

A man and a young child are sitting on the floor, building a tall tower of colorful plastic blocks. The man is on the right, looking up at the tower with a focused expression. The child is on the left, reaching up to place a green block on top. The tower is made of various colored blocks (red, orange, yellow, green, blue) and has a small blue structure attached to its side. In the background, there is a large window with vertical bars, letting in bright, warm light. A red plastic basket is visible on the floor to the left of the tower.

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BUILD

A dōTERRA® Business

Are You Ready to Live Your Dreams?

There was a woman who hauled buckets of water for a living. Every day, she hauled water from the nearest source to her distant village. If she needed more money, she'd simply work longer hours and haul more buckets.

After many years, she grew weary of hauling buckets. Then inspiration came. If she used her spare time to build a pipeline, she could eventually create a new kind of financial security and be free from hauling buckets. She laboured diligently for a few years to build her pipeline.

The day she turned on the spigot, everything changed. She successfully created an unlimited supply of water, improved her villagers' lifestyles, and secured her own financial future.

Today this woman is free to live her dreams.

Where Are You?

Hauling Buckets

- Trading hours for dollars.
- Fighting limits on advancement and earnings.
- Scrambling for free time.
- Building others' dreams.

Or

Building a Pipeline

- Earning commissions with team effort.
- Potential recurring income.
- Choose your schedule.
- Building your dreams.

See 2022 Annual Business Builders Report and Opportunity and Earnings Disclosure at doterra.com/US/en/quick-reference.



The Value of Creating Cash Flow

The dilemma many people face is that they spend their lives creating a life that looks good on the outside, without asking themselves if the path they've chosen feels good on the inside. With dōTERRA you can create a business of your own design, sharing your passion for health, wellness and low-tox living while building a solid and sustainable financial future that authentically aligns with your values.

What would make the biggest impact on your life?

- ☐ Create more time to pursue your passions.
- ☐ Find fulfillment in being your own boss.
- ☐ Develop talents and grow interests.
- ☐ Increase financial flexibility.
- ☐ Spend time with loved ones.
- ☐ Travel the world.
- ☐ Fight burnout.
- ☐ Retire sooner.
- ☐ Earn more.

☐☐

Why Partner with dōTERRA?

Impressive 65% customer retention! That means, 65% of customers will order again after initial enrolment.

65%

The Product Most Tested, Most Trusted

dōTERRA was founded in 2008 with the mission to bring the highest-quality essential oils to the world. The essential oil industry didn't have standards to ensure purity, so dōTERRA created its own. Enjoy peace of mind with our CPTG Certified Pure Tested Grade® quality and purity standard that ensures you receive the purest essential oils on the planet.

- Exclusive and unrivaled products
- No fillers or adulterations
- Rigorous in-house and third-party testing
- Natural product lines address a variety of wellness challenges



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Learn more about the
dōTERRA quality standard

The Impact Source Ethically, Serve Earnestly

Cō-Impact Sourcing®

dōTERRA pays growers fairly and preserves agricultural knowledge through Cō-Impact Sourcing initiatives. Each purchase improves the lives of growers and their communities in developing nations worldwide.

dōTERRA is driven by:



Generating Jobs



Fair On-Time Payments



Environmental Stewardship



Sustaining Longterm Partnerships



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Learn about the dōTERRA
cō-impact sourcing

dōTERRA Healing Hands®

dōTERRA Healing Hands Foundation® empowers people worldwide to be healthy, safe, and self-reliant. Support a cause you're passionate about through the following initiatives:



Hope Action Plan



The Match Program



Sourcing Community Development



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Learn more about our
Healing Hands Foundation®

The Company Proven and Expanding

dōTERRA is the largest essential oil company in the world, according to Verify Markets. We've become a \$2 billion company in just 14 years.

- Part of the \$4.2 trillion wellness market
- Millions of customers and Wellness Advocates
- More than 28 international markets
- Sales in 110 countries
- Essential oils sourced in more than 45 countries
- Executive team of innovators, who have over 150 years of combined industry experience



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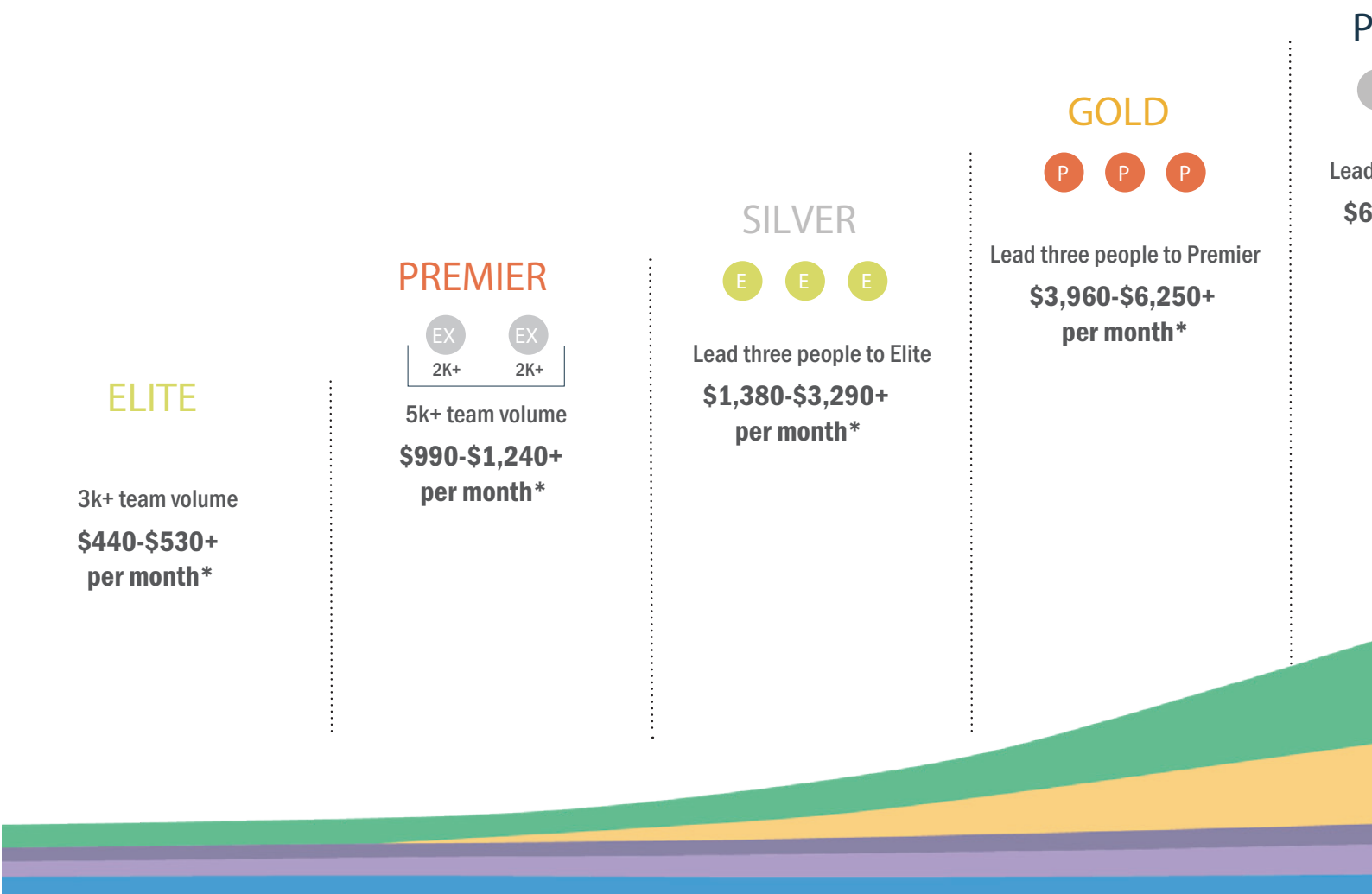


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Learn more about dōTERRA

Discover the Possibilities

Elite is the rank to focus on when starting. As you invest your time and energy, you are able to reach Premier, Silver, Gold, Platinum or Diamond. As you continue to grow, there is potential to reach Presidential Diamond or Presidential Platinum. You can also reach Diamond or Presidential Diamond. You can also reach Presidential Diamond or Presidential Platinum.



Results vary based on time, effort, and skill. Most Wellness Advocates (WAs) join to purchase product at a discount and not to earn compensation. The average monthly compensation paid to all active US WAs during the last quarter of 2024 was \$69. An active WA is one who made a purchase, enrolled another account, or received compensation, and includes WAs who received no compensation. The average monthly compensation paid to US WAs who received compensation in 2024 was \$143. The income ranges for each rank are projections based on the Compensation Plan Elevated and the median compensation of WAs with at least 400 PGV and the required TGV for maximum Unilevel commissions at each rank in 2024. The percentages of all US WAs who reached the following ranks in 2024 are Elite: 4%, Premier: 1%, Silver: 0.6%; Gold: 0.2%; Platinum: 0.1%; and Diamond 0.1%. Ranks below Elite and above Diamond are not displayed. Compensation information does not include expenses, which may be incurred.

†See Compensation Plan for complete details

ting. As you learn new skills, share what you love, and solidifying habits that will help you to advance in rank. Potential to earn significantly more as a Blue you'll learn more about that later in your journey.

LATINUM



Lead three people to Silver
\$8,100-\$11,260+
per month*

DIAMOND



Lead four people to Silver
\$8,100-\$17,690+
per month*

COMPENSATION PLAN

UNILEVEL

Paid monthly on your Volume outside the Fast Start window (member's first 60 days). The following is an illustration of a possible organization. †

Get paid to a seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past members not qualified by rank..

Level 1: Earn up to \$100 in Power of Three from Level 1 volume

Level 2 3% 9 \$40

Level 3 5% 27 \$243

Level 4 5% 81 \$850

Level 5 6% 243 \$3,037

Level 6 6% 729 \$9,598

Level 7 7% 2187 \$32,562

Levels in your organization

Percentage paid on monthly volume

Number of people

Income based on 150 PV orders

†Results not typical.

POOLS

Paid monthly to reward leadership: 8 percent of company volume divided among leadership ranks.

1.50%
Premier,
Silver, and
Gold

2%
Silver, Gold,
and
Platinum

1.50%
Platinum,
Diamond,
Blue
Diamond,
and
Presidential
Diamonds

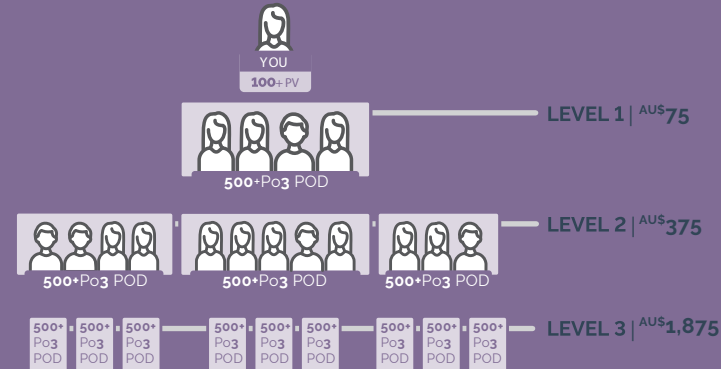
1%
Diamonds

1%
Blue
Diamonds

1%
Presidential
Diamonds

POWER OF 3 BONUS & BOOST

Australia market specific

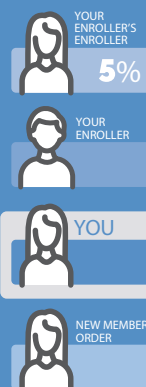


POWER OF 3 BONUS + BOOST EARNING POTENTIAL				
POWER OF 3 BONUS	400+ PGV	800+ PGV	1,200+ PGV	EARN UP TO
LEVEL 1 (AUS\$75)	AUS\$75	AUS\$75	AUS\$75	AUS\$150
LEVEL 2 (AUS\$375)	AUS\$75	AUS\$375	AUS\$750	AUS\$750
LEVEL 3 (AUS\$1,875)	AUS\$75	AUS\$375	AUS\$750	AUS\$2,625

Paid monthly based on sales structure.

FAST START

Paid weekly on new enrollee volume for their first 60 days.



COMPENSATION PLAN †

UNILEVEL

POOLS

POWER OF THREE BOOST

POWER OF THREE BONUS

FAST START

Success Is Simple

Focus your actions to create lasting results.

With dōTERRA, you have the opportunity to create and live the life you desire by changing the lives of others. As you build a financial pipeline you increase the possibilities to live and give more.

Engage in these pipeline-building activities (PIPES) to grow your business. The more you put into your pipeline, the more you'll get out. For greater results, *turn up the flow!*

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Prepare >

Use your products and prepare your Names List.

Invite >

Invite people to sample and learn more.

Present >

Present the dōTERRA wellness message and financial opportunity.

Enrol >

Enrol new customers and builders.

Support

Support your customers and builders, encouraging their success.



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For more support on how to launch and sustain a successful business visit our Business tools page.



Your Next Steps

dōTERRA provides training and proven principles to help you grow your business and bless the lives of others.

Complete the following steps:

☐ Sign up as a Wellness Advocate:



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☐ Start making your Names List:



☐ Schedule launch strategy session with your upline mentor.


Business Support and Resources



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Together, we are rapidly sharing
hope and wellness through
dōTERRA's worldwide movement.

dōTERRA[®]
pursue what's **pure**[®]

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