



North America Chinese Language Founders Club

Letter of Intent

Name _____

Account Number _____

By signing this document, I am declaring my intention to seek a position in the North America Chinese Language (NACL) Founders Club. I agree to adhere to all the qualifications set forth in this Letter of Intent. Any violation of these qualifications could jeopardize my qualification for one of the positions. I will keep in close communication with my Account Manager or with Michael Stirling as I approach the qualification.

Qualifications of the NACL Founders Club

1. This opportunity is open to all dōTERRA Wellness Advocates

- A Founder can live in any country, select any language as their preferred language, and sign up at any time
- A Founder needs to be in good standing with dōTERRA

2. A Founder must have achieved the rank of Platinum† for three consecutive months for initial qualification

- 90% of the Platinum volume must be from the NACL market*
 - This means that each qualified Elite leg for the Platinum structure must have at least 2,700 in volume that comes from NACL accounts
- The three qualifying Silver legs must have an NACL account
- New volume - only volume generated from accounts enrolled after May 1st 2019 will count toward qualification
 - The new volume can be added under existing structure
- The Founders positions will be awarded to the first 20 qualifiers who pass company audits

†Please see dōTERRA Compensation Plan Platinum rank requirements

*NACL: North America Chinese Language volume is volume from dōTERRA Wellness Advocates, Wholesale Customers, or Retail accounts located in the United States or Canada with a Chinese language flag (This flag is based on website language preferences, and materials language preferences). Please contact your account manager with any questions.

3. To maintain an NACL Founder position past initial qualification, a Founder must meet further requirements

- After initial qualification, a Founder must maintain Platinum rank 10 of the 12 months in a calendar year in order to receive the Founder check at the end of the year
 - The qualifying Founder may not drop below Gold rank during the two months that they do not achieve Platinum
- In future years, the company reserves the right to adjust the rank required to remain in the NACL Founders Club
- The company will maintain a list of alternate Founders. If one of the Founders loses their position, the first alternate will take the vacant position
 - Once 20 Founder positions have been filled, the club will be closed and no more alternates will be considered

Contestants will not be considered for qualification if they have not successfully completed the requirements listed above, passed all company audits, and delivered a signed Letter of Intent. Final decisions on Founder qualification will be at the discretion of the doTERRA Executive Team.

Signature _____

Date _____