

# LEADERSHIP



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## **Diamond Club**

SOURCING TRIP HIGHLIGHTS—**16**

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# Congratulations on Reaching Presidential Diamond Adheesh Piel & Santoshi Stone

BYRON BAY, NEW SOUTH WALES, AUS



## What was the biggest hurdle you overcame on the way to Presidential Diamond?

**Adheesh:** It has been a challenge to work together as a team toward a common goal. We've experienced a lot of misunderstanding and miscommunication, but along with that we developed resilience. You can't take things personally, and rather than being righteous, why not look for solutions to help the team move forward?

**Santoshi:** When we were Blue Diamonds, I had to come to a clear understanding of who we were, so we could develop our strengths and our team through our strengths, and not our weaknesses. The process of achieving this was to dig deep inside and examine myself and my Why. Once I understood this, organic growth came in our personal development, and understanding and looking at the gifts of our leaders.

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

**Adheesh:** Everybody needs to know their reason why they want to take this journey. Everyone has their unique motivations and their own timing; we've learned to respect that on our team. The rewards of becoming Presidential Diamond are huge. Celebrating your leaders and helping them enter the rank of Platinum or beyond is a more joyous experience than being celebrated yourself. Financially you have the ability to give back to projects of your choice. Your influence to make this a better world and leave a legacy has gone to the next level. But the biggest reward is your inner journey—the person you had to become to reach this lofty goal. You will not only become more business-savvy and more creative, but also more humble and wiser.

**Santoshi:** Achieving Presidential Diamond gives you a great sense of achievement. The opportunity to give back and serve is achievable, if you want it. Presidential Diamond gives you the opportunity to influence so many people and create a legacy, which is so humbling. The opportunity to step outside your comfort zone and experience life in a way that you never thought possible is very real.

## How has this business changed your life?

**Adheesh:** Since we started eight years ago, our lives have changed dramatically. The financial rewards have allowed us to build our dream home near one of the most beautiful beaches in the world. We travel the world supporting our team, and at the same time enjoying the beauty of different countries and their cultures. We feel secure regarding our own needs for retirement. We are healthier than ever. We have many friends worldwide and feel happy to be a part of such an amazing community. We have gone many steps farther to becoming the best versions of ourselves, even though there is so much more to become and do.

**Santoshi:** I am so grateful. Grateful that we were given the opportunity to have a residual income, to give back to Cō-Impact Sourcing® and the dōTERRA Healing Hands Foundation®, and to leave a legacy of supporting thousands of people to become financially independent. We have choice in our lives. We can choose to live outside that comfort zone or inside the comfort zone. We have the freedom of choice that we didn't have in our previous businesses. The only challenge I have is my own mind and my own pusher that tells me I'm not doing enough, but that's just my journey and my personal development.

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

**Adheesh:** Find your Why and share it with your team. Reconnect with that goal daily and believe you can achieve it, even if you don't know how. Use oils and other self-care practices daily to anchor yourself. Think, act, and feel like a Presidential Diamond today. When you face a challenge,



keep asking, "What else can I do?" Finally, be ready to forgive yourself and others multiple times on the journey.

**Santoshi:** Don't give up. Stay the path. Stay consistent. Take care of yourself. Take care of your leaders. Don't ever stop enrolling. Don't ever stop doing the business. There were so many times we wanted to give up and throw in the towel, but we didn't. We had to look at how to stay relevant, and we had to remind ourselves about the end goal. It's not about the pot of gold at the end of the rainbow. No, it's really about seeing our leaders succeed. 💧



# Congratulations on Reaching Presidential Diamond Nick and Jeanette Fransen

CARLSBAD, CALIFORNIA, USA



## What were the biggest hurdles you overcame on the way to Presidential Diamond?

Throughout this process, I have experienced “mom guilt” when I was working a lot and missed moments in my children’s lives. When I started this business, I was motivated primarily by the desire to create the financial means to give my special needs son the medical and educational attention that would maximize his growth and abilities. When I did miss something

in my kids’ lives, I just told myself that I was doing this for a relatively short period of time so that in the future I could be completely present for my children. I remained hyper focused on getting my business up as fast as possible. I did a lot of things beyond my comfort level, like speaking in front of a crowd, asking numerous health practitioners and spa owners for a place to hold classes, and traveling long distances from my home. I even slept in my car one night while traveling



for classes! But my Why—helping my child—is the greatest motivation a parent could have.

I also built my business while dealing with my own significant health challenges—issues that were nearly debilitating. At times, I had to take time out to get medical attention, but I was determined to find a way to get better. In the meantime, when I went back to places where I had enrolled people and heard how the oils had so blessed their lives, I felt compelled to continue building so others would find similar help. It was so motivating to me to see how the oils and the business could profoundly change people’s lives for the better.

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

First, have a good support system, especially for those times when you feel like quitting. My sisters and my mom are on my front line. They have backed me up, talked me down, and cheered me on through the good and the bad times. Second, take consistent action. Teach classes and enroll new people. While doing that, keep track of your business. Know how many people you and your leaders and builders are enrolling. If things are not growing, try something different. Reach out to leaders in other organizations for ideas and collaboration as well. Set small attainable goals and celebrate those small wins. Additionally, and very importantly, work with the sharers in your organization. I know a Blue Diamond who built her whole organization on sharers. Help your sharers; I have seen many sharers turn into builders with help and encouragement from their upline. Finally, never give up. Focus on what this business gives you. The freedom to do what you want, when you want, how you want, and helping those you want is one of the greatest gifts this rank will provide.

*“Have a good support system, especially for those times when you feel like quitting. My sisters and my mom are on my front line. They have backed me up, talked me down, and cheered me on through the good and the bad times.”*

## 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?

While it is true that reaching the rank of Presidential Diamond is going to involve work and stress, I have found that being Presidential is easier than any other rank because of the resources and the leaders available to help you. I don’t think anyone really avoids stress or work by not going for Presidential. This rank can give you the freedom to create a life you have only dreamed about. Moreover, if you are driven by helping others, remember that you can help and influence more people at this level.

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

The reason I went from Blue to Presidential was to better help other families with special needs, children in the developing world, and most of all, single mothers of special needs children. It is extremely hard to be a special needs parent and even more so when a partner leaves upon finding out their child isn’t typical. I wish I could say this was not so prevalent, but unfortunately, it is.

## How has this business changed your life?

Our dōTERRA business made it possible for our son, who has many health issues, to get the treatments and attention that he needs. It’s made it possible for us to help many more families in the same spot we have been in. I really love to help others and am all about living a life that most people only dream of. We live in San Diego with amazing views of the ocean. We go surfing and are able to have a private teacher for our son who needed to be home schooled. Every 6-12 months I create a dream board. This last time I updated my dream board I put up a picture of an oil supply store and decided to open an oil tool store that gives back to charity to help sick kids. 💧



## Anastasia Halcomb

HARKER HEIGHTS, TEXAS, USA

# EDUCATE AND EMPOWER

*“There will be miracles.”— Anastasia*

As a new builder in Anastasia Halcomb's downline, you will receive a hefty welcome package in the mail. Inside you'll find a stack of essential oil chemistry flashcards, a laminated class outline, a calendar, an essential oils encyclopedia, the top 10 dōTERRA® oils, Anastasia's current favorite products, and a unique oil blend created by Anastasia just for you.

You can hear the joy in her voice when Anastasia talks about these gifts of initiation into essential oil education. “Perhaps it is the homeschool mom in me,” she says, “but I encourage my team to dive into the oils. Grab a bottle, open it, smell it, explore the science of its chemical properties. Do this for at least 30 minutes every day. Once a person gets a testimony of the chemistry, they can share powerfully!”

However, Anastasia's passion for essential oil education began long before she ever considered the business model. After battling her

own health challenges for nearly 10 years, Anastasia found relief through toxin-free living and dōTERRA oils. The realization of how drastically her life had changed dawned on her one day while sitting in the car with her husband, and she began to cry.

Concerned, her husband asked what was wrong. She replied, “This is the first time in 10 years that I don't feel discomfort. I feel like myself! Now that I've stopped taking all those chemical health products, I can feel emotion again.” Her husband responded, “You need to share this. You need to help other people find this same freedom.”

So, the Halcomb family embarked on a mission to make the science and benefits of essential oils accessible to everyone. Since signing on as a builder, Anastasia and her family have moved three times. She was quick to embrace the wide network her circumstances had gifted her, and she called up 35 people across the country and

signed them up over the phone. All of Anastasia's builders are out of state, but this doesn't hamper her leadership style. Be it social media messaging or snail mail welcome packages, Anastasia stays connected with her team.

Even when the path to Diamond was rocky, Anastasia's deep-rooted belief in the power of dōTERRA oils sustained her on her journey. “I remember a particularly difficult period in our family and business,” says Anastasia, “I was pregnant with our second son, who was expected to have many complications. At the same time, I was working hard to hit Diamond, but it wasn't happening. Physically and emotionally, I had expended all my energy and didn't feel I had more to give. But then my husband asked me an important question: ‘If you weren't paid, would you still do this?’ Of course, the answer was yes. That answer has kept me going ever since.”

## KNOW THE SCIENCE

“I learned from personal experience that the first step to sharing is helping others discover the science behind what essential oils can do in the body. Research the chemical constituents and properties of the oils. It is empowering. I encourage all users to turn to the chemistry and science so they can find a passion for how essential oils work.”





## Troy and Jeanese Humbert

WALLA WALLA, WASHINGTON, USA

# THE PATH TO TIME AND FREEDOM

To say Jeanese Humbert had her hands full was an understatement. A recently divorced mother of two adult children and a soon-to-be grandmother, Jeanese was juggling the salon and spa she owned and operated and renting out her home to vacationers. Life was chaotic, and yet the business opportunity with dōTERRA® promised the missing ingredients in her life: time and freedom. So she signed on as a builder.

Although Jeanese was excited about her after-hours oil classes, she was reluctant to tell her employees at the Misbehaven Spa and Salon about her dōTERRA business. Jeanese explains, "I had 30 salon employees looking to me for guidance and direction. How would they feel about me investing my time and energy outside of the salon?"

While grappling with these fears, Jeanese met the love of her life and now-husband, Troy. "From day one he encouraged me to invest in my dreams," she says. For Jeanese, a new chapter of her life provided the clarity she needed to fully commit to the path leading to more time and freedom. A newlywed wife, mother, and grandmother to a beautiful blended family, she saw the life her family could have and her business goals crystallized. "Building my dōTERRA business became my number-one focus, with the goals of retiring my husband one day soon and spending time together with our five children and five grandchildren."

With her perspective and clear goals, Jeanese was able to truthfully share her commitment to her dōTERRA business with her team at her salon

and spa. "I knew it wouldn't be easy, but I decided to be upfront and honest with my team and let them know what I was doing and my commitment to it." With the support and understanding of her salon staff, Jeanese split her time between her businesses and worked tenaciously to support both her teams.

During this busy phase of her life, Jeanese rapidly blossomed as a leader. Her commitment to her teams and to her personal passion for essential oils keeps her humming along, building up people wherever she goes. "I am so grateful for this opportunity to share these amazing oils. One drop at a time we are making a difference. I'll never forget this piece of wisdom: someone is out there waiting and praying for someone like you to help them—to give them answers. Never stop sharing your oils."

## SEEING HER STRENGTHS IN HER STORY

“My strengths evaluation shows my top five strengths to be activator, relator, harmony, competition, and focus. Replaying and reliving my story, I can clearly see all of those strengths propelling me onward! That’s amazing!”





## Jaime Hinojosa and Cecilia Moreno

MONTERREY, NUEVO LEON, MEX



# THE VALUE OF VISION

**“My decision to leave my dental practice to build this business was difficult. I hope our story gives extra courage to others who are facing similar crossroads. Leave behind what you have now so you can achieve your dreams.” —Cecilia**

After 13 years as a health care professional, Cecilia was considering closing her dental practice to pursue her dream of succeeding in her dōTERRA® business. But she wondered what people would think of her. After all, she was only familiar with

the traditional standards of success. After graduating fourth in her university class, she opened her own dental office and had scores of happy and devoted patients. But now, she found herself looking down a non-traditional career path with dōTERRA and wondering if she would succeed. “Is it wise to discard all the time and money I invested in my dental career?” she asked herself. “What if this new business doesn’t work? Can I go back to dentistry?” Despite these heavy questions, Cecilia felt joy and hope at the possibility of making her family dreams come true with dōTERRA.

The transition out of her dental practice into building wasn’t easy. Cecilia says, “I knew that if I wanted to be a successful leader in dōTERRA, I needed to dedicate enough time to my business. So, I gradually scaled back my work in the dental office until I was working on my patients only one day a week.” This was difficult for her patients to understand and some criticized her of neglecting her practice to sell oils. Despite others’ perceptions, Cecilia remained determined. “I knew I would move forward no matter what. I entrusted my entire dental practice to my college and

**God granted me this opportunity to share gifts from the Earth to solve the problems I didn’t really know I had at the time.**

friend, Cynthia. The way I saw it, I was trading my career treating mouths and teeth for an opportunity to treat hearts, and that made me happier.”

Cecilia’s decision was made, and the new arrangement seemed to be working smoothly until personal hardship hit the women at the helm of Cecilia’s office. Cynthia was called away to the U.S. to be with her gravely ill mother, and Kimberly left the office after the birth of her baby. “The two key people running my office left in the same year, and I felt like my world was falling apart,” remembers Cecilia. “I was tempted to leave my dōTERRA dream so my dental could survive this crisis.”

However, after consulting with her husband and partner Jaime, Cecilia knew this was not the time to look back. Leveraging her strength of focus, she pushed herself to achieve the goals with her team and still treat patients in the dental office only once a week. With the help of four bright leaders on her dōTERRA team—Angela, Claudia, Cynthia, and Sandra—Cecilia and Jaime finally hit Diamond.

“I like to say that dōTERRA came into our lives providentially,” says Cecilia. “I look back and recognize that I couldn’t have sustained the rigorous work of my dental practice for much longer. God granted me this opportunity to share gifts from the Earth to solve the problems I didn’t really know I had at the time. We still have a long way to go before we achieve our ultimate goals, but we are certainly on our way, trusting in our divine Pilot who placed us on this wonderful path.”

## KEYS TO DIAMOND LEADERSHIP

- 1 FAITH:** We believe that if we trust our decisions to God, He will bless our path, no matter what the outcome. With God there can always be a positive result.
- 2 SACRIFICE:** We sacrificed time and activities, knowing in our hearts that the time we invest on our business today will return as free time in the future.
- 3 ENDURANCE:** dōTERRA is not a speed race, but an endurance race. Your Why is the only thing that will help you keep moving through adversity and spark the creativity you need to succeed.







# Full-time FAMILY



## Ryan and Jessi Boschma

LIBERTY LAKE, WASHINGTON, USA

**“Do all the good you can, by all the means you can, in all the ways you can, in all the places you can, at all the times you can, to all the people you can, as long as you ever can.”**

—John Wesley

Jessi and Ryan got their first taste of working together while flipping crepes in their food truck. While the food truck was just a side-hustle to supplement their salaries in ministry and teaching, the couple began dreaming of a life that didn't force them to go in separate directions every day.

Then in 2016, just five days after welcoming him into the world, the Boschmas lost their second son, Brody, and everything shifted. Jessi shares, “How we viewed our life and our priorities completely changed. We realized that up to that point, nothing was propelling us toward our dream of spending every day together as a family.” So the couple changed

course. In Ryan's words, “We jumped all in to pursue our dreams full time, not part time.”

Late summer 2017, Ryan left his ministry job to join Jessi full time in the business, and together with their son Luc, the couple set out on their four month Diamond Club adventure. For some, Diamond Club means time away from home and it can be taxing on the family. However, for the Boschmas the traveling wasn't time away, it was time together. Jessi recalls, “We knew participating in Diamond Club together would be best for our family and business. God completely provided and we hit Diamond and finished third place in Diamond Club.”

However, for the Boschmas hitting Diamond was as much about their team, Ōhana Tribe, as it was about their little family. Ryan remembers, “From the beginning, we really wanted our business to be as inclusive as possible. As we experienced the amazing effects of Diamond Club

in our business and leadership skills, we wanted to include our team to be a part of what we were already doing. Jessi had the idea to copy the point system that dōTERRA uses in Diamond Club and create our own mini-Diamond club in our business!” The result? “When we hit Diamond in November,” says Jessi, “It was everyone's success. Ōhana Tribe hit Diamond. Not us.”

For Jessi and Ryan, belief has been their North Star on their journey to Diamond, and it will continue to guide their path forward. “We share ‘belief’ as one of our top five strengths, and looking back over our last couple years, it makes sense why we haven't given up on this business. Even before we knew belief was a strength of ours, we can look back over the past couple years and see it shine through time after time. We believe in the hope-filled future that lies ahead as we bring love, joy, and healing to all we come in contact with. Our calling is to love all and serve all and we will never stop!”

### BELIEVE IN YOURSELF

Take ownership for your business. Stop waiting for someone else to do your job for you. If you want to achieve a certain rank, by golly, go after it! Don't wait for anyone or anything. Be who God made you to be. We are here to love and help one another. We are so uniquely and wonderfully made that when we lean into whom we were created to be, beautiful things happen!



# DIAMOND CLUB

The top winners from Diamond Club accompanied Emily Wright on Sourcing Trips to Vancouver and Oregon. They visited dōTERRA® partner growers and distillers to see firsthand



# SOURCING TRIP HIGHLIGHTS

how the oils they share are changing lives from the moment the seed is planted. Some of the attendees share their experiences from the trips.



## Canada: Arborvitae

"When I first started Diamond Club, it was about the enrollments, events, rank advancements, and connecting with my team. These are all amazing and essential, but I am so grateful I had the opportunity to attend the Sourcing Trip. Touring the distilleries, connecting with Emily Wright, and meeting the leaders of other teams made the trip truly inspiring. I encourage everyone to qualify for this trip because it is something you do not want to miss out on." —Melanie Boutin

"On this trip we are able to see, touch, and feel the heart of the company. Seeing the sourcing process firsthand, talking to kind and down-to-earth Emily Wright, hearing from the producers, and learning about the partnership and passion our company upholds really made dōTERRA values come to life like never before." —Kathy Houle

"Diamond Club helped my team connect and work together as a team. But the sourcing trip was the crowning event of my Diamond Club experience. Coming out of this trip, we will head home to

our team with information and inspiration. We want them to have this life-changing experience for themselves!"

—Kristel Imbeault

"Being on this trip confirmed the true meaning of dōTERRA—coming together and working together. After experiencing this amazing trip, I am excited and willing to do Diamond Club again so my team can have this same opportunity. I want them to feel the joy of understanding what dōTERRA is really about."

—Mylène Vallée.

## USA: Peppermint

"This Diamond Club Sourcing Trip has amplified my sense of empowerment, gratitude, and humility. Convention speaks to my heart in so many ways, but this trip resonated with every cell in my being. Emily Wright and the other leaders radiated pure love. I felt pride shining from the smiles of the famers and growers we met. My heart is full! Now I want to pour that love into others!" —Katrina Sakora

"The opportunity to visit the farm and meet the folks growing our essential oils was simply wonderful! They are so passionate about the purity of our oils!

From the moment I arrived at the hotel, I made new friends. Rank didn't matter; we were all family, sharing ideas, support and encouragement. There were tears and laughter. Emily Wright took the time to really listen to all of our stories and offer encouragement. Nothing can fan the fire of belief in yourself quite like encouraging words from Emily and one of her hugs! I came on this trip tired from Spring Diamond Club and I'm leaving this trip with my cup full, my heart full, and my fire burning brighter than it ever has."

—Angela Maloney

"This trip truly surpassed my expectations. I loved bonding with so

many like-minded Wellness Advocates and hanging out with the corporate leadership. We bottled our own Peppermint, met the farmers, and laid in the roman chamomile fields. I will never forget these experiences. What an unforgettable gift!" —Alisha Trask

"What an incredible adventure this has been! I made new friends, went hiking, hung out with Emily Wright, sang karaoke, ate tons of great food, and visited our sourcing farms. I have greater appreciation for the farmers and a deeper connection with the process of making these oils. Thank you, dōTERRA!"

—Holly Vensel



Juan Julian Carballo Espinosa and Reyna Beatriz Herrera Reyes

VERACRUZ, VERACRUZ, MEX

# Regalo de naturalezas

El hecho de confiar el enrolamiento de un recién inscrito con mucho potencial a una persona que necesitábamos ayudar y que se comprometió a desarrollarse y ver lamentablemente que no deseaba compartir el espíritu de dōTERRA® y al solicitarle devolver a la persona que sí había progresado tajantemente nos dijo que era suyo desde siempre, hizo que en ese momento todo se nos derrumbara y tuvimos que reflexionar mucho acerca de lo que estaríamos dispuestos a soportar para no convertirnos en peores personas, y se nos abrió el panorama de que debíamos poner el beneficio de nuestro equipo por encima de la mala actitud de las personas, para lograr que la frustración y la impotencia se transformaran en las mejores de nuestras fortalezas y virtudes. Hoy día esa relación ha progresado mucho y es uno de nuestros principales líderes y su visión se ha transformado radicalmente al ver nuestro apoyo permanente y sincero.

Tenemos una maestría en fracasos. Los tropiezos administrativos con nuestros ingresos y créditos bancarios mal aprovechados fueron fundamentales para entender que la vida no da dos

oportunidades; hemos aprendido a no ser obstinados, y reconocer nuestras limitantes y errores, ya que los errores te muestran el camino de mejoramiento humano que debes de recorrer para colocarte a la altura de las circunstancias del plan divino que hay para ti. Hemos aprendido a ser responsables de los sucesos que existen en nuestra vida.

Somos trabajadores incansables y sabemos maximizar tiempo, capacidades y presupuesto para alcanzar nuestras metas y la de los demás. Siempre estamos al borde del siguiente proyecto personal y grupal.

Lo hacemos todo el tiempo; el contacto con todos nuestros líderes es estrecho y diario, forma parte de nuestro día a día. El conocimiento táctico y estratégico, combinado con el dialogo y la reflexión para superar los obstáculos, es fundamental. Se trata de que nuestro ego no entorpezca el proceso cognitivo para ser verdaderamente objetivos en el proceso de bienestar.

Definitivamente la reacción social en nuestro propio medio de los aceites esenciales, ante nuestra dinámica de

trabajo, ha sido una experiencia muy desagradable, pues descubres que para muchas personas tristemente solo se trata de dinero y estatus, y entonces, cuando trabajas y colaboras con y para los demás rompes el paradigma multinivelista de otros líderes y comienzan las agresiones y difamaciones en todos los medios posibles. Jamás habíamos enfrentado tantas descalificaciones, astucias y acechanzas como en esta época de nuestra vida y eso nos muestra otra faz del corazón humano que debemos de aceptar como un reto de influir en ellos con nobleza y compasión. He allí para nosotros un nuevo reto.

Ninguna de las etapas de nuestra vida se vio interrumpida en este proceso de crecimiento, antes bien lo que hemos sacrificado es nuestra fuerza vital y nuestro cuerpo, pero nos sentimos bendecidos por los resultados logrados en cada persona que entra en contacto con nuestros aceites esenciales. Hacemos dōTERRA las 24 horas del día y es una experiencia fantástica vivir intensamente enfrentando juntos cada situación presente.

“We hold a master’s degree in failure. Our many mistakes have taught us not to be stubborn and to acknowledge our limitations and errors. Missteps show you the road to human improvement, which you must travel to rise to the demands of the Divine plan for you.”

## PERSONAL RESPONSIBILITY

**WORK TIRELESSLY.** Maximize your time, abilities, and resources to reach your goals and help others achieve their goals.

**CONNECT WITH YOUR LEADERS.** Make daily contact with your leaders a part of your normal routine. Always be ready to help them on a personal or team level.

**SHARPEN YOUR SKILLSET.** Tactical and strategic knowledge, combined with good communication and a positive mindset are essential to overcoming obstacles.



## Carlee Modra

BAKEWELL, NORTHERN TERRITORY, AUS

# REWRITING HER STORY

Carlee was excited about the initial growth her dōTERRA® business experienced. Early on, she and her team blossomed, and their success brought rapid rank advancement. However, when Carlee hit Gold, she found herself plateauing. If you ask Carlee about the challenges she faced on her path to reaching the rank of Diamond, she won't give you excuses about external circumstances.

Carlee says, "The first big challenge for me was opening up to receive the abundance that this rank brings. Ultimately I knew that, 'If it's going to be, it's up to me.' As I cleared out the blocks that had been holding me in my comfort zone of Gold, things started to

open up and flow." One of the keys for Carlee in moving past her blocks was using the essential oils daily. As she

used the oils, listened to her emotions, and followed the guidance of her intuition, Carlee was able to heal parts of herself and reprogram behaviors and thoughts she had picked up throughout her life.

The second great challenge for Carlee was staying true to herself. She explains, "We have an amazing system in place to build our dōTERRA businesses. However, I believe it is incredibly important to find our own flavor and what works best for us, and to resist comparing our journey to anyone else's." As she has found her own path to success and has watched her team members do the same, Carlee has gained a strong belief that a critical component is finding what works best for each person and staying true to that uniqueness.

Facing these two challenges were essential steps for Carlee in pushing past the rank of Gold. Digging deeper into personal development than she ever had before, Carlee finally hit Diamond; however, maintaining her new rank came with challenges, and she slipped back to Gold. Rather than making excuses about why she wasn't maintaining rank, she looked deeper into herself and her beliefs. "Ultimately I knew that I wasn't maintaining Diamond because, on some level,

I didn't believe I was worthy of it. There were more stories to dig out and rewrite."

And that is just what she did. Rather than allowing herself to blame her team members when they didn't show up in the way she hoped, or giving herself excuses about her personal life—she had just given birth to a new child—Carlee took ownership of her business and her success. She became determined to focus on herself and her energy. She decided to take control of her actions and her results, and the outcome speaks for itself. "Once I was able to clear out much of the resistance and feelings of unworthiness, I was then able to rise back up to Diamond."

**"I had the choice to either do the work and grow into my dreams, or walk away and never achieve them. The latter wasn't an option for me."**

—Carlee

## STAY ON YOUR PATH

"There were times when I questioned whether dōTERRA was the right path for me. After flowing into Gold so easily, it suddenly felt like roadblock after roadblock. At the time it was harder to see, but I knew these perceived roadblocks were calling me to do the inner work to grow into the energy of Diamond. Once I did that, I was able to flow into Diamond easily and gracefully."





## Amanda DiBiase

WOODSTOCK, GEORGIA, USA

# Grit and Vision

"I struggled in the beginning!" Amanda remembers. "I was the girl with a full class calendar but very few attended classes. More often than not, people wouldn't show up, and that was hard." Equally as discouraging, Amanda expected her downline to share her vision for rapid growth. "I also found myself pushing new builders who weren't ready to be pushed. It took time to develop the skills necessary to be a good educator and leader. This was the first time I had ever stepped away from a 9 to 5 structure, and I had a lot to learn."

But Amanda had unflinching determination and focus. She had started her dōTERRA® business with the goal of quitting her full-time job and spending more quality time with her family. Aware of her weaknesses, Amanda leveraged her strengths to remain consistent in her efforts and pursue personal development.

As she poured herself into her efforts, at first it seemed to Amanda that she was spreading herself very thin. She juggled her office job, her responsibilities at home, and her goals with her dōTERRA business; however, Amanda's faith in

what her future could be drove her onward. "My desire for a better life for my family fueled my passion to keep working toward a time when I could build my business full time. Honestly, quitting was never an option for me.

"Certainly, there were times when I had to leave home and miss events, but in those moments I remembered something Natalie Goddard shared with my team: 'Leave your children for a moment so other children can know what yours know.' I play that back often, and every single time I go where I am needed, I am always glad I made the choice I did."



Through her grit and vision, Amanda eventually stepped away from her full-time job; she was free to be with her loved ones and pursue her passion as a dōTERRA leader. "Once I make a decision, I am all in," she says. "I am all in. I firmly believe that what you focus on expands, and what you put into the universe is a powerful, powerful thing. If you focus on the negative, you'll always see it. But if you focus on the positive, you'll be amazed by all the gifts around you—even in the midst of struggle!"

.....  
"When I have my mind set on something, I live it, I breathe it, and I put it on my mirror, on my phone, and on my vision board until it comes to be."  
.....

### MENTORSHIP MATTERS

**Sometimes you have to loan out your confidence in your builders until they can believe in themselves.** Talking through situations and asking good questions is helpful to them and you. When I was new to leadership, I used to dump information on new builders, thinking if they just did what I said, I knew they would be successful. But people have to find the answers for themselves, which is why asking great questions (and waiting for them to answer) is super important.



## Raúl González and Alina Bracamontes

GUADALAJARA, JALISCO, MEX

# Her Heart Is Her Engine

“Maintaining a balance in my life is a challenge I face every day. I stumble occasionally, but there is always something within this business to lift me up again. My engine has been and will continue to be my family, my personal and spiritual development, my team, all the people I have met, and all I have learned on this path to Diamond.” —Alina

For Alina, the transition from her life’s career into her dōTERRA® business was not easy. As a social development advocate in her country, Alina’s work with young people had been extremely meaningful. “I helped lead the youth to participate in United Nations conferences and I was involved in wonderful altruistic projects,” she says, “As I considered stepping away from that work and into my essential oil business, it was as if I lost

clarity on who I was. I felt as though I was throwing away my professional legitimacy. I considered myself a weak salesperson and doubted my ability to be successful.”

It took nearly a year for Alina to identify a place for her authentic self within her dōTERRA business. “It was as if I had to knit a custom-made suit in which I felt comfortable and safe—like myself. It took time.” For her, the key

was focusing on the people and the joy of sharing, and not the numbers or strategy. “At first,” she explains, “my business looked more like a hobby. I had no vision, no strategy, no timetable. It wasn’t until I watched one my friends, Daniela Martinez, that I saw a different way. She naturally shared oils and placed her group in an intelligent and structured way. Within eight months Daniela reached the rank of Silver and I was inspired.”

## STAND ON YOUR STRENGTHS

One of my key uplines was Daniela Romay. She helped me detect the strengths that would help me move forward in my business.

**Empathy:** I communicate and listen with sincerity.

**Resilience:** I don’t take what happens around me personally.

**Responsibility:** I commit myself to my obligations and I execute them with diligence.

**Selflessness:** I truly care about my leaders’ growth. I want them to shine.

Alina realized that she was doing something she was passionate about, but she lacked the larger vision of where dōTERRA could take her. “It was time to get serious about my business.”

Alina’s determination was met by the support of her husband and business consultant, Raúl. “His vision and expertise were the missing ingredients in our dōTERRA business.”

Together, the couple strategized to achieve their new goals; however, they were careful not to lose sight of the individuals on their team. “We were intentional not to step on people. They each have their own unique set of circumstances and their own processes. We wanted growth to happen organically. That takes time, dedication, and patience.”

Alina has compared her Diamond journey to running a marathon. “There

were days when I felt exhausted and overwhelmed with negativity, but we had a goal, and that was enough to keep me running. On those hard days, thoughts of quitting would creep in, but then I would think, ‘How boring would my life be without my dōTERRA business!’ So much of my day would lose its purpose.” So, Alina and Raúl keep chasing their big goals, fueled by the passion, beauty, and joy they find each day in the business of their dreams.





## Amanda Walljasper-Tate

WORTHINGTON, MINNESOTA, USA

# BEAUTY IN BELIEF



Tena Pettis, Amanda's upline, had tagged her in a new post.

Curious, she read aloud: "So fun to see one of our own 'in qualification' on the incentive trip list!" Below was a link to the official standings for the Incentive Trip 2018 to Punta Cana, Dominican Republic. Tap, scroll, scroll. Then she saw her name.

Amanda's hand dropped into her lap, and she looked at Doug in disbelief. "I'm in the running! I had no idea!" He smiled, eyes on the road, as she explained how the points work. One hundred twenty-five points would secure her a place on the trip. One hundred fifty would earn them both a spot. But maybe this was just a fluke. She had signed on as a builder just a few months earlier, and perhaps the initial energy spike and high-enrollment would taper off.

Doug listened, eyes still on the road, until Amanda grew quiet. Then he said something that instantly changed her outlook. "What are the dates? I'm putting it in my calendar and we'll go together. I know you can do this."

For Amanda, this was more than an affirmation of her abilities; this was her husband embracing a vision of what their life could be. Not only did he believe in her, he believed in what they

could achieve through this business. That moment shifted her mindset and gave her a crystal-clear focus in the months of hard work ahead.

And it was hard work. "I put myself in front of a lot of people," Amanda says. "I pushed myself to teach 15–20 classes that month. Challenging as it was, my mindset was free of fear, and I was able to zero in on my goals. Doug was there in a moment of self-doubt to buoy me up. That made all the difference." In fact, it was the momentum she gained from earning the incentive trip that propelled her to reach Diamond in just 11 months.

As a Diamond leader, Amanda loves being that sideline voice cheering on her team members. She says, "Sometimes we are paralyzed by fear. We are scared to take ownership of this opportunity to share great things with the world—to make our dreams a reality. This is when the people around you can make a difference. Combat defeat by reaching out to positive people. Their perspective will help you see beyond your present challenges. Doug did that for me. I can do that for others. That is our role as leaders—to believe in people and lift them up until they can do it for themselves."

"We may not think we have a big, life-changing story to share," says Amanda Walljasper-Tate, "but what we forget is that everyone's story is made up of countless defining moments—experiences and feelings that pull you in a new direction and shape you into someone better, someone new. The sum of those small moments is life changing."

One such moment happened for Amanda while driving home with her husband, Doug, from a business trip. She leaned back in the passenger's seat of his truck and pulled out her phone. A few taps, a few scrolls, and she was on her dōTERRA® leaders' Facebook group.

**"The hardest work we will do is the work we do on ourselves."**

## WHY WE GREW

"Our team is filled with energy and excitement and has grown quickly because dōTERRA® products work so well. It's really that simple. I have heard more life-changing health stories in the last 16 months since we have been

sharing dōTERRA products than I have heard in my 10 years as a health food store owner. These products are simply awesome, and we are passionate about sharing, so more people can feel the difference."



**"I don't sell oils; I empower people to live healthier lives."**



## Bill and Meggen Keefe

BOSTON, NEW YORK, USA



# Choose Resilience

"Our team was ready. In the months leading up to Diamond Club, we were on fire." Meggen Keefe was a Gold leader with a plan to hit Diamond at the end of the program. There was no doubt in her mind that she and her team were primed to succeed. She says, "Our attitudes were right, and the passion was there. We were consistently meeting and building each other up. There was no possible way we wouldn't all rank up." So they threw themselves into the hard work, month after month.

But each time she ran the numbers, Meggen slowly deflated. "Over and over again, our hard work wasn't translating into the success we had planned. I couldn't believe the gap between where we were and where we wanted to be. I didn't see how we were going to make it."

As the months passed, her faith fizzled out, and she no longer believed the rank advancement would happen. "And you know what?" Meggen says. "Diamond Club ended and it didn't happen. We didn't rank up. It was crushing."

Heartbroken, Meggen began questioning her ability to lead her team to their goals and dreams. However, her soul-searching eventually led her to recognize the choice before her. "I could either give up or I could rebound, refocus, and discover the real reason I didn't achieve what I had set out to do."

## SHOW UP EVERY DAY

**"We have realized that our job is to show up—show up each day, put in the hard work, and be the best version of ourselves we can be. We do this all while focusing on the dreams we have and focusing on our Why, but the rest is in God's hands. When it is meant to happen, it will happen."**

Meggen decided to lean in. She dug deep. "Through prayer and honest self-assessment, I came to see some limiting beliefs that had been getting in my own way," she says. "The fear of failure had derailed me."

Her response? She turned to God, searching for the path she felt she needed to walk. She zeroed in on the reason she had first started her dōTERRA® business—to help others, while building time and financial freedom for her family.

With this goal clear in her mind, Meggen set about on a purposeful journey of self-development. She learned how to better herself as a mother, wife, business leader, and person.

Along the way, her faith empowered her to change. She explains, "The realization that had the greatest impact on me was giving my doubts and fears to the Lord." Meggen found the key is to give Him her fears, to not put limitations on what He is doing in her life, and to allow Him to guide her, her family, and her team.

Stronger for their struggles, Meggen and her husband, Bill, now build their dōTERRA business side by side. They are brimming with excitement for all that the future holds for them. "We are looking forward to growing in ways beyond our wildest expectations. We have a great team behind and in front of us, and we are blessed to be with an amazing company."

*Images by Shaw Photography Co.*





## Yolanda Koole

ST. CATHERINE, ONTARIO, CAN

# BEYOND HER BELIEF

**“I believe in a big God with a big purpose for my life.”**

**T**wo of my top strengths are belief and positivity,” shares Yolanda. “In many ways this optimistic mindset comes naturally to me. I can claim victory over a goal before I reach it, and speak that same truth into the hearts, minds, and business of my leaders. But, in one particular area of my life, I have had immense doubt and inner conflict: money.”

For Yolanda, wealth had a stigma. There seemed to be a glass ceiling on what she and her husband could and should

make—as if they were only worth the salaries they were familiar with. She explains, “My husband’s salary was the same as my father’s salary. I didn’t believe that anyone would ever need to earn more than that, nor that we were deserving of it. This spark of belief was repeatedly set ablaze by people in my life who fear wealth and cast judgment on people with abundance, me included.”

Prior to starting her dōTERRA® business, Yolanda worked as a youth

pastor on a small salary. But she was fulfilled by her work in the church. “I didn’t need more money to have job satisfaction. In fact, I subscribed to the belief that pursuing financial gain was sinful.” So, when she began building with dōTERRA, she had a nagging sense that she wasn’t allowed to succeed. “These feelings stemmed from experiences from my childhood and a misunderstanding of what God wanted for my life. I would find myself

sabotaging my efforts and giving up on things before I had a chance to actually be capable of them.”

A huge shift took place in Yolanda’s perspective in February 2016 when she attended Leadership Retreat and listened to Rachel Cruz speak about financial health. She realized that receiving more money meant God trusted her with more. “Wealth doesn’t make you selfish,” she says. “In fact, it allows you to be more generous. Financial health and debt freedom give you far more opportunities to bless other people.” Since achieving the rank of Diamond, Yolanda and her husband have the ability to bless others with things they need and expand their circle of influence and stewardship.

After that Leadership Retreat, Yolanda broke past her limiting beliefs to reach Diamond four months later, even with a five-month-old and three other young children at home. Her new challenge then became allowing her downline leaders to earn their own successes as well. She built leaders who weren’t ready for their rank and didn’t feel like they deserved it. She says, “This little mistake has taught me that no one can skip the steps of growth and development—everyone has to figure out their own way of doing this business in their own time.”

As Yolanda sets her sights on the future, she is guided by the saying, “Entrepreneurship is spending a few years living your life like most people won’t, so you can live the rest of your life like most people can’t.” Full of gratitude she says, “I already feel like I am living the life of my dreams as a Diamond. I feel so much fulfillment in the life that I already have, but I know there is so much more for me to do. I’m not finished sharing the message of hope and wellness with the world.”



## SUCCESSFUL LEADERSHIP IS SIMPLE

**“Mentors should know the way, go the way, show the way, and get out of the way. This is something that I teach on a regular basis at our local monthly team training. We love to remind our leaders to allow their builders the space to rise up!”**





**Jeanese Humbert**  
US Grand Prize Winner  
Walla Walla, Washington, USA



### Willing to Work Hard

This was my second time doing Diamond Club. I knew what to expect this time around and developed a clear plan of how I wanted to approach this opportunity. I started by sharing my plans with my leaders. I knew I would be stretched thin and getting their support was important to me. At this point on my journey, I was so driven—I was prepared to do whatever it took to hit Diamond.

### Don't Hesitate

To anyone considering Diamond Club, just do it! It is an amazing opportunity to travel, meet new people, nurture your team relationships face to face, and grow your teams that are not local. I now have people on my team all over the county. It's so rewarding to see these new builders take off and run!

### Memorable Leadership Moments

I got to visit a Silver leader who had stepped away from the business for a year or so and recently decided to jump in again. I remember standing next to her, watching her teach a class to a full room. Tears welled up in my eyes as I watched her share from her heart with her family and friends. This is the real fun of Diamond Club. I love doing classes and events in person with my team. Crossline, downline, upline, it doesn't matter the rank; getting face-time in these relationships creates a real team feeling, encourages collaboration, and inspires the best in each other.

### Be the Difference

Traveling through six states to visit teams I had never met in person was so rewarding. Knowing we had the opportunity to make a difference and change someone's life forever—financially, mentally, or physically—was truly the best! I am so grateful for this opportunity to share the oils. We are making a difference, one drop at a time."

## PLAN, PLAN, PLAN!

- 1. Map out the success you want to see.** Visualize where you want your business to be each month of Diamond Club.
- 2. Fill your calendar now.** Calendar out the classes you want to teach in each city and find people to host them now.
- 3. Give your team a chance to plan.** If you share the process early, they can plan ways to be involved and help reach your team goals.

**Raphaelle Gagnon**  
Canada Grand Prize Winner



### Diamond Club Creates Massive Momentum

I was deeply inspired by the Diamond Club stories I read in *Essential Leadership* magazine. They experienced amazing results, and I wanted that momentum for my team. I chose to participate because it felt like the perfect timing, and I like big challenges to keep me motivated! Diamond Club helped to motivate my long-distance builders because it allowed me to connect with them face to face. With the amazing incentives for customers, the increased enrollment for your leaders, and the mentorship you can provide through travel, your business will grow more in those four months than it would in a year.

### Do It Now

If you meet the qualifications, do not even hesitate to enroll in Diamond Club. Do it now, so your front line does it next time, and the tradition keeps duplicating in your organization! Don't be afraid to ask for help in other areas of your life to make it happen.

### Embrace the Experience

Diamond Club is a lot of work, but you don't have to feel exhausted. Exhaustion is a choice. Choose to be happy, choose to help, choose to get quality sleep, to eat well, to reserve time for family and friends. Working smart is more important than working hard. If your leaders see you struggling, they may not want to follow your steps and do Diamond Club after you. Choose to have fun while doing it!

### I Feel More Alive Than Ever

Diamond Club allowed me to touch more lives than usual. I felt like I was truly making a difference and my experience brought the following words to life: It's not about you, it's about others. More than anything, I want to see my leaders, their leaders, my customers, my family, and everyone I know have a better life. And I can, through my work with dōTERRA®.

## DIAMOND CLUB SUCCESS TIPS

- 1. Prepare and communicate with your leaders.** Be clear about the ways you can support each other in this adventure.
- 2. Stay organized.** Keep track of your events and enrollments.
- 3. Follow up.** Stay connected with your leaders and help them follow up with their customers.



## Gregory and Susanna Hobelman

WESTFIELD, INDIANA, USA

# SURPRISED BY PROVIDENCE

For 16 of their nearly 20 years of marriage, Greg and Susanna Hobelman have been working side by side in ministry. Between shepherding congregations and parenting four children, their life was rich and full. Susanna wasn't searching for anything when she found dōTERRA®. In fact, in many ways, it found her.

It was her mother who placed Susanna's first oils into her hands. Together they embarked on a journey of natural wellness education. Both women loved the oils and the way it blessed them, their families, and friends. However, as Greg watched his wife embrace products from a direct sales company, he was concerned that people would get the perception that they were using their position of influence for personal profit. So, while he welcomed the oils into their home, he felt strongly they would never "sell" them.

However, as Susanna and her family applied oils and experienced improved wellness, the earnest questions from observant friends and neighbors began to multiply. "What is your family doing?" they would ask. "Well, is there an oil for...?" Susanna's answer every time was, "Yes, actually I believe there is!" She says, "Over and over we reached out to help the need of others, and

over and over the oils changed lives. That's when Greg began to see that he couldn't resist sharing dōTERRA products any longer." Both Greg and Susanna realized that sharing the natural goodness of essential oils was truly an extension of the ministry work they were already doing; it was an opportunity to bless people's lives.

The Hobelmans' dōTERRA journey of service and love hasn't been without hardship. After reaching Platinum in her own dōTERRA business and providing relentless encouragement to her daughter, Susanna's angel mother passed away from a terminal illness. While the pain of losing her mother lingered, Susanna carried in her heart something her mother said in the final weeks of her life, "I believe I am ready to enjoy the journey." Buoyed up by her mother's legacy, Susanna kept moving forward.

Then, in February 2018, on the exact anniversary of her mother's passing, Susanna learned she was almost at the rank of Diamond. "I was shocked," she says, "Greg and our four kids met me when I walked in the door with a bouquet of five dozen roses to commemorate the day and also to celebrate. Two days later, Diamond became a reality. It felt like a gift from Mom."

**"With each step in the journey there has been a three-fold decision that has probably become the defining characteristic of all that I am as a dōTERRA leader. It is the decision to always 1) be better, 2) have faith, and 3) never quit."**

## "WANTING TO QUIT" IS A FEELING, NOT AN OPTION

"In April I was on a Diamond Club trip. Only two days earlier I had hit Diamond a second time, and yet somehow, I was discouraged! I was feeling the weight of traveling and my responsibilities at home and in my business. I called my husband. 'I feel like just quitting!' I said, 'I don't even have any solid enrollments or classes planned this month.' With Greg's loving encouragement and a prayer, I went on to sign up 22 people from those four days of classes—definitely a different outcome than I had been 'feeling' was going to happen. Some days you will feel like quitting. Remember that this is a feeling, not an option."



Image courtesy of Joanna Brown Photography

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



## Matt and Seantay Hall

EAGLE MOUNTAIN, UTAH, USA

# Commitment to Continue

Like many new Wellness Advocates, Matt and Seantay Hall were inspired by their first encounters with dōTERRA® products. After meeting with Andy and Natalie Goddard, Matt and Seantay were certain they were destined to reach the top ranks of the company with their passion for the oils and their vision for sharing them.

Unlike most new Wellness Advocates, however, Matt and Seantay picked up and moved to Hong Kong only months into their new venture with dōTERRA. Leaving their budding team in the United States, Matt and Seantay dove into spreading the news about dōTERRA oils in the recently opened market of Hong Kong. They remember, “There were many obstacles—we were so young, living off of savings and our small dōTERRA paycheck. We lived in a tiny, one-room flat with a bunk bed and held our meetings in coffee shops. It was an exciting adventure, yet deeply trying in so many ways.”

It was a difficult time—they had started their journey in Hong Kong with only one contact, and while they weren't lacking in passion for dōTERRA, the road was a hard one. “There were so many times when we were tempted to call it all off and quit, but we developed a strong commitment to continue, no matter what.” Months later, Matt and Seantay left Hong Kong with few results. They felt they had just learned an expensive lesson in how to fail.

Regardless of the challenges they experienced during their time in Hong Kong, Matt and Seantay remained committed to the dōTERRA mission and to their own vision. After returning home, they continued to share and teach about the oils, and they worked to grow their team. With a lot of hard work and a constant determination to reach their goals, they finally reached Platinum, and some time later, Diamond.

As they look back now on their experiences in Hong Kong, Matt and Seantay know they learned valuable

lessons during that time, even if they were difficult lessons. Some of these lessons are applicable every day as Matt and Seantay still work on growing their teams internationally—now focused in Brazil. They explain, “What we learned in Hong Kong about building in a new market has helped us immensely in building our international team in Brazil.” They have since learned and implemented online and social media strategies to build new teams in multiple countries.

And there's another important lesson the Halls have learned over the years, as they have worked to build up their teams both at home in the United States and internationally: “Realize that the teams that get you to your first leadership ranks might not be the teams that get you to Diamond and beyond.” As they work now to keep moving forward, Matt and Seantay have more excitement and passion than ever for the impact dōTERRA is having and will have for decades to come.

“Never give up on your teams and the hope that they will decide to **play big.**”



## BE A PRODUCER

“Never let yourself fall into manager mode. The best way to motivate others to move in this business is to go out and be the example. Always be a producer, and stay in the trenches with your team. Learning new skills and always staying in production mode is what allows us to find those who are aligned with our vision and our level of commitment.”





NEW dōTERRA DIAMOND

## Ellie Hedley

TRACY, CALIFORNIA, USA

# Living with Soul

Ellie was searching. Balancing motherhood, a taxing full-time career, and deep-seeded desires to make positive ripples of change in the world, Ellie felt something was missing in her life. In her words, "At this particular moment, I was feeling like I needed something more, something that would reach the masses, and something that could help people live better lives. I was ready to make an impact in the world, I just didn't know what the vehicle would be to make

that happen." Then one day, her friend talked with her about dōTERRA®. The moment her friend opened her case of oils, Ellie knew she had found her vehicle for change.

At the time, Ellie was working long hours at a large tech company as an account manager. "My job was quite demanding," she said, "and I found myself feeling consistently stressed. While I was appreciative of my career, it did not

fill my soul in any way. In a company of 400,000, I often felt I was little more than a number." It was with these challenges in mind that Ellie said yes to the dōTERRA business opportunity.

"It was exhilarating to feel genuine excitement about this work!" Ellie shares, "I enjoyed sharing oils, teaching classes, and being my own boss. My efforts were being rewarded, and I no longer felt like just a number." Ellie began to pour her heart into her dōTERRA business; however, the timing was not right for her to leave her salaried day job. "Leaving the company was not an option at that point. While the income paid our bills, the job was draining me. I felt pulled in two different directions and the internal conflict began to break me down."

Leveraging the joy she found in sharing dōTERRA products, Ellie developed a routine to help her achieve balance in her life. For two and a half years she held herself accountable for small, daily tasks, believing that they would yield long-term success. Ellie's consistency paid off. With her business growing, she knew it was finally time to quit her account management job.

Ironically, the same month she walked away from her 9 to 5 job, Ellie was surprised to learn she earned the rank of Gold. Ellie says, "The Universe seemed to be conspiring for me! dōTERRA has been blessing and rewarding me physically, emotionally, and financially. Above all, it allows me to live in a way that brings joy to my soul."



"The beauty of this business is that it is not an all-or-nothing situation. What is important is that you do something every day. Continue to plant seeds, and keep a crystal clear focus on your goals."



## 2-2-2 STRATEGY

"The dōTERRA journey can be challenging but so rewarding. The key is to keep in mind what your mission and purpose is. From day one, I would reach out to two brand new people every day about how oils could benefit and impact their lives.

Next I would follow up with those that I had already shared oils or started a conversation with. I would also check in with at least two people who had begun their oil journey to see if they had any questions or feedback for me.

All of this could be done in about 30 minutes or less. I called this my 2-2-2 strategy and with consistency it has made a huge impact on my business."

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



## Robyn Simon

KATOOMBA, NEW SOUTH WALES, AUSTRALIA

## ROBYN THE ROCK

Australian founder Robyn Simon, age 74, is a living archive of dōTERRA® history down under. As a builder in the early days, Robyn faced remarkable hurdles in getting her own dōTERRA business off the ground, but also mentoring generations of leaders who would follow in her footsteps. Her sphere of influence has grown from an essential oil online forum, to a sprawling network of international Wellness Advocates that have been touched by her mentorship, knowledge, and love.

From the beginning, Robyn was in the trenches, cheerfully greasing all the gears that powered dōTERRA's growth in Australia. From shuttling visiting executives to and from the airport, to fastidious record keeping, she managed the details, no matter how small. This was especially true when Robyn's team suffered the loss of upline leaders. In those days, with their structure in peril, Robyn was desperate

to aid in the search for replacements. She found what she was looking for in John Overbeek and Paula Eckert. She remembers, "When I saw them meeting and greeting people at a local town meeting, handing out dōTERRA sample oil bottles and lanyards, I was impressed." It was not long after that John and Paula flew up to Sydney, where Robyn's team gathered to accept John and Paul as their new upline.

Robyn and her growing team continued to face logistical and leadership challenges as their presence grew in Australia. Yet, despite the hills and valleys of being an early builder, Robyn's vision has always centered on building relationships. Her love of people and her passion for the product gave her an anchoring purpose. She explains, "Amidst all the challenges of the early days, there were always bright moments that sustained me and others."

One such bright moment took place while Robyn was in Utah for a Diamond Day training with Alyse Sedviy. Kirk Hamilton and his wife Jennifer generously offered to host Robyn during her stay. In the course of conversation, Kirk reminisced about his own early days building his dōTERRA business and the story about placing John and Paula came full circle. "Kirk told me, 'Robyn, when your team placed John and Paula as your new upline, it impacted me and my family thousands of miles away. Jennifer and I were just starting out and struggling financially. Then out of nowhere, there was about \$800 added to our family paycheck. It was a miracle.'"

There, with the Hamiltons, Robyn saw clearly the ripples of her consistent efforts, year after year. "What we are doing in our business, in our teams, and in the lives of those we touch is far bigger than we could ever imagine," she says.

"Essential oils are a beautiful addiction."  
—Robyn

## GOOD OLD FASHIONED ADVICE

## FACE TO FACE

"Digital tools and processes are not always the solution to our business problems. Building relationships still works best for me, even in the digital climate."

## NEVER GIVE UP

"This is the motto I live by. Over the years, our team has experienced countless changes, challenges, even abandonment. Through it all we have known to never give up in the face of difficulty."

## THIS IS AN ADVENTURE

"Remember that you are writing a wonderful legacy through this work. Have fun. Embrace the struggles and the triumphs!"





## Lizeth Baldemar

CIUDAD JUÁREZ, CHIHUAHUA, MEX

# VALOR PARA VENCER

Los primeros nueve años han sido muy difíciles, pero aún estoy de pie. Quiero hablar de lo que me ha enseñado esta oportunidad.

Primeramente, tuve que confiar en los aceites. Les di la oportunidad de entrar en mi vida. Aunque a veces tuve miedo, tener mis propias experiencias con ellos me ha dado una profunda pasión por el poder de los aceites esenciales y quiero compartir esa bondad con los demás.

Seguidamente, tuve que enfrentar mis problemas económicos. No se solucionaron de la noche a la mañana. De hecho, al principio empeoraron un poco, ya que, al decidir aprovechar esta oportunidad plenamente, aposté todo lo que tenía y le dediqué todo mi tiempo y dinero.

Nunca había hecho este tipo de negocios, así que mi proceso de aprendizaje fue muy lento, trabajaba todos los días, sin descanso, todo

el día, probando una y otra técnica, aprendiendo a trabajar con las personas, y muchas veces sin éxito. Tuve que viajar, tuve que invertir, tuve que hacer todo lo que creía que era necesario para tener éxito. Ayudar a otras personas siempre ha sido mi motivación más profunda. No se trataba de avances de rango o éxito financiero. Yo sabía que esto cambia vidas, y quería cambiar la vida de todos a mi alrededor.

El tercer miedo fue luchar por mis sueños. Querer hacer esto, y abandonar todo lo que hacía, por una visión, por un sueño, me causó muchos conflictos en mi matrimonio. Este modelo de negocios no es fácil, pero cuando tu pareja no te apoya, es todavía más duro. Decidí demostrarle con hechos que esta era una oportunidad que en el futuro beneficiaría a nuestra familia, y logré, con mucho esfuerzo y dedicación, su apoyo en mi proyecto. Aprendí que,

aunque a veces el resultado tarda en llegar, si soy constante y disciplinada llega, créanme, llega.

Para vencer estos grandes temores, tuve que usar mis talentos y fortalezas. Como muchos de nosotros, yo no veía mis propias fortalezas y habilidades claramente. Tenía miedo de hablar en público. No tenía muchos amigos, me sentía insegura y tenía muchas otras debilidades; pero tenía las ganas y la necesidad de salir adelante y demostrarme a mí misma que podía hacer esto. Estas debilidades ahora son mis fortalezas, jamás me imagine que las cosas a las que más miedo le tenía, o donde sentía que no tenía talento, serían las cosas que me ayudarían a lograr mis sueños.

Me encanta ver que muchos de mis líderes han mejorado su vida, que aunque el camino es difícil, saben que están en el camino correcto, y que vale la pena permanecer, siempre.

“Conquering your fears is not easy. I spent nine long years on my way to Diamond, and I learned I was my own greatest obstacle.”

—Lizeth



## EMBRACE PEOPLE'S POTENTIAL

### LOVE YOUR PEOPLE

Every person deserves your love. It might be frustrating not to be able to express that love in such a way that they understand. They deserve your dedicated time and effort.

### EMPOWER, DON'T ENABLE

I made the mistake of doing my leader's work when they were discouraged or striving. But this road has no shortcuts. We cannot help those who won't help themselves. Empower them so that they succeed on their own!

### BE A AVAILABLE

I am always ready and willing to help my leaders in need, but I try to stay out until they ask for my help.



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*Recognition*

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DOUBLE PRESIDENTIAL DIAMONDS



WES & HAYLEY HOBSON



BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS

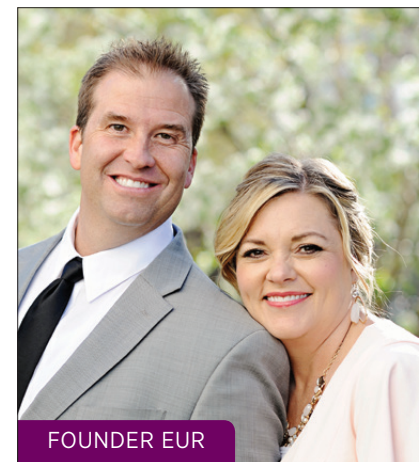


DAVID & TAWNYA HSIUNG

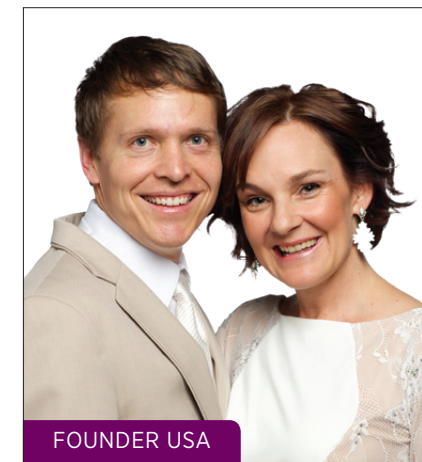


STEVEN & MONICA HSIUNG

DOUBLE DIAMONDS



KENNY & REBECCA ANDERSON



ANDY & NATALIE GODDARD



JUSTIN & KERIANN HARRISON



JERRY & LAURA JACOBS



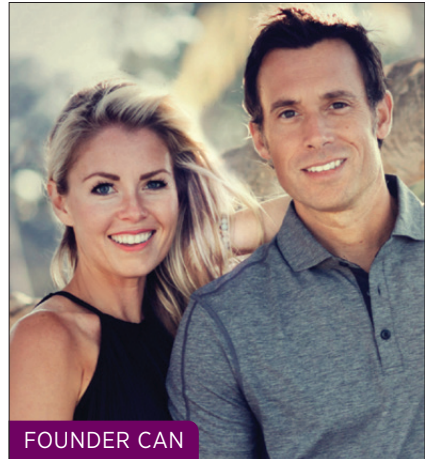
KAI HSUN KUO & PEI LING SU



ERIC & ANDREA LARSEN



DOUBLE DIAMONDS



FOUNDER CAN

ANGE & CHRIS PETERS



KACIE VAUDREY & MIKE HITCHCOCK

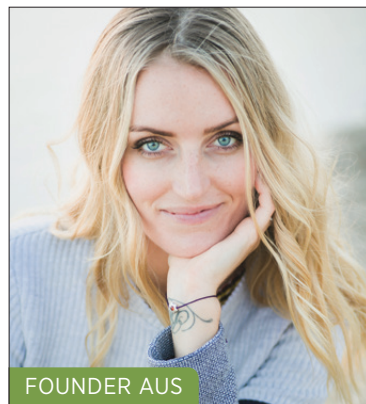
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MATT & KELLY ANDERSON



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TARA BLISS

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FOUNDER TWN

JUI CHANG & CHIA HSIU JUAN



CHRISTIAN OVERTON & MARK EWEN



SCOTT & RHONDA FORD



NICK & JEANETTE FRANSEN



JEFF & JEN FREY



LI & LANCE FRYLING



FOUNDER USA

ROGER & TERESA HARDING



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LORI & JOE HAYES



SHANE & REBECCA HINTZE



KYLE & KIERSTON  
KIRSCHBAUM



MIKALENA KNIGHT



GABRIEL & HOLLY LO



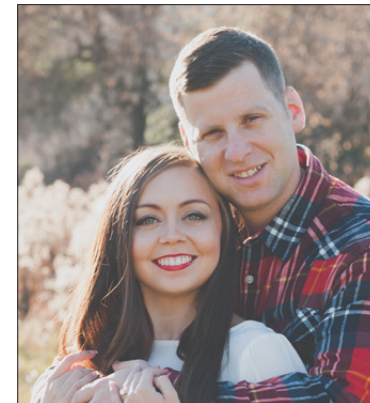
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NATE & BRIANNE HOVEY



CHUN MING HSU & HSIN PEI  
HSIEH



ZACKERY & STEPHANIE  
MARTIN



JOSH & KEELI MARTINEZ



STEVE & KIMBERLEY  
MILOUSIS



CLAY & JESSICA IDDINGS



MATT & SARA JANSSEN



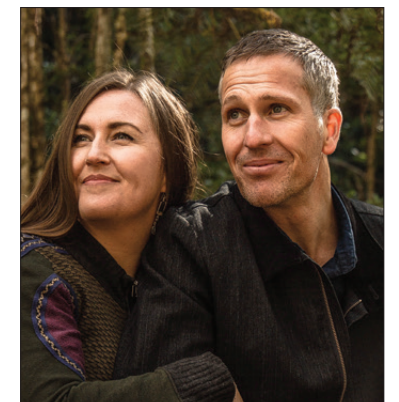
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NATE & DANA MOORE



KC & JESSICA MOULTRIE



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MELODY & WALTER WATTS



FOUNDER AUS  
PAUL & VANESSA JEAN  
BOSCARELLO OVENS



ERIC & KRISTEN PARDUE



FOUNDER AUS  
ADHEESH PIEL & SANTOSHI  
STONE



CHRISTIAN & JILL WINGER



KEVIN & NATALIE WYSOCKI



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YANAGIHARA



MARIE-KIM PROVENCHER



KIM REID



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MATTHEW & JANNA BERRY



MELFORD & CONCETTA BIBENS



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FOUNDER USA  
CHRIS & KAREENA BRACKEN



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BLUE DIAMONDS



BEN & CAMI BUCHTA



FOUNDER CAN  
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GERARD JR. & CARMEN BUSCH



ANNE CALHOUN



KIM & JERRY CAMUSO



BRADY & MICHELLE CANNON



JUAN JULIAN CARBALLO  
ESPINOSA & REYNA BEATRIZ  
HERRERA REYES



FOUNDER JPN  
ETSUKO & RICK CHIDESTER



HUNG WAI CHOI



DAPHNE & DARRIN CLARK



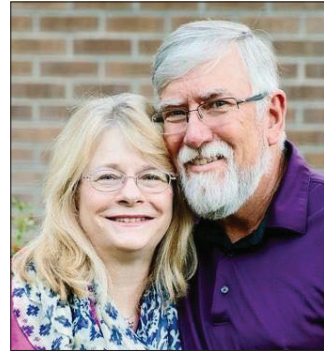
SPENCER & BRIANNA COLES



BLUE DIAMONDS



WILLIAM & KARI COODY



RICHARD & ELIZABETH COPELAND



ADAM COPP & ROSIE GREANEY



MAREE COTTAM & DIRK VANDERZEE



JAMES & TANYA COTTERELL



VERN & JENNY CRAWFORD



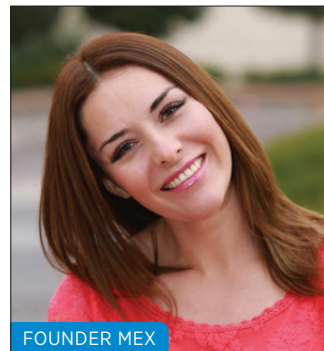
STEVE & GINNA CROSS



LEONIE DAWSON



MOLLY DAYTON



LIZETH BALDEMAR DE ARRAS



SOFÍA LÓPEZ DE LARA & RODRIGO ALADRO



FRED & CARRIE DONEGAN

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EM FALCONBRIDGE



DAMIAN & JENNA FANTE



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BARRETT & CARA FINES



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ANDY & MISSY GARCIA



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JEFF & KATIE GLASGOW



TAMALU GLENDE



DR. ANDREW & RUTH GOUGH



STEVE & KRISTINE HALES



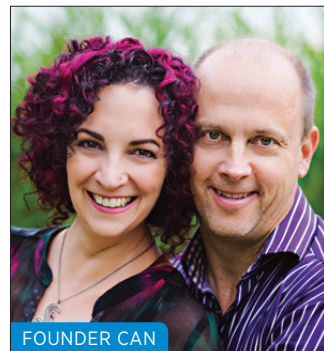
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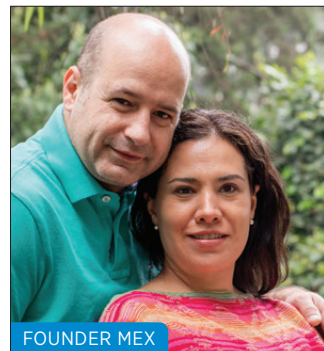
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AISHA HARLEY & LARRY SPIELBERG



FOUNDER CAN  
DRS. MARISSA HEISEL & PETER KRAVCHENKO



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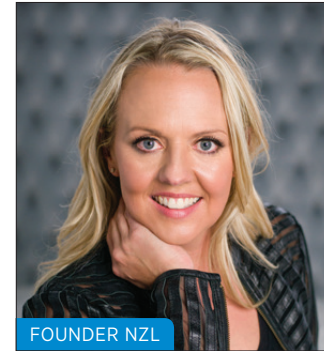


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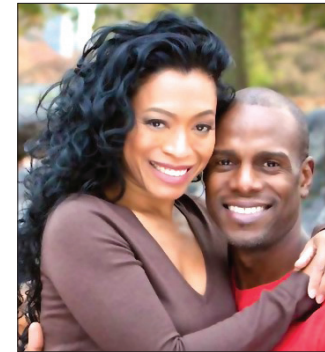


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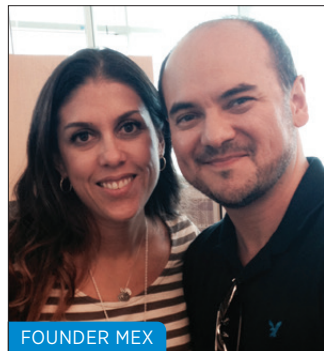
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DR. MARIZA SNYDER & ALEX DUNKS



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON STAVOLA



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



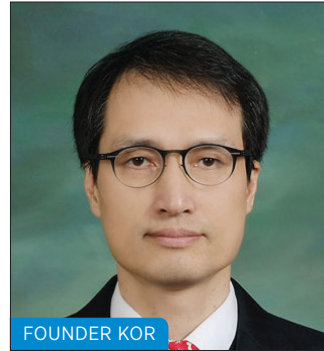
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JEFF & MEGAN STYBA



FOUNDER KOR  
HOON SUH



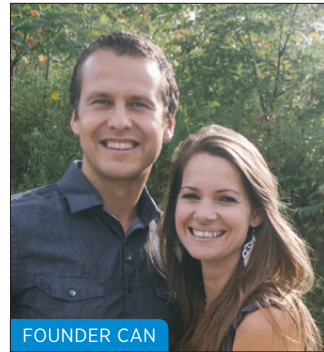
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BILL & MEAGHAN TERZIS



AMY THEDINGA



FOUNDER CAN  
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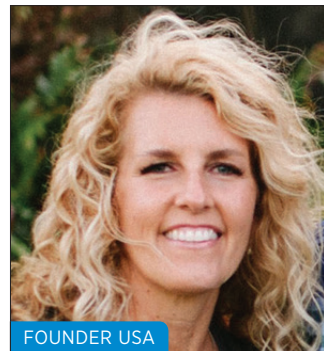
BETTY TORRES



MATT & ALICIA TRIPLETT



JASON & ALLISON TRIPP



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GINA TRUMAN



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CHERIE & MAX TUCKER

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KARI UETZ



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MICHAEL & SARAH VANSTEENKISTE



EDDIE & ANGELA VILLA



HEATHER & AARON WADE



KENNETH & STEPHANIE WAHLBERG



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TIENH SIUNG WANG & HSIU CHI LIN



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HUANG HUI YU & WEN CHIANG SU



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DIAMONDS



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ALICE ABBA



DR. JOHN & JENNIFER ACCOMANDO



ATANASKA ADAMS



KATIE ADAMS



KATHY & BRAD ALLDREDGE



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FOUNDER MEX  
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KELLY ALVIS



DAVID & SHANNON ANDERSON



NEAL & ERIN ANDERSON



SARAH KATE & CRAIG ANDERSON



KELLY ANDREWS



JENNIFER ANTKOWIAK



KISANE APPLEBY



CLAUDIO & JANA E ARANCIBIA



FOUNDER MEX  
LUZ MARÍA ARGUELLES



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ANA LEDA ARIAS & CARLOS PANIAGUA



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KAZUYUKI ASAKAWA



KEVIN & LAURELL ASAY



KAREN ATKINS



DAVID & ASTI ATKINSON



PETAH-JANE AUCKLAND-HALL & URA AUCKLAND



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NATE & KELLY BAILEY



FOUNDER MEX  
PERLA BALDEEMAR & JORGE TENORIO



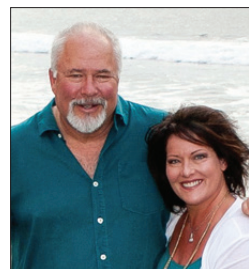
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FAINA BALK



KENDRA BAMFORTH



RICK & HAYLEY BAMMESBERGER



MACKENZIE BANTA



KARL & REBEKAH BARLOW



ERIC & BECKY BARNEY



ADAM BARRALET



JAYNE BARTLETT



JEFF & TAMARAH BARTMESS



ANTHONY & ALISON BARTOLO



FOUNDER EUR  
MONIKA BATKOVA & MARTINA VALNICKOVA



JEREMY & CARLY BAUTISTA



ASHLEY & CHRIS BEANS



LISA BEARINGER



HEIDI BECK

DIAMONDS



DAWN & MARK BEHM



JUDY BENJAMIN



JOY BERNSTEIN



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JENNIFER BITNER



SARAH BLAND-HALULKO



ERIN BLOTT



JAMIE BOAGLIO



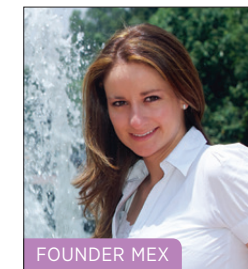
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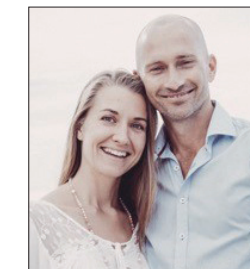
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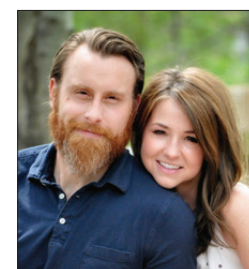
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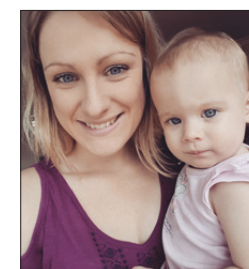
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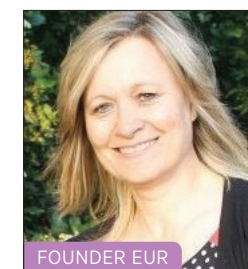
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MARK & REBECCA BOTT



LAILAH ROSE BOWIE



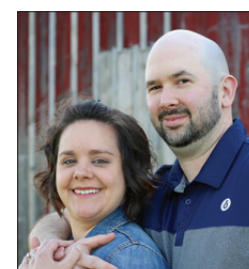
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BECKY BOWLES



DR. JAMIE & CHRISTINA BOYER



ALINA & RAUL BRACAMONTES



TIM & CARRIE BRADLEY



MELODY BRANDON



JASON & KAMILLE BREUER



ALLISON & BILLY BRIMBLECOM



RACHELL BRINKERHOFF



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NICK BROADHURST & MELISSA AMBROSINI



JEN BROAS



JAKE & ALEXA BRODSKY



DR. ALICIA BROOKS



ADAM & CAREY BROWN



DON & CINDY BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



MARIO JÖLLY & SABINE BUCHNER



KORINA BUEHRER



ERIKA BUTLER & RICK HENRARD



ISABEL & DANIEL CALKINS



DAWN & MARCELLO CALVINISTI



LORI & CHRIS CAMPBELL



SAM & TIM CANNELL



MELISSA CANNON



ERIKA & JOHN CAPPELMANN



CATHERINE & KYLE CARRIGAN



BEN & ADABELLE CARSON



RACHEL & DARYL CARTER

DIAMONDS



JONATHAN & AMY CARVER



DAVID & ANDREA CAUFFMAN



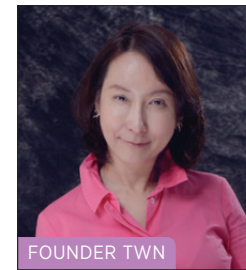
EARL & LACEY CHALFANT



JESSICA CHAMPAGNE



KUI FEN CHANG



FOUNDER TWN  
SHUANG SHUANG CHANG



DAVID & ANA CHAPMAN



NATHALIE CHAUSSEAU



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CHIU SHIANG CHEN



FANG CHIH CHEN



FOUNDER TWN  
FU YU CHEN



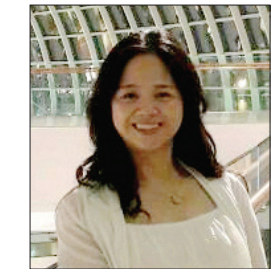
LIN YI CHEN



WANG PEI CHEN



WEI-FANG CHEN



MEI LING CHENG



LUO YU CHI



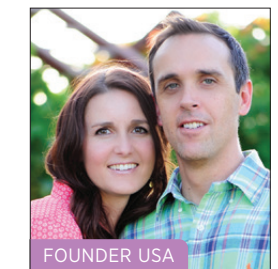
CHIH HSUN CHIEN & SU JU HUNG



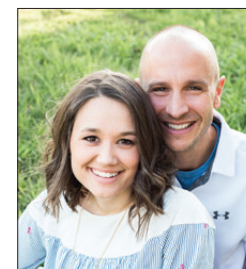
GINA CHO



SHU CHU CHOU



FOUNDER USA  
GREG & MARTI CHRISTENSEN



JOSIAH & MELISSA CHRISTOFFER



LI HUI CHUAN



CATALIN & ELENA CIMPOESU



DARRYL & ANNIE CLARK



MARC & ROMI CLARK



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



MIKE & RACHELLE  
CLEARY



CATE CLIFFORD



ANDREW & SHANNON  
CLOUGH



JODI & JASON COBB



FOUNDER CAN  
ALLISON COCHRAN



BRETT & FARRAH  
COLLVER



MIRIAM ADA  
COMANICIU



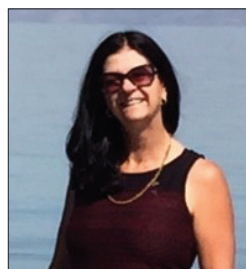
MATTHEW & AMIEE  
CONNER



JOAN COON



TANIA COTE



NANCY COUTURE



KENT & STEPHANIE  
CRANE



AMY CRAWFORD



TARA CRAWFORD



JOHN CROFT & NOEL  
BLANCHARD



KARLEL CROWLEY &  
STUART DIXON



FOUNDER NZL  
NATALIE CUTLER-  
WELSH



ERIN D'INTINO



DANIELLE DANIEL



MONIR & TANJA  
DANIELS

DIAMONDS



VICTOR & AMANDA  
DARQUEA



DURELL DARR



BRAD & JULIE DAVEY



BRITTANY DAVIDSON



RACHEL DAVIES



MIKE & LORI DAVIS



KEITH & KENDRA DAVY



JOYCE DAY



AIMEE DECAIGNY



JAMIE & TED DIBBLE



AMANDA DIBIASE



VICKIE DICKSON



LEIA DILLON



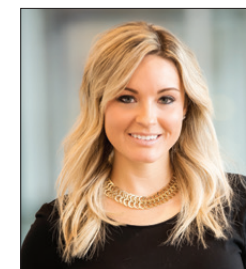
MEGAN DILMORE



JEREMY & HOLLY  
DIXON



ANGELA DODGE



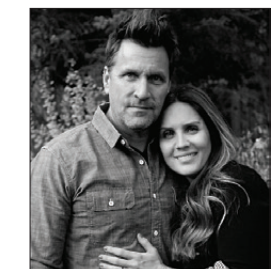
BONNIE DONAHUE



JENNIFER DONOVAN



KARINE DOSTIE



CURT & TONIA  
DOUSSETT



FOUNDER EUR  
ROGER &  
EMMANUELLE DUCE



DAVE & LIZ EATON



ANDREW & BROOKE  
ELIA



STEVE & LORRAINE  
ELJUGA



ROSALIE ELLIOTT



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DIAMONDS

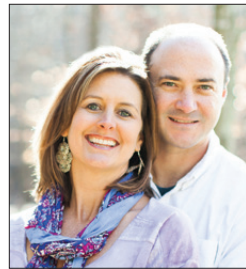


DENNIS & MARY ENGLERT



FOUNDER MEX

PAOLA & SILVANO ESPÍNDOLA



HEATHER & PAUL ESSLINGER



ROLANDO & JESSICA ESTRADA



DARNIE EWART



FORREST & LESLIE EXLEY



BECKIE FARRANT



LEONIE FEATHERSTONE



KNUT & CHRISTY FEIKER



DANA FELDMEIER



DANIEL & MICHELE FENDELL



DR. ROBERT & KIYLA FENELL



YI I FENG



YUWEI FENG & CHANGPU YU



DALE & TONYA FERGUSON



MIKE & SHERRIE FERRELL



DRS. TEEGAN & SARAH FIEDLER



DAN & KIRA FISCHER



MARLENE FLAX



HAYLEY FLEMING

DIAMONDS



SAMSON & LETICIA FOLAU



HALIE FORRE



MEGAN FRASHESKI



AARON & WENDY FRAZIER



SHELLEY FUGE



FOUNDER JPN

KAORI FUJIO



CHIHO FUJIWARA



MYLÈNE GAGNON



RAPHAËLLE GAGNON



LESLIE & ROGER GAIL



KENNY & LINDSEY GALE



STEVE & LAURA GARCIA



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



FOUNDER NZL

ANGELA GEEN



NATHAN & JOANNA GEIGLEY



JULIE & SCOTT GETTY



BRANDON & LINDSEY GIFFORD



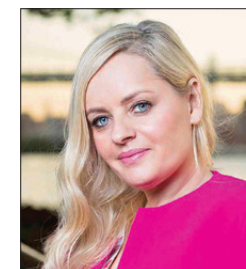
FREDRICK & ERIN GILES



REBECCA & BRIAN GILLESPIE



BRAD & TOBI GIROUX



DIANE GJELAJ



THOMAS & AMY GLENN



TESS GODFREY



POLINA GOLDBERG



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DIAMONDS



VERONIQUE GOLLOHER



ABIGAIL GONZALES



ERICK GONZALEZ



LUKE & TERESA GOODLETT



JAY & DEBBIE GORDON



BÉNÉDICTE GRAF



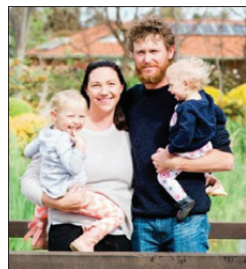
ADAM & LEAH GRAHAM



LINDSEY GRAHAM



MICAH & KRISTA GRANT



BRIONY GREEN



MICHELLE GROSS



CURT & CAROL ANN GUEST



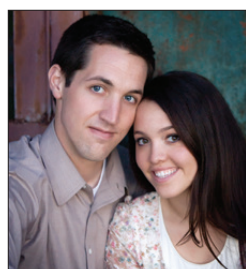
LINDSEY & SETH GUNSAULS



TASHA HAKEEM



ANASTASIA & AARON HALCOMB



MATTHEW & SEANTAY HALL



KIRK & JENNIFER HAMILTON



HUANG PO HAN



RENE HANE BUTT



KARA HANKS

DIAMONDS



DR. SANDRA HANNA



KERRY HARPER



NATALIE HARRIS



RYAN & JENYCE HARRIS



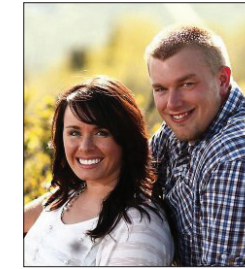
TODD HART



LOTUS HARTLEY



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JODY & SHEENA HAWKS



ALLISON HAYS



JENNIFER HEATH



MIRANDA HEBERT



ELLIE HEDLEY



ANTHONY & DANIELLE HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



BREANNE & ERIC HESS



TERRY & MARIA HEUSER-GASSAWAY



CHLOE HILTON-CLOW



ELIZABETH HO



GREGORY & SUSANNA HOBELMAN



BILL & JODY HOFFMAN



LINE HOLDAL



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DIAMONDS



CASSIDY & ADAM  
HOLDSWORTH



TONI & ROBERT  
HOLLAND



JOY HORSEMAN



FOUNDER MEX  
OSVALDHO HOSORNIO &  
CAROLINA CEREZUELA



KATHY HOULE



KELLI HOWIE



JEN & MARTY HOYORD



CHIA LIN HSIEH



FOUNDER TWN  
FU LUN HSIEH &  
CAROL SUNG



YUE WEN HSIEH



CHEN YU HSIN



TE FU HSUN & CHING  
SHUE WANG



JEFFERY & MIRANDA HU



HO NIEN HUANG



MICHAEL HUANG



ROCHELLE HUBBARD



JENNIFER HUDGENS



MARY KAY HUESDASH



AMY HUFFMAN



CHRISTY & REID  
HUGHES

DIAMONDS



JEANESE & TROY  
HUMBERT



MARGHERITA  
HUMPHRIES



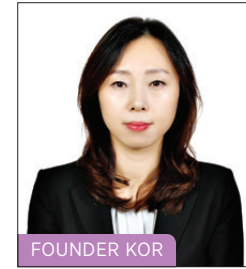
HSUEH LING HUNG



RICK & KATHY  
HUNSAKER



BJ & MEGAN HUNTER



FOUNDER KOR  
KUN YOUNG HWANG



REBECCA IFFLAND



FOUNDER KOR  
BOO KYUNG IM



CHE MYUNG IM



FOUNDER CAN  
CYNTHIA INCZE



CHRIS & AMY INNES



DR. DAN & KELLY  
IRIZARRY



RELEAF ISMAIL



CHIHARU ITOU



REBECCA JACKSON



JASMINE JAFFERALI



FOUNDER EUR  
SABINE & HARALD  
JAHN



JAN JAMES & RICHARD  
BRADLEY



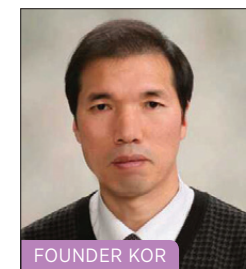
FOUNDER USA  
ROB & WENDY JAMES



DALE & JENNIFER  
JARAMILLO



STEVE & SANDIE  
JENSEN



FOUNDER KOR  
HABONG JEONG



XU MING JIANG



AARON & JESSA  
JOHNSON



KILEY & NORA  
JOHNSON



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DIAMONDS



TONY & DONETTE JOHNSON



BRIAN & RACHEL JONES



JOLYNN & BRAD JONES



LELAND & ROBIN JONES



RACHEL JOOS



HAGAN & DENA JORDAN



FOUNDER KOR  
DO GYEOM JUNG



KUO HSIANG KAI & CHENG SU FANG



CHIAH HO KAO



FOUNDER EUR  
VACZY & REKA KAROLY



KANJI KATAGIRI



FOUNDER JPN  
MASAMI KAWAI



BILL & MEGGEN KEEFE



JO KENDALL



JACK & TRACI KENNEBECK



MIKE & KALLI KENNEY



KELLY KETLER



DRS. JENNIFER & BRADLEY KEYS



NICK & DYANNA KILLPACK



RYOKO KIMURA

DIAMONDS



MELISSA KING



KENTA KIRIYAMA



JESSICA HERZBERG KLINGBAUM



DR. SEAN & WENDI KOHLER



MICHIYO KOIDE



FOUNDER JPN  
MIKI KOJIMA



MEGUMI KONO



PAUL & YOLANDA KOOLE



JENNIFER KOURTEI



DEBBIE KRAHN



TIFFIN KREGER-BRYANT



LAWANDA KRESS



JOE & AMBER KROPF



SPENCER & RETA KUHN



PU LI KUO



AUDREY LAFORGE



DAVID & LOIS LANE



ALISON LANGRIDGE



FOUNDER USA  
DANNY & NICOLE LARSON



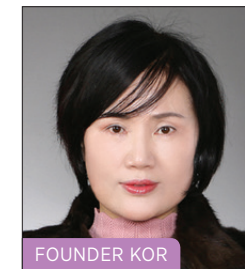
JAMES & MICHIE LAYTON



FOUNDER USA  
NOLAN & PAT LEAVITT



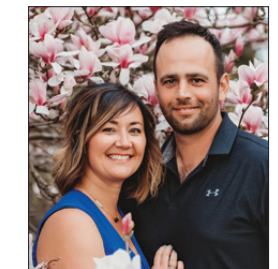
JOHN & CAROLINE LEE



FOUNDER KOR  
KYUNG MI LEE



ARLA LEINS



REBECCA LEONARDES



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DIAMONDS



CHUCK & CHRISTINA LEROSE



ZACH & KYLENE LESSIG



LENA LEVI



CHAD & JODI LEWIS



CHENG CHI LI & WEN YI TE



HSIU WEN LI



WU HAN LIN & WANG YUAN



YU YU LIN



JOHNATHAN & RACHEL LYNCH



LILLIAN LIU



FOUNDER TWN

WEN CHEN LO



FOUNDER SGP

LEE SEANG LOOI



FOUNDER MEX

CAROL LÓPEZ & LUIS ESTÉVEZ



AVASA & MATTHEW LOVE



YU JONG LU



ERICA LUCAS



DWAYNE & TRACY LUCIA



YVETTE LUCIANO



JEN LUKE

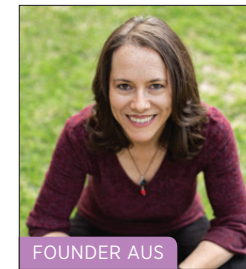


NICCI LYNN

DIAMONDS



BETTY MAGILL



FOUNDER AUS

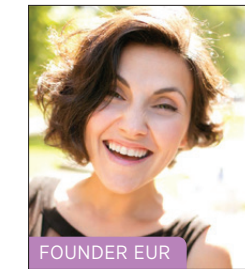
TANYA MAIDMENT



KALIKO & MAILE MAIL

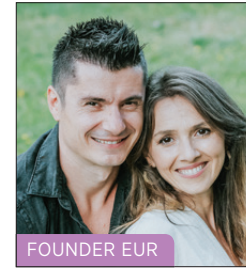


JOHN & MELANIE MAITRE



FOUNDER EUR

SILVIA MALIK



FOUNDER EUR

IOANA MARGINEAN & RAUL OVIDIU



FOUNDER CAM

MILTON MARIN



FOUNDER EUR

LENKA MARKOVA



RICK & EMILY MARTIN



TIM & EMILY MASCARENHAS



ELIZABETH & MANNY MATSAKIS



SHOKO MATSUYAMA



CLINT & KALYN MATTHEWS



ROSETTA MATTHEWS



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



VICTORIA MCADAMS



KEITH & KERI MCCOY



BRITTANY MCDONALD



SHARON & JASON MCDONALD



SUZANNE & ROBERT MCGEE



CARDIN MCKINNEY



BRITTANY MCLEAN



JEANNE MCMURRY



BRAD & ANGELA MELTON



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DIAMONDS



DR. ALLIE & DAVE MENDELSON



PRISCILLA & JERRY MESSMER



BECKY METHENY



EMILY MIEREN



DELYNN MILLER



DAVID & TAMMY MILLER



JIM & AMY MILLER



JUSTIN & ASHLEE MILLER



KAREN MILLER



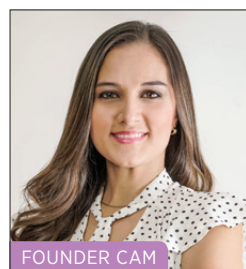
LIU MIN



JENNIFER MIXDORF



JUSTIN & CARLEE MODRA



ANDREA MONGE



GREG & DR. JULIE MONTGOMERY



DRS. BRETT & RAECHEL MORAN



CECILIA MORENO & JAIME HINOJOSA



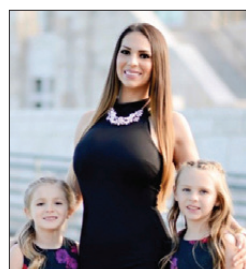
SHANNON MORGAN



MICHAEL & MELISSA MORGNER



MARIE-CHRISTINE MORIN



SOPHIA MORRISON

DIAMONDS



JANELLE & JUSTIN MUELLER



MARY LOU MULCAHY



BERIT MUNRO



YUKARI NAKAGAMI



HARUMI NAKATA



TED & ALISIA NELSON



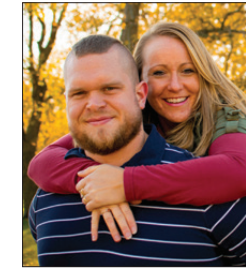
FOUNDER EUR  
CHRISTIAN NEUDEL & GABRIELA HÄUßNER



CORY & STEPHANIE NEWTON



JULIA NICHOLSON



JEFF & BROOKE NIGL



FOUNDER JPN  
YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



FOUNDER JPN  
MITSUKO NOMIYA



ERIC & KRISSEY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



RENEE NOVELLO



ADAM & TAMI NUHFER



JEFF & CRYSTAL NYMAN



CHARLIE O'CONNOR



FOUNDER AUS  
KERY O'NEILL



MUNEHIRO OKUMURA



FOUNDER JPN  
KEIJI & EMIKO OKUYAMA



ALLEN & BROOKE OLIVER



JOHN & AMANDA OLSEN



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



STEPHEN & DAWN OLSEN



JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



KATHY PACE



MELODY PAINTER



MARANATHA PARKE



ROBERT & JANELLE PARRINGTON



RODNEY & ELAINE PARSLEY



SANDRA PASCAL



JOHN & LAURA PASTERNAK



ERIN PATEL



HOLLY PAURO



ANNA PENICK



MARCO & SABRINA PETROLLINI



PRESTON & TENA PETTIS



SPENCER & LAURA PETTIT



JON & EMILY PFEIFER



MALCOLM & AMY PHILBRICK



BETH & RYAN PHILLIPS



EMMY PICKERING

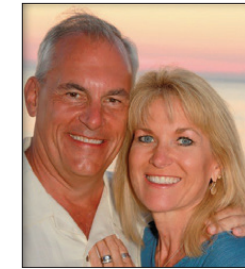
DIAMONDS



BRIAN & JEN PINTER



FRANI PISANO & HERB HOELLE



DAVID & VICTORIA PLEKENPOL



KATRINA & MATTHEW POTTER



MAYRA & STEPHEN POWERS



JULIE PREAS



JOSIAH & MELISSA PRECOURT



JESSICA PRESS



RACHEL PROUD



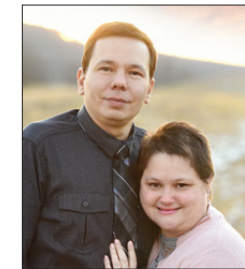
MYRA QUINN



PATRICIA QUIROZ RIOS



AMANDA & KEVIN RAHIJA



WILLIAM & ALICE RAHN



JACOB & ABI RAINES



CLAUDIA RAMIREZ & SERGIO ANGE ABUNDIS RODRIGUEZ



KRISTEL RAMIREZ



JAMIE RATHJEN



DICK RAY & STACY PAULSEN



ANGELA REED



NICOLETTE REYNOLDS



TRACY RHODES



SETH & JENNY RISENMAY



JENNIFER & VERON ROBERTS



JESSICA ROBERTS



SHAWN & AMANDA ROBERTS



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



AUDRA ROBINSON



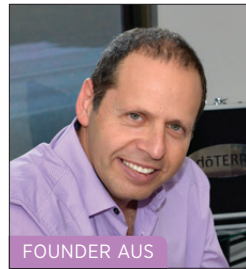
JAMES & KELLY ROBISON



TRACIE & MICHAEL ROESBERY



BRITTANY ROSCHECK



FOUNDER AUS  
MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



DR. ISABELLE ROY



GENEVIEVE RUDOLPH



BECKI RUH



JOANNA RUSLING



JESSICA RYAN



KARI RYAN



KATRINA RYAN



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



FOUNDER CAM  
ISIDE SARMIENTO



STACEY SARROS



MISA SASAMOTO



KATIE & CARLYLE SCHOMBERG



STEPHANIE SCHREIBER

DIAMONDS



DENA SCHULTZ



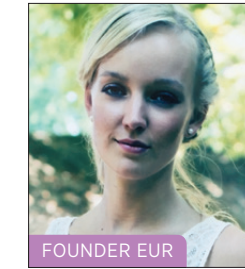
FOUNDER CAN  
JANE SCHWEITZER



JENNIFER & CHANCE SCOGGINS



TERRI SELDON



FOUNDER EUR  
TJASA SERCER



MAGALI SERMONDADE



YI MIN SHAO



WENDY SHATTUCK



FOUNDER AUS  
HELEN & MARK SHAW



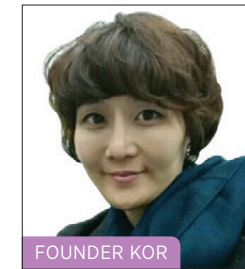
KEVIN & KESHIA SHEETS



COURTNEY & NICHOLAS SHEPARD



FOUNDER AUS  
MARK SHEPPARD & RANI SO



FOUNDER KOR  
EUN YEONG SHIN



JOAN SHODAI



LARRY & NIKKI SHORTS



HUA LIN SHOU & MIN JUNG KUAN



KIMBALL & YUKO SHUTE



FOUNDER AUS  
ROBYN SIMON



KELSEY SIMS



RACHEL & SCOTT SIROTA



MARY SISTI



BRIAN & ELIZABETH SKAUG



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



DIANNA SMITH



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DRS. JORDAN & TRACEY SMITH



KALI SMITH



LANA & KIRK SMITH



ROBERT & SHARLA SNOW



JOE & LAURA SOHN



MEGAN SPOELSTRA



BEN & ASHLEY SROKOSZ



ALICIA & JASON STEPHENS



JULIE STOESZ



VICTORIA STRELNIKOVA



COLLEEN STRONG



HANYI SU & CHIHFAN HUANG



SHENG HAO SU



FOUNDER MEX  
JUAN CARLOS SUÁREZ & ARACELI VALENCIA



DR. MARA SUSSMAN



SAMUEL & MELISSA TÆU



TOMOMI TAKAHASHI



FOUNDER JPN  
HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



HIROMI TANAKA

DIAMONDS



PAMELLA TANIMURA



JOY TARPLEY



JOE & ANNE TETZLAFF



CHRISTINE THETHI



PRAMELA THIAGESAN



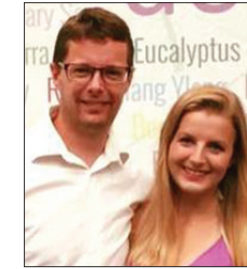
ALICIA THOMAS



EVAN & ADRIENNE THOMAS



LAURANELL THOMAS



PER THOMSEN & ELIN HEMNES



DAN & AMY THYING



TYLER & KRISTIN TIGGES



BILL & ERLEEN TILTON



JEN TOMAZINCIC



SAVVY TOMER



GLENN & JESSICA TRAVIS



JESSICA & ANDREAU TREPAGNIER



FOUNDER HKG  
STEPHEN & YVONNE TSAI



FANG CHING TSAO



TSAI TING TSO



RENEE & BYRON TWILLEY



ANNET VAN DORSSER



SHANDA & JEREMY VANDENBARK



CIERRA & TANNER VANDERPOL



JODI & AARON VANDERSTAAY



CHAD & ESTHER VERMILLION



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



SONDRA VERVA



MELANIE VIENNEAU



CARRIE VITT



BROOKE VREEMAN



DAVE & KATE WAGNER



TARA & JUSTIN WAGNER



REAGAN & HEATHER WAGONER



CHAD & SUSIE WALBY



LORINDA WALKER



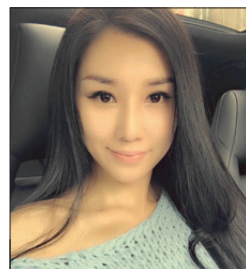
AMANDA WALLJASPER-TATE



BRENT & JENNY WALSH



ERIC & SANDRA WANG



HUI TZU WANG



BEN & MEGAN WARDEN



LANE & ANGELA WATKINS



ZACH & KELSEY WATSON



DANA & DAVID WATTS



ELISABETH WATTS



TODD & JODI WEAVER



ROGER WEBB

DIAMONDS



CHENG HSIU WEI



JULIE WEINBERG & MEREDITH KELLY



THORSTEN WEISS



KAREN WELCH



FOUNDER MAL & SGP  
LIU WENHUI



SHAUNA WETENKAMP



AARON & DR. RACHEL WHALEY



MICHELLE WHITE



EMILI & DALLON WHITNEY



HAYLEY & BEN WIESE



JOHNNY & GAIL WILLIAMS



JENNI & MIKE WILSON



ROB & MELISSA WILSON



JULIE WINDER



DANELLE WOLFORD



JOHN & CHRISTINA WOMBLE



MARK & TINA WONG



MELISSA WOOD



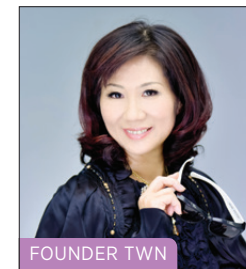
VANESSA WOOLEY



CHRISSE WORTHY



JOHN & JESSICA WRIGHT



FOUNDER TWN  
CHING CHUN WU



MEI HUNG WU



FOUNDER TWN  
TUNG HAN WU



JOEY & CACHAY WYSON



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



XU KE XIN



YUKO YAGUCHI



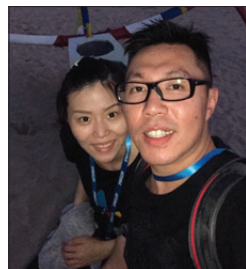
MIDORI YAMAGUCHI



MIKI YAMASHITA



FOUNDER JPN  
HIROKO YAMAZAKI



PEI RONG YANG



CHIU MAN YEN



ALISON YEO



TSAI SHU YI



ELENA YORDAN



FOUNDER JPN  
FUMIKO YOSHIMOTO



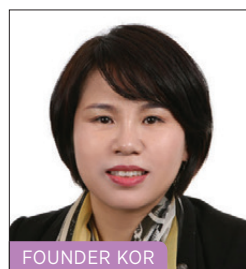
MIHO YOSHIMURA



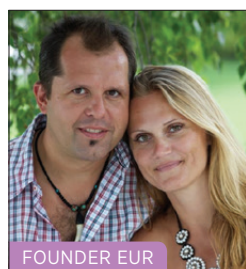
FOUNDER JPN  
YASUNORI YOSHIMURA



FOUNDER JPN  
ATSUKO YOSHITOMI



FOUNDER KOR  
YOUNG SUL YOU



FOUNDER EUR  
MISKA & ROMAN ZACKOVA



KRISTI ZASTROW



LIE ZHAO



GARY ZHOU & LAURA WANG



SCOTT & LISA ZIMMER

DIAMONDS



CHRYSTELLE ZIMMERMAN



ELISABETH ZOTLÖTERER

DIAMONDS NOT PICTURED:

GEORGE KLEINSASSER  
JEFF & LINDA TILLEY

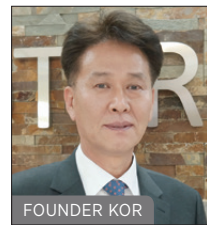


dōTERRA® WELLNESS ADVOCATE Recognition

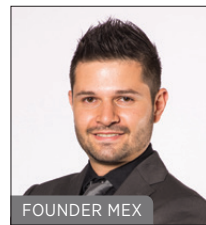
PLATINUMS



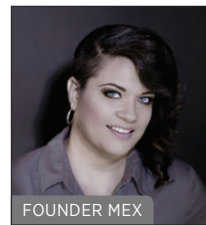
ANASTASIA ADAM



FOUNDER KOR  
YOUNG HO AHN



FOUNDER MEX  
CARLOS ALCANTARA



FOUNDER MEX  
AMANDA ALFARO



LACEY ALLEN-DURAN



DIANA ALWARD



KATCHIE ANANDA



CAROLYN ANDERSON



LINDIE ANDERSON



JESSICA & STEPHEN ASHWORTH



JIMMY & ANGELA ATKIN



ROBYN ATTICKS



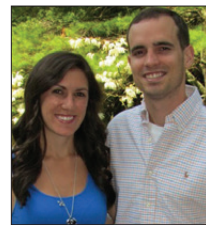
ROBERT & KELLEY AUGI



ROBYN AZIMA



AUDRA & BRIAN BAILEY



BRADEN & CAMILLE BAWCOM



FOUNDER EUR  
MAJA VODEB BECIC



FOUNDER KOR  
DONGCHOL & SOON BYUNG BEH



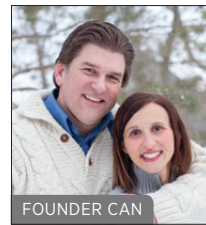
NICOLE BENISCH



KATRINE BERGE



PAUL & LISA BERGMAN



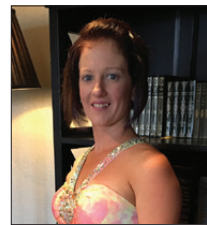
FOUNDER CAN  
MARIE & HARLAN BERWALD



BRIAN & SHAWNA BIELMAN



ELIZABETH BILLS



ALEESHA BIRCH



CHERIE BIRKS



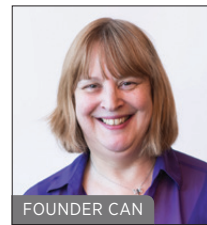
SARAH & CRIS BLAIR



FOUNDER EUR  
ZOLTÁN BOKROSSY & ZSUZSANNA BOKROSSY PÁSZTOR



VANEESA BOLLER



FOUNDER CAN  
JONI BRADLEY

PLATINUMS



PATRICK & KATHRYN BROWN



THERESA BROWN



KYLIE BUCICH



TONI BUNTING



DEBBIE BURNS



JARED & REBECCA BURT



JOHN & LAUREN BUSCH



CLAUDIA CALDERON



ASHLEY CAREY



BRIAN & CHRISSEY CARR



SHIN TING CHANG



TSAI YING CHEN



BRYAN CHEW



ANGELA CHILDS



FOUNDER MAL & SGP  
SIN EE CHOK



TRACEY CHRISTODOLO



TERPSY CHRISTOU



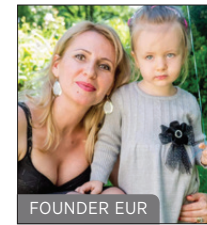
HUNG YI CHUNG



TROY & DOROTHY CIVITILLO



STUART & CARLIN CLARKE



FOUNDER EUR  
RONELA CLEP



REEDA CLOSE



FOUNDER NZL  
SHANE & CAREN CONSTABLE



KATHY CORDELL



SHANNON CUTTING



DR. JAMES & KIM DAHLIN



ASHLEY DAIGE



DR. MARK & KRISTI DEBRINCAT



SARAH DEGROFF



DIANNE DELREYES



JOANNE DISSANAYAKE



ERICA DOLAN



COURTNEY DOW



MICHAEL & NATALIE DUERDEN



SUSAN DYESS



BLAKE & JESSICA EASTER

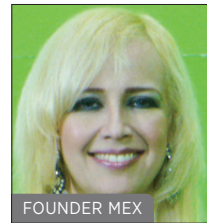


dōTERRA® WELLNESS ADVOCATE **Recognition**

**PLATINUMS**



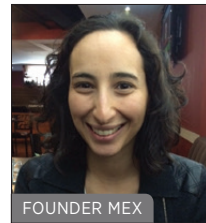
MICHELLE ELSTRO



FOUNDER MEX  
GILDA ESTRADA  
CARRANZA



CARLA FAHEY



FOUNDER MEX  
DIANA FALLENA  
ZONANA



DAWN FARRIS



RINDY FENLON



CATE FIERRO



SHARON FILA



JANA RANKIN FINCH



FOUNDER MAL & SGP  
HENRY FONG



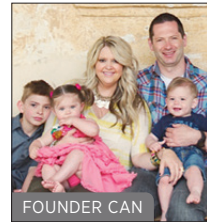
SHAYLEE FORD-  
MARTIN



COLIN & LOREN  
FRAGAR



DR. BRADLEY &  
ALANNA FRANKLIN



FOUNDER CAN  
KELLY & DEVAUGHN  
FRASER



MARCIA FRIACA



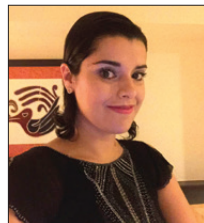
PAUL & STEPHANIE  
FRITZ



CARMEN GAIRN



JENNY GANN-  
DUDGEON



PENELOPE GARCIA  
GUTIERREZ ABOITES



DAREN & CRYSTELLE  
GATES



SUE GAVEL



ALLISON GERRY



KRISTANN GILLIES



VALERIEANN  
GIOVANNI



CARMEN GOLDSTEIN



LUCY GONZALES-  
ROMERO



ALICIA GOODWIN



FOUNDER EUR  
MONICA BIANCA  
GOREA



SARAH-JADE  
GRAHAM



LEON GREEN

**PLATINUMS**



DREW & LACEY GRIM



GRIFFIN  
GUNDERSON



MELISSA GUTHRIE



KEN & SANDRA  
HACHENBERGER



ERIN HALLINAN



DANIEL HAMILTON



GRACIE HAMMER



CHAD & MEGAN  
HAMMONDS



CLIFF & PJ HANKS



GIADA HANSEN



FOUNDER EUR  
MOANA & MATTHIAS  
HARDER



ARIANA HARLEY



ROXANNE HARRIS



BRIAN & JEANNIE  
HARRISON



GARTH & JULIE  
HASLEM



KRISTINE HAUCK



LAUREN HAYDEN



ELIZABETH HESSE



JONATHAN & FAITH  
HILL



JULIE & KAULIN  
HINTON



HUIWEN HO



PAULA HOBSON



SHALEEN HOGAN



CAROL HOLTZ



BRENT & ANNIE  
HONE



JENI HOUSTON



DEANNE HOWARD



JACQUELINE  
HOWELLS



HO CHUAN HSIEH



CHING WEN HUANG



JENNI HULBURT



KATIE HUSSONG



JENNIFER  
INCHIOSTRO



KOUJI ISHIHARA



CAROLINE JACKSON

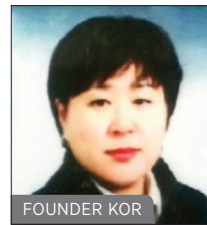


LINDSEY JAFFERALI

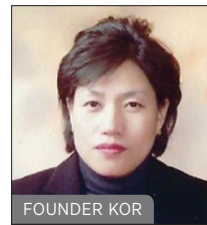


dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



EUN-JI JANG



CHUN HWA JEOUN



ERIN JOHNSON



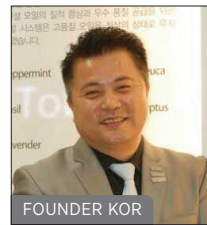
NANCY JOHNSON



RACHEL JONES



TIFFANI & D'ARTIS JONES



JAE HYEON JU



CHIAO EN JUAN



IN SEO JUNG



LISA JURECKO



TZU YUAN KAO



LEAH KARRATTI



KRISTA KEHOE



COLIN & JEN KELLY



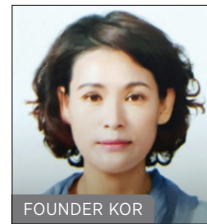
TRACY KEOUGH



NICOLE KEZAMA



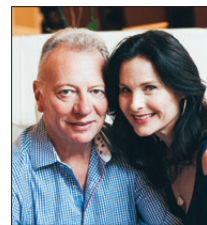
CHANGSIL KIM



KYUNG A KIM



CADE & DOMINIQUE KING



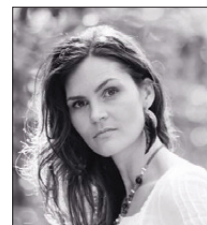
TOM & ROMMY KIRBY



JESSICA KIRKEGARD



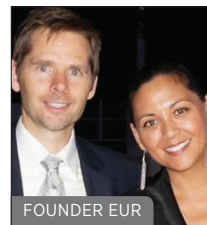
CHRIS & GARY KIRSCHBAUM



LINDSAY KNAPP



JESSICA KUIKEN



JON ERIK & LYNN KVAMME



PEGGY LANGENWALTER



SHARA LANGFORD



ALISHA & JONATHAN LATOUR



SCOTT & JESSICA LAWSON



ANNDA LEE

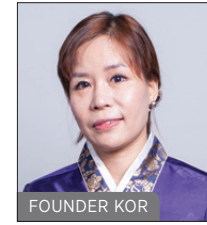
PLATINUMS



REN-MIN LEE



ERIN LEVEAUX



ME HEE LIM



AMBER LIN



CHING LIN



HSIU FENG LIN



FOREST CHEW SOCK LING



TRACY LOFBERG



JENNIFER LONGMORE



SHELLY LOYD



HEIDI LUEKENGA



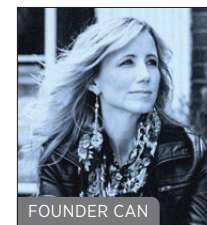
KERRI & MARK LYDELL



SHANNON MACY



BRETT & BROOKE MAGLEBY



KARLENE MARKHAM



BERNY & JANET MARQUEZ



CARRIE MARSHALL



TAMARA & ANDREAS MARTI



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



MIHO MARUYAMA



SUSUMU MATSUZAKI



REBECCA MCCRUDDEN



CHRISTINE MCCUE



KELLY MCDONALD



MARY MCGARRY



JOHN & EILEEN MCLEAN



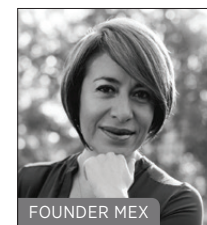
WENDY MENDOZA



KELI MESSERLY



JIMMY & DEIDRA MEYER-HAGER



FANNY MILLÁN DE LEÓN



HOLLY MILLER



KAYLA MONSON



HARUMI MORITOMO



CAROLYN MOSHER

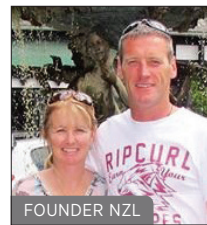


AISLINN MUELLER



dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



FOUNDER NZL  
FEEBIE & KEVIN  
NEWLANDS



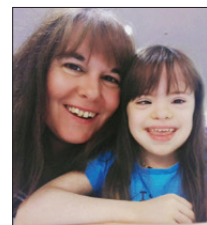
MIYUKI NOGUCHI



KIMIKO NOMURA



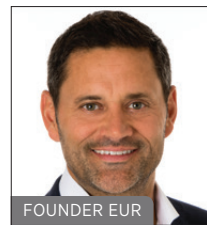
BERNADETTE  
O'DONNELL



HELEN O'GRADY



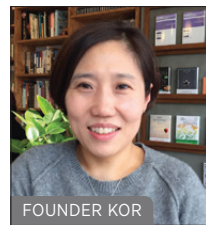
FOUNDER NZL  
JOCELYN OADES



FOUNDER EUR  
FRANK ODDENS



NARU OGISHI



FOUNDER KOR  
SANG MI OH



KAORI OKAMURA



ROBERT & HOLLY  
OLMSTEAD



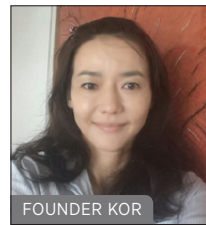
TERRI PACE



MARCO ANTONIO  
PAEZ ARGUETA



FOUNDER KOR  
DAE YONG PARK &  
HUN IM CHO



FOUNDER KOR  
HA PARK



PAM PARKINSON



CYNTHIA PATIENCE



JAMES & CHRISTINE  
PAYNE



KYLE & KATEE PAYNE



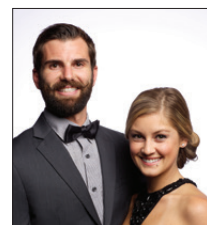
ZSOLT PELESKEI &  
CSABA CZAKÓ



ARIANNA PIENAAR



JESSIE PINKERTON



BRITT PIRTLE & KYLE  
HESS



ALLISON PREISS



SHERRI PRICE & MITZI  
BYBEE MACLEOD



MATTHEW & RACHEL  
PRIMEAU



TRACY PRINCE



ELMA ESTELA  
RABAGO HERNÁNDEZ



KATIE RAGSDALE



JANET RAMER

PLATINUMS



FOUNDER CAN  
BARBARA REMPEL &  
SIDNEY BRYANT



JILL RIGBY



CHANTAL ROELOFS



CLARE ROSE



FOUNDER CAN  
CORT & KARLI  
ROSZELL



PATRICK & MANDY  
ROWLAND



RITA RUNNELS



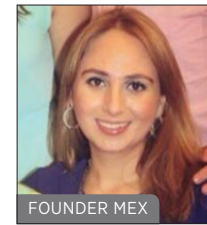
CHRISTINE RUSSELL



JOANNA SACCO



NORIKO SAKAGAMI



FOUNDER MEX  
ANA PAOLA  
SALOMON BULOS



CIARAN & LINDA  
SAMPEY



JAMES & MISSY  
SANDERS



RUI & JEANA SANTOS



JIM & SUSIE  
SCHIERING



JESSICA  
SCHLADWEILER



LESLIE SCHMIDT



BROOKE SCOTT



JULIE ANN SCOTT



ERIN SELLARS



AMY SELLERS



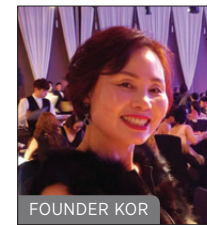
TOMAS & SUZETTE  
SEVERO



KATRINA SIKORA



AMANDA SILICH



FOUNDER KOR  
JEONGSUK SIM



ELENA SIMMONS



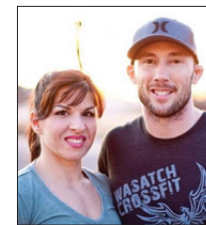
STEPHANIE SMITH



TAMMY STEUBER



DAVE & CALLIE  
STEUER



DAMON & PRISCILLA  
STEWART



WADE & CHRISTINE  
STOLORTHY



PHIL & LEEANN  
STORK



TARYN STRONG



YU-SHOU SU



FOUNDER MEX  
GUILLERMO SUÁREZ &  
IVONNE PAEZ



JUNKO & SHINJI  
SUGAHARA



dōTERRA® WELLNESS ADVOCATE **Recognition**

**PLATINUMS**



SHEILA SUMMERHAYS



JENNIFER SUN



SHARLENE SUTTAR



YOKO TAKAKU



KEITH & KELLY TERRY



FOUNDER CAN  
PATTI TINHOLT



ANI TOROSYAN



MATT & ALISHA TRASK



BRIAN & AMANDA TRENT



DUANE & CRYSTAL TUCKER



KARI TURNER



CAITLIN TYNER



JENNIFER UPCHURCH



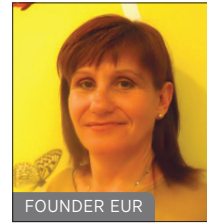
RYAN & MELISSA VALLELUNGA



ALI VAN ZANDBERGEN



JENNIFER VASICH



FOUNDER EUR  
ANNA VASKOVA-MOTYLIK



ALAYNE VICKERS



TYRONE VICKERSTAFF



FOUNDER EUR  
ELENA VINOKOUROVA



CASEY VON IDERSTEIN



CATHI & BOB WAALKES



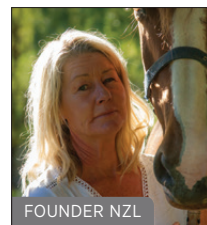
STACEY WALKER



MICHELLE WARD



AUSTIN & JOCELYN WARY



FOUNDER NZL  
MOLLY WASTNEY



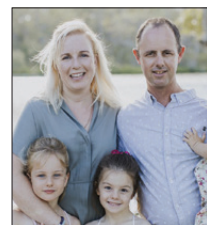
HIROMI & SHIGEO WATANABE



DANYEL WATERS



RANDY & SUMMER WHELCHER



JESS WHITE



LORI WILLIAMS



DINAH WILSON



MEGAN WINFREY



FRED & MARTI WINKLER



CAROLYN WISEMAN



MICHELE WRAGG



YI TE WU



HUI ZHI XIE



YUHSIN YSUN



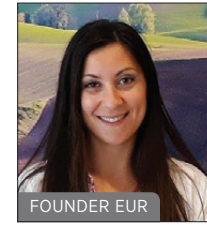
TERUMI YUASA



FOUNDER KOR  
SANG MOK YUN



SHERRY ZAK



FOUNDER EUR  
ANKA ZURA

**PLATINUMS NOT PICTURED:**

HUANG YING CHEN  
ADRYAN DUPRE  
SCOTT & BETH FENTON

HONG GAO  
CHRISTINA GARDNER  
HSIEH HSI HSUN

YOUYING JIANG  
NA LU

BENKOVICS NORBERT &  
REVESZ TIMEA

YEN TING SU  
HE HSUAN WEI

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF JUNE 2018















dōTERRA®

389 S 1300 W  
Pleasant Grove, UT 84062  
1 800 411 8151  
doterra.com

PRESRT. STD  
US POSTAGE  
**PAID**  
PERMIT #6563  
SALT LAKE CITY,  
UTAH



Place FCS Logo in this area.  
Strip out white background  
and reverse logo out of  
background in white.

60207063

