



United Arab Emirates Founders' Club Rules and Letter of Intent

UAE Founders' Club Rules

- The club offers **15** positions and begins January 2024.
- Founders must submit this LOI to UAEleadership@doterra.com.
- *Who can qualify?* This opportunity is open to all Wellness Advocates in any country if their account is in good standing with dōTERRA.
- *How to qualify - Initial Qualification Requirements*
 - Achieve the rank of Gold for 3 consecutive months with 100% UAE qualifying volume in 3 Premier legs.
 - The three qualifying Premiers must be personally enrolled local UAE leaders and have UAE accounts.
- *Recognition* – Official recognition of newly qualified founders will happen no earlier than the commission run after their 3rd consecutive qualifying month pending monthly audits. Members who qualify in March, April and May, for instance, may be recognized as a qualifying Founder after the May commission run in June.
- *Auditing for Compliance and Member Protection* – dōTERRA audits qualifying Founders each month to monitor compliance to these rules and company policy, and to ensure consumers in their organizations are having a good experience. We will not allow any volume bought by uplines to qualify a WA for Founder status.
- *Grace Months* – Once qualified, a Founder must maintain at least Gold rank with UAE volume to keep Founder status. Starting the first full calendar year after UAE opens, a UAE Founder may request an exceptional grace month if they cannot maintain Gold, but they may not drop below Silver. No grace is allowed before the 3 consecutive month qualification period is complete. Qualified Founders must maintain Gold based on UAE volume at least 10 of 12 months per calendar year.
- *Positions* – The first 15 qualifiers to achieve Gold rank with UAE volume for 3 consecutive months and then maintain rank according to the above rules are Founders.
 - The order of Founders will be primarily determined by qualification date.
 - Once 15 Founders are qualified in a month, the Founders' Club period will end. Until then, anyone may attempt to meet initial qualification requirements.
- *End Date* – The contest end date is not yet determined, but we anticipate the club may be filled by the end of 2024. Announcement of the end date will depend on the speed at which the club is filled.
- Final decisions on Founder qualifications will be at the discretion of the dōTERRA Executive Team.

UAE Founders' Club Benefits

- UAE Founders will receive ongoing recognition and an annual bonus of an equal 1/15th share of 1% of total UAE commissionable volume for the year.



UAE Founders' Club Ongoing Qualification Requirement

- UAE Founder's must remain active, in good standing under the dōTERRA agreement & policy manual, fully supportive of their teams and company initiatives and eventually achieve Diamond rank based on UAE volume for 10 of 12 months per calendar year in perpetuity.
- The timing of the Diamond rank requirement will depend on the growth and strength of the market.
- If one of the 15 UAE Founders lose their position after the Club program ends, they cannot requalify, and the position will not be taken by another Wellness Advocate.

UAE Founder - Letter of Intent

I, _____ [undersigned] hereby affirm my intention to achieve the status of Founder in the United Arab Emirates. I agree to adhere to all the rules and requirements set forth in this document. Any violation of these rules and requirements could jeopardize my qualification for a UAE Founders' Club position. I also agree to keep in close communication with my Account Manager as I approach qualification.

The first month I intend to achieve Gold (or build Gold in UAE) will be _____ [month], _____ [year].

After becoming a UAE Founder, I will continue to be a leader in dōTERRA by reaching Diamond in 2024___, 2025 ___ or 2026___ [mark one].

Name: _____

Account Number: _____

Signature: _____

Date: _____