSTER



MEGAN FRASHESKI



AARON & WENDY FRAZIER



MARCIA FRIACA



ARIN & GABE FUGATE



KAORI FUJIO



CHIHO FUJIWARA



MYLÈNE GAGNON

DIAMONDS



LESLIE & ROGER GAIL



CARMEN GAIRN



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



FOUNDER NZL
ANGELA GEEN



ALLISON GERRY



BEN & RACHELLE GIBSON



BRANDON & LINDSEY GIFFORD



FREDRICK & ERIN GILES



REBECCA & BRIAN GILLESPIE



THOMAS & AMY GLENN



TESS GODFREY



LUKE & TERESA GOODLETT



ALICIA GOODWIN



JAY & DEBBIE GORDON



BÉNÉDICTE GRAF



ADAM & LEAH GRAHAM



LINDSEY GRAHAM



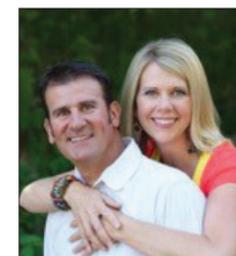
MICAH & KRISTA GRANT



MICHELLE GROSS



LYN & PETER GUERIN



CURT & CAROL ANN GUEST



LINDSEY GUNSAULS



FOUNDER KOR
BOO KYUNG HA



SOO BIN HA

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



TASHA HAKEEM



KIRK & JENNIFER HAMILTON



HUANG PO HAN



KARA HANKS



DR. SANDRA HANNA



GIADA HANSEN



KERRY HARPER



NATALIE HARRIS



RYAN & JENYCE HARRIS



GARTH & JULIE HASLEM



SCOTT & SHYANNE HATHAWAY



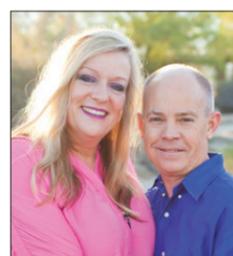
MARK & ALICIA HAUGSTAD



JENNIFER HEATH



ANTHONY & DANIELLE HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



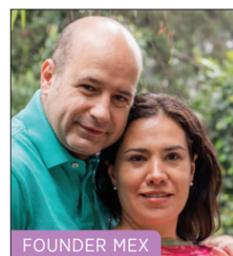
GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



JUAN CARLOS SUÁREZ HERNÁNDEZ & ARACELI VALENCIA



IAN & PAOLA HERREMAN

DIAMONDS



FOUNDER USA
TERRY & MARIA HEUSER-GASSAWAY



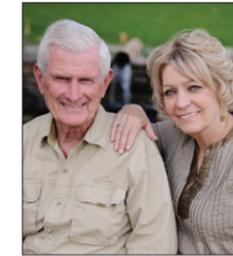
JESSE & NATALIE HILL



FOUNDER SGP
ELIZABETH HO



CASSIDY & ADAM HOLDSWORTH



TONI & ROBERT HOLLAND



JOY HORSEMAN



FOUNDER MEX
OSVALDHO HOSORNIO & CAROLINA CEREZUELA



JENI HOUSTON



JESSE & BREANNE HOUSTON



JEN & MARTY HOYORD



FOUNDER TWN
FU LUN HSIEH & CAROL SUNG



KO HSIN HSU



JEFFERY & MIRANDA HU



MICHAEL HUANG



ROCHELLE HUBBARD



AMY HUFFMAN



CHRISTY & REID HUGHES



JENNI & SEAN HULBURT



MARGHERITA HUMPHRIES



BJ & MEGAN HUNTER



JORDAN & BRIANNE HURDAL



MICHAEL & NANCY HUTCHINSON



FOUNDER KOR
KUN YOUNG HWANG



TAKESHI IGARASHI



HIROMI IKEDA

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



CHAE MYUNG IM



JENNIFER INCHIOSTRO



FOUNDER CAN

CYNTHIA INCZE



AMY INNES



YUKI ISHIDA



KOUJI ISHIHARA



JASMINE JAFFERALI



FOUNDER USA

ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



HABONG JEONG



CHRISTINA & LEWIS JESSUP



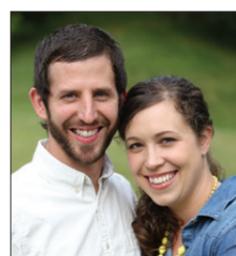
AARON & JESSA JOHNSON



KILEY & NORA JOHNSON



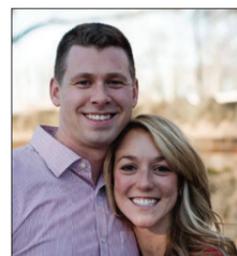
BRIAN & RACHEL JONES



JARED & RACHEL JONES



LELAND & ROBIN JONES



RACHEL JOOS



HAGAN & DENA JORDAN



KUO HSIANG KAI & CHENG SU FANG



CHIAH HO KAO

DIAMONDS



TZU YUAN KAO



FOUNDER JPN

MASAMI KAWAI



JO KENDALL



JACK & TRACI KENNEBECK



MIKE & KALLI KENNEY



DR. JENNIFER & BRADLEY KEYS



NICOLE KEZAMA



NICK & DYANNA KILLPACK



RYOKO KIMURA



MELISSA KING



MIE KIRA



KENTA KIRIYAMA



MIKE & MEGAN KNORPP



DR. SEAN & WENDI KOHLER

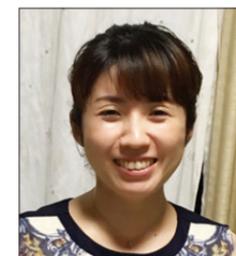


MICHIO KOIDE



FOUNDER JPN

MIKI KOJIMA



MEGUMI KONO



YOLANDA KOOLE



JENNIFER KOURTEI



DEBBIE KRAHN



JOE & AMBER KROPP



SPENCER & RETA KUHN



PU LI KUO



GARRISON & CINDY LANDES



DAVID & LOIS LANE

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DIAMONDS



LAURIE LANGFITT



JAMES & MICHIE LAYTON



FOUNDER USA

NOLAN & PAT LEAVITT



BEN LEE & IONE SKYE



JOHN & CAROLINE LEE



DIANE LEFRANDT & JESSICA SMUIN



ARLA LEINS



FOUNDER SGP

CHUA HONG LEONG & LAW SHU LI



CHUCK & CHRISTINA LEROSE



ZACH & KYLENE LESSIG



CHAD & JODI LEWIS



HSIU WEN LI



FOUNDER TWN

YU YIN LI



HSIAO-CHING LIN



HUI CHUN LIN



PO HSIU LIN & FANG SU KUAN



YI CHEN LIN



YU YU LIN



JOHNATHAN & RACHEL LINCH



FOUNDER TWN

WEN CHEN LO

DIAMONDS



FOUNDER SGP

LEE SEANG LOOI



CARDIN & MATT LOPEZ



FOUNDER MEX

CAROL LÓPEZ & LUIS ESTÉVEZ



YU JONG LU



DWAYNE & TRACY LUCIA



JEN LUKE



FOUNDER AUS

TANYA MAIDMENT



KALIKO & MAILE MAII



KELLY & CHRIS MALLINSON



FOUNDER CAM

MILTON MARIN



FOUNDER EUR

LENKA MARKOVA



RICK & EMILY MARTIN



JULENE MARTINDALE



TIM & EMILY MASCARENHAS



JOHN & PATTI MASON



ELIZABETH & MANNY MATSAKIS



FOUNDER JPN

SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



VICTORIA MCADAMS



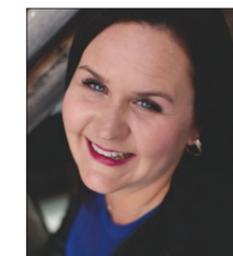
DENA MCCAFFREE



TONY & AIMEE MCCLELLAN



KEITH & KERI MCCOY



BRITTANY MCDONALD



SHARON & JASON MCDONALD

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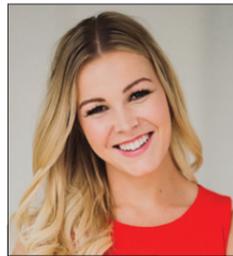
DIAMONDS



JOSH JELINEO & BEBE MCFALL-JELINEO



SUZANNE & ROBERT MCGEE



BRITTANY MCLEAN



JEANNE MCMURRY



PRISCILLA & JERRY MESSMER



BECKY METHENY



JIM & AMY MILLER



JUSTIN & ASHLEE MILLER



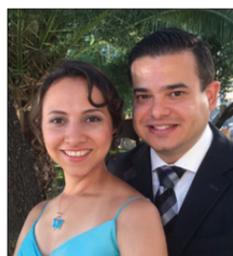
KAREN MILLER



GREG & DR. JULIE MONTGOMERY



DRS. BRETT & RAECHEL MORAN



CECILIA MORENO & JAIME HINOJOSA



SHANNON MORGAN



MICHAEL & MELISSA MORGNER



SOPHIA & PAUL MORRISON



MARY LOU & BILL MULCAHY



YUKARI NAKAGAMI



HARUMI NAKATA



HOWARD NAKATA



TED & ALISIA NELSON

DIAMONDS



ROSIE NERNEY



FOUNDER NZL
DR. MARTHA NESSLER



FOUNDER EUR
CHRISTIAN NEUDEL & GABRIELA HÄUSSNER



FOUNDER MAL
ANGIE NG



JONATHAN & DEANNA NICHOLS



JULIA NICHOLSON



FOUNDER JPN
YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



FOUNDER JPN
MITSUKO NOMIYA



ERIC & KRISSEY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



ADAM & TAMI NUHFER



KRISTEN O'BRIEN



FOUNDER AUS
KERY O'NEILL



FOUNDER EUR
FRANK ODDENS



NARU OGISHI



MUNEHIRO OKUMURA



FOUNDER JPN
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



FOUNDER AUS
JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



KATHY PACE



MELODY PAINTER

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DIAMONDS



ROBERT & JANELLE PARRINGTON



ELAINE PARSLEY



JOHN & LAURA PASTERNAK



ERIN PATEL



CYNTHIA PATIENCE



HOLLY PAURO



ANNA PENICK



SARAH-JANE PEPPER & TYLER HERR



SPENCER & LAURA PETTIT



JON & EMILY PFEIFER



RYAN & BETH PHILLIPS



BRIAN & JEN PINTER



FRANI PISANO & HERB HOELLE



DAVID & VICTORIA PLEKENPOL



MISH POPE



MAYRA & STEPHEN POWERS



JESSICA PRESS



MATTHEW & RACHEL PRIMEAU



RUTH PRINCE



RACHEL PROUD

DIAMONDS



DICK RAY & STACY PAULSEN



SABINE & MATTHIAS QUARITSCH



ANGELA J REED



WINDI & SAMUEL RIFANBURG



ADAM & NISHA RIGGS



SETH & JENNY RISENMAY



JENNIFER & VERON ROBERTS



AUDRA ROBINSON



JAMES & KELLY ROBISON



TRACIE ROESBERY



BRITTANY ROSCHECK



FOUNDER AUS
MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



JOANNA RUSLING



DR. ANDREA RYAN



JESSICA RYAN



KARI RYAN



NORIKO SAKAGAMI



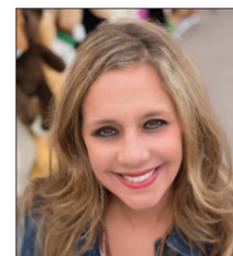
ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



FOUNDER CAM
ISIDE SARMIENTO



STACEY SARROS



JOSIE SCHMIDT



KATIE & CARLYLE SCHOMBERG



FOUNDER CAN
JANE SCHWEITZER

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JULIE ANN SCOTT



TERRI SELDON



FOUNDER AUS

HELEN & MARK SHAW



COURTNEY & NICHOLAS SHEPARD



FOUNDER AUS

MARK SHEPPARD & RANI SO



KIMBALL & YUKO SHUTE



ELENA SIMMONS



MARY SISTI



BRIAN & ELIZABETH SKAUG



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



DRS. JORDAN & TRACEY SMITH



LANA & KIRK SMITH



ROBERT & SHARLA SNOW



JOE & LAURA SOHN



MEGAN SPOELSTRA



BEN & ASHLEY SROKOSZ



ALICIA & JASON STEPHENS



DAVID STEPHENS



JULIE STOESZ

DIAMONDS



VICTORIA STRELNIKOVA



HAN YI SU & HUANG CHIH FAN



WEN CHIANG SU & HUI YU HUANG



FOUNDER KOR

HOON SUH



DR. MARA SUSSMAN



SAMUEL & MELISSA TAEU



TOMOMI TAKAHASHI



YOKO TAKAKU

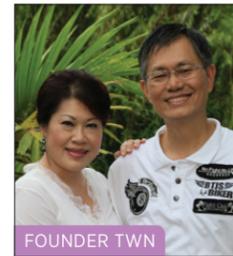


FOUNDER JPN

HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



FOUNDER TWN

CHEN CHIEN TANG & CHIAH LING LI



PAMELLA TANIMURA



JOY TARPLEY



JOE & ANNE TETZLAFF



PRAMELA THIAGESAN



DR. EMMA JEAN THOMPSON



DAN & AMY THYNG



BILL & ERLEEN TILTON



JEN TOMAZINCIC



GLENN & JESSICA TRAVIS



BRIAN & AMANDA TRENT



JASON & ALLISON TRIPP



FOUNDER TWN

HAO HENG TSAI & HSIN YUN CHANG



FOUNDER HKG

STEPHEN & YVONNE TSAI



FANG CHING TSAO

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



SHIH TSENG



CHERIE & MAX TUCKER



RENEE & BYRON TWILLEY



RYAN & MELISSA VALLELUNGA



ANNET VAN DORSSER



CIERRA & TANNER VANDERPOL



JODI & AARON VANDERSTAAY



CHAD & ESTHER VERMILLION



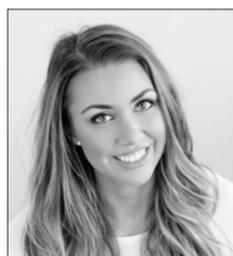
SONDRA VERVA



MELANIE VIENNEAU



EDDIE & ANGELA VILLA



BROOKE VREEMAN



HEATHER & AARON WADE



TARA & JUSTIN WAGNER



KENNETH & STEPHANIE WAHLBERG



CHAD & SUSIE WALBY



LORINDA WALKER



STACEY WALKER



BRENT & JENNY WALSH



ERIC & SANDRA WANG

DIAMONDS



TIENH SIUNG WANG & HSIU CHI LIN



BEN & MEGAN WARDEN



LANE & ANGELA WATKINS



MARK & TAMALU WATKINS



ZACH & KELSEY WATSON



DANA & DAVID WATTS



TODD & JODI WEAVER



ROGER WEBB



JULIE WEINBERG & MEREDITH KELLY



THORSTEN WEISS



KAREN WELCH



LIU WENHUI



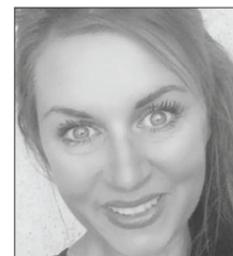
SHAUNA WETENKAMP



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



HALIE WHITAKER



HAYLEY & BEN WIESE



DINAH WILSON



JENNI & MIKE WILSON



ROB & MELISSA WILSON



JULIE WINDER



DANELLE WOLFORD



CHRISSE WORTHY



CHING CHUN WU



TUNG HAN WU

dōTERRA® WELLNESS ADVOCATE **Recognition**

DIAMONDS



JOEY & CACHAY
WYSON



YUKO YAGUCHI



MIDORI YAMAGUCHI



CHIU MAN YEN



ELENA YORDAN



FOUNDER JPN

FUMIKO YOSHIMOTO



FOUNDER JPN

MIHO YOSHIMURA



FOUNDER JPN

YASUNORI
YOSHIMURA



FOUNDER JPN

ATSUKO YOSHITOMI



FOUNDER KOR

YOUNG SUL YOU



MISKA & ROMAN
ZACKA



LIE ZHAO



SCOTT & LISA ZIMMER

DIAMONDS NOT PICTURED:

ERIKA TRACHSEL
QUAN JIN ZHOU

PLATINUMS



KEVIN & KIM ABAIR



KELLY ALVIS



CAROLYN
ANDERSON



FOUNDER MEX

LUZ MARÍA
ARGUELLES



MARCO ANTONIO
PAEZ ARGUETA



ROBYN AZIMA



AUDRA & BRIAN
BAILEY



VICTORIA BAKER



KENDRA BAMFORTH



ALISON BARTOLO



BRADEN & CAMILLE
BAWCOM



MAJA VODEB BECIC



FOUNDER KOR

DONGCHOL & SOON
BYUNG BEH



PAUL & LISA
BERGMAN



FOUNDER CAN

MARIE & HARLAN
BERWALD



MELFORD &
CONCETTA BIBENS



BRIAN & SHAWNA
BIELMAN



ELIZABETH BILLS



ALEESHA BIRCH



SARAH & CRIS BLAIR



VANEESA BOLLER



LADONNA
BONTRAGER



JESSICA & RYAN
BOSCHMA



REBECCA BOTTS



MICHAEL & MICHELLE
BOWLES



ASHLEE & NICK
BRADSHAW



THERESA BROWN



TONI BUNTING



DEBBIE BURNS



CLAUDIA CALDERON



LISA CANIPELLI



CATHERINE
CARRIGAN



LACEY CHALFANT



KUI FEN CHANG



FEI NI CHEN



GINA CHO

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



FOUNDER AUS

TERPSY CHRISTOU



TROY & DOROTHY CIVITILLO



STUART & CARLIN CLARKE



TANIA COTE



NANCY COUTURE



DR. JAMES & KIM DAHLIN



JULIE DAVEY



BRITTANY DAVIDSON



JOYCE DAY



CECILIA LÓPEZ DE LARA & ANDONI ROMERO DE LARA



DR. MARK & KRISTI DEBRINCAT



SARAH DEGROFF



JEREMY & HOLLY DIXON



ERICA DOLAN



JENNIFER DONOVAN



SUSAN DYESS



BLAKE & JESSICA EASTER



MARK & LINDSEY ELLIOTT



MICHELLE ELSTRO



CAROLYN ERICKSON



DAWN FARRIS



SHARON FILA



JANA RANKIN FINCH



DR. BRADLEY & ALANNA FRANKLIN



PAUL & STEPHANIE FRITZ



LAURA GARCIA



DAREN & CRYSTELLE GATES



SUE GAVEL



NATHAN & JOANNA GEIGLEY



KRISTANN GILLIES

PLATINUMS



CRAIG & LYNN GINES



VALERIEANN GIOVANNI



BRAD & TOBI GIROUX



DIANE GJELAJ



CARMEN GOLDSTEIN



VERONIQUE GOLLOHER



LUCY GONZALES-ROMERO



LEON GREEN



DREW & LACEY GRIM



GRIFFIN GUNDERSON



MELISSA GUTHRIE



FOUNDER EUR

JÜRGEN & MARTINA HAKENJOS



DANIEL HAMILTON



GRACIE HAMMER



CLIFF & PJ HANKS



ABIGAIL HANSEN



FOUNDER EUR

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ARIANA HARLEY



ROXANNE HARRIS



BRIAN & JEANNIE HARRISON



TODD HART



KRISTINE HAUCK



CHLOE HILTON-CLOW



JULIE & KAULIN HINTON



PAULA HOBSON



BILL & JODY HOFFMAN



SHALEEN HOGAN



GREG & MELODY HOLT



CAROL HOLTZ



BRENT & ANNIE HONE



JACQUELINE HOWELLS

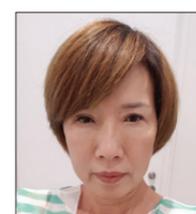


HO CHUAN HSIEH



FOUNDER TWN

HO NIEN HUANG



SHU HUI HUANG



HSUEH LING HUNG



DEBORAH HUSBANDS

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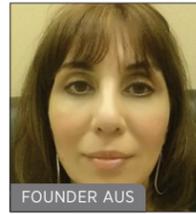
PLATINUMS



KATIE HUSSONG



KELLY IRIZARRY



FOUNDER AUS

RELEAF ISMAIL



CAROLINE JACKSON



FOUNDER EUR

SABINE & HARALD JAHN



LINDSAY JENSEN



TONY & DONETTE JOHNSON



RACHEL JONES



TIFFANI & D'ARTIS JONES



CHIAO EN JUAN



LISA JURECKO



HENRIETTE KALGRAFF



VACZY & REKA KAROLY



LEAH KARRATTI



CHELSEY KAYSE



KRISTA KEHOE



COLIN & JEN KELLY



KELLY KETLER



TOM & ROMMY KIRBY



CHRIS & GARY KIRSCHBAUM



JESSICA HERZBERG KLINGBAUM



LINDSAY KNAPP



FOUNDER EUR

JON ERIK & LYNN KVAMME



AUDREY LAFORGE



SHARA LANGFORD



ALISON LANGRIDGE



ALISHA & JONATHAN LATOUR



FOUNDER MAL

ANNDA LEE



CECIL & LIANA LEE



FOUNDER KOR

KYUNG MI LEE

PLATINUMS



REN-MIN LEE



REBECCA LEONARDES



DR. DANIEL & KATIE LEVERENZ



FOUNDER MAL

BEAN HOO LIM

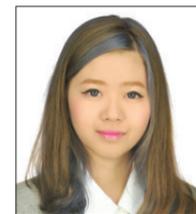


FOUNDER KOR

ME HEE LIM



HSIU FENG LIN



HSIAO CHUN LIU



XIANGLEI LIU



YU CHI LO



JEN & JEFFREY LONG



JENNIFER LONGMORE



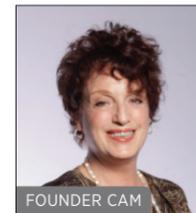
SHELLY LOYD



YVETTE LUCIANO



HEIDI LUEKENGA



FOUNDER CAM

ADELE LURIE



KERRI & MARK LYDELL



JING MA & JINHUI WANG



BETTY MAGILL



BRETT & BROOKE MAGLEBY



MELANIE MAITRE



VICKI MARCUS



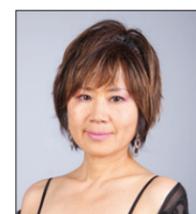
CARRIE MARSHALL



AMY MARTIN



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



MIHO MARUYAMA



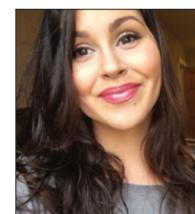
SUSUMU MATSUZAKI



DR. TANYA MAXIMOFF



HEATHER MCKINNEY



NICCI LYNN MCLAIN



DR. ALLIE MENDELSON



WENDY MENDOZA



KELI MESSERLY



JIMMY & DEIDRA MEYER-HAGER



EMILY MIEREN



DR. JANUARY MIERZEJEWSKI

PLATINUMS



HOLLY MILLER



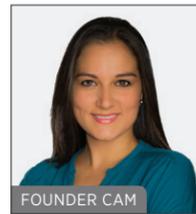
LIU MIN



JUDI MINCKLER



ANGELA MOFFITT



FOUNDER CAM

ANDREA MONGE



MARIE-CHRISTINE MORIN



HARUMI MORITOMO



CAROLYN MOSHER



BERIT MUNRO



RAY & LAUREN NEWSOM



JENNIE & MATTHEW NICASTRO



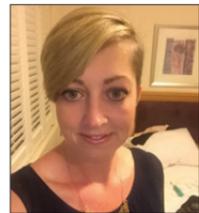
MIYUKI NOGUCHI



KIMIKO NOMURA



RENEE NOVELLO



CHARLOTTE O'CONNOR



BERNADETTE O'DONNELL



HELEN O'GRADY



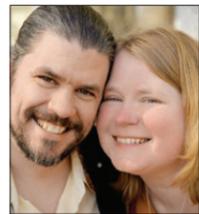
SARAH O'MAILIA



KAORI OKAMURA



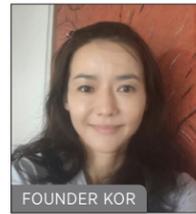
BROOKE OLIVER



CHRISTOPHER & AMY OUELLETTE



RAYMOND PAN



FOUNDER KOR

HA PARK



MARANATHA PARKE



PAM PARKINSON



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JAMES & CHRISTINE PAYNE



KYLE & KATEE PAYNE

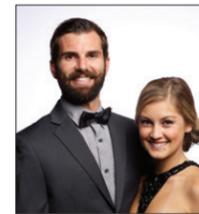


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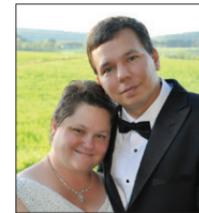
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SHAWN & AMANDA ROBERTS



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CORT & KARLI ROSZELL



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BECKI RUH



RITA RUNNELS



DAVID & DENETTE RUSSELL



KATRINA RYAN



JAMES & MISSY SANDERS



MISA SASAMOTO



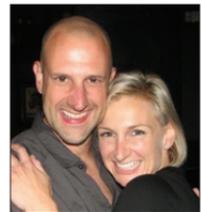
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AMY SELLERS



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TOMAS & SUZETTE SEVERO



YI MIN SHAO



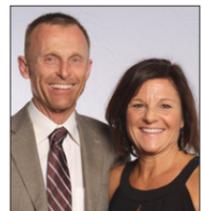
WENDY SHATTUCK



KEVIN & KESHIA SHEETS



EUN YEONG SHIN



LARRY & NIKKI SHORTS



KATRINA SIKORA



AMANDA SILICH



ROBYN SIMON



KELSEY SIMS



RACHEL & SCOTT SIROLA



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STEPHANIE SMITH



THERESA SOUCY



DON & PATTI SPIEGEL



ROBIN STEINFELD



TAMMY STEUBER



DAVE & CALLIE STEUER



WADE & CHRISTINE STOLWORTHY



PHIL & LEEANN STORK



BEN & JESS STRIDE



YU-SHOU SU

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JENNIFER SUN



SHARLENE SUTTAR



IKUYO TACHIBANA



KELLY TAYLOR



KEITH & KELLY TERRY



CHRISTINE THETHI



ALICIA THOMAS



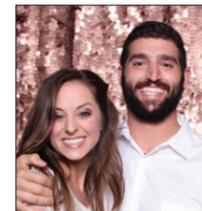
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TYLER & KRISTIN TIGGES



ANI TOROSYAN



JESSICA TREPAGNIER



DUANE & CRYSTAL TUCKER



JENNIFER UPCHURCH



TIM VAN DER MEIJ & ESTHER SCHULENKLOPPER



SHANDA & JEREMY VANDENBARK



BILL & MARILYN VANDONSEL



JENNIFER VASICH



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ANNA VASKOVA-MOTYLÍK



TYRONE VICKERSTAFF



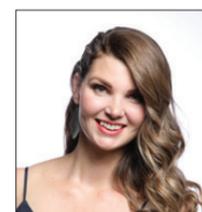
ELENA VINOKOUROVA



CASEY VON IDERSTEIN



HIROMI & SHIGEO WATANABE



DANYEL WATERS



RANDY & SUMMER WHELCHER



MICHELLE WHITE



GINA WHITELAW



EMILI & DALLON WHITNEY



LORI WILLIAMS

PLATINUMS



FRED & MARTI WINKLER



JOHN & CHRISTINA WOMBLE



MELISSA WOOD



VANESSA WOOLEY



MICHELE WRAGG



JOHN & JESSICA WRIGHT



PENELOPE WYNNE



HUI ZHI XIE



MIKI YAMASHITA



FOUNDER JPN
HIROKO YAMAZAKI



ALISON YEO



TERUMI YUASA



FOUNDER KOR
SANG MOK YUN



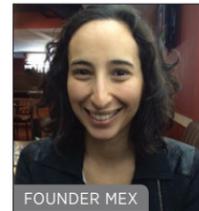
KRISTI ZASTROW



GARY ZHOU & LAURA WANG



ETHAN & CHRYSTELLE ZIMMERMAN



FOUNDER MEX
DIANA FALLENA ZONANA

PLATINUMS NOT PICTURED:

ANTHONY BLISS
GUIHUA CAO
CHANG YU CHI
AIMEE DECAIGNY

ADRYAN DUPRE
CHRISTINA GARDNER
YOUYING JIANG
HSISHUN SHIEH

DALTON STEWART
CHING HUA YU

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