



# DiamondClub

AUSTRALIA & NEW ZEALAND



## Program Overview

**Qualification Period:** 1 December 2022 – 14 January 2023 MST

**Applications Open:** 1 December 2022 MST

**Applications Close:** 21 January 2023 MST

**Program Dates:** 1 March 2023 MST – 31 May 2023 MDT

**Pre-Launch Education and Preparation commences in February 2023.**



## Qualifications

**Meet the following requirements in December 2022 / January 2023:**

1. Pinned rank of Premier to Platinum.
2. Personally enrol **THREE** Wellness Advocates (WA) or Wholesale Customers (WC) each with a single enrolment order of 100PV+ (in total between 1 December 2022 to 14 January 2023 MST).
3. Have a minimum of **TEN** Wellness Advocates or Wholesale Customers in your downline with a single processed loyalty rewards order (LRP) of 100PV+ in December 2022.
4. Nominate a minimum of **TWO** Sponsors, and a maximum of **FOUR** (Sponsors must be in your direct upline, and have a pinned rank of Diamond or above).
5. Submit application by January 21st 2023 MST:  
<https://diamondclub.doterra.com/s/apply>

- The December/January qualifying enrolments must live in Australia or New Zealand and open an Australian or New Zealand account. Enrolment orders can only be made using the Australian or New Zealand warehouses. Enrollees cannot have an existing account with dōTERRA<sup>®</sup>.
- All Premier and above GROW Blitz Graduates will automatically qualify for Diamond Club 2023. However, an application must still be completed in order to be registered for Diamond Club 2023 and nominate a minimum of two sponsors.



## Monthly Enrolment Requirements:

Participants need to meet the following requirements each month to continue in Diamond Club and to unlock participant incentives, prizes and graduate.

**Each month the Participant must:**

- Obtain a minimum of **SIX** personally enrolled Wellness Advocates or Wholesale Customers each with a single enrolment order of 100PV+.
- Obtain a minimum of **EIGHT** downline enrolments of Wellness Advocates or Wholesale Customers each with a single enrolment order of 100PV+.
- Must hold a minimum of **THREE** events/classes each month (online or face to face). (Please refer to the Additional Terms and Conditions section for further information).
- Register all Enrolments as an attendee on the Diamond Club Website within 48 hours of the event/class ending.
- Process all Enrolments through the Diamond Club Portal.

**The Top 20 Graduates with the highest points (who meet the graduation requirements) will earn a spot on a Sourcing Trip!**



## Enrolment Gift:

New Wellness Advocates and Wholesale Customers who are enrolled through a Diamond Club event/class with a qualifying enrolment (single order of 100PV+), regardless of whether they are a personal enrolment of the Participant, or a personal enrolment of a Participant's downline member, will receive a FREE Enrolment Oil/s.

**New customers will receive the enrolment gift of a free oil when they place:**

- A single 100PV+ enrolment order.
- If their single enrolment order is greater than 300 PV+, they will receive an additional oil.
- If their single enrolment order is greater than 400 PV+, they will receive an additional oil (100PV oil + 300PV oil + 400PV oil).

***(Please refer to the Additional Terms and Conditions section for further information).***



## Participant Incentives:

### Monthly Enrolment – Bonus

If a participant meets the monthly qualified enrolment requirements (6 personal enrolments, 8 downline enrolments) they will receive a \$300AUD/NZD bonus\*!

Each month there will also be swag prizes up for grabs!

\*The \$300AU/NZ Monthly Bonus payment for the Participant will be divided between doTERRA Corporate and your Diamond Club Sponsors.

If a Participant meets the Grace Month requirements, they will also be eligible for a \$150 Grace Month Bonus.

The \$150AU/NZ Grace Month Bonus payment for the Participant will be divided between doTERRA Corporate and your Diamond Club Sponsors.

***(Please refer to the Additional Terms and Conditions section for further information).***



## Cash Prize:

### Cash Prize

The Top 3 Australian and the Top 3 New Zealand Participants with the highest points total at the end of the program will receive the following cash prizes:

- FIRST Prize - \$5,000 AUD/NZD
- SECOND Prize - \$2,500 AUD/NZD
- THIRD Prize - \$1,000 AUD/NZD

To qualify for a cash prize you must meet the graduation requirements and have the highest amount of points.



## Graduation Prizes:

To qualify for prizes, participants must fulfill all Diamond Club Graduation Requirements.

### All Graduates will receive:

- \$500AUD/NZD Graduation Bonus.
- A Diamond Club Certificate, Trophy and Diamond Club merchandise.
- Milestone Diamonds (for total overall enrolments 50, 75, 100, 150 enrolments in Diamond Club).
- The Top 3 Graduates from Australia and Top 3 Graduates from New Zealand will win Cash Prizes will win Cash Prizes.
- The Top 20 Graduates will win a spot on a Sourcing Trip.
- The Top Ranking Australian and New Zealand Graduates will each receive exclusive first rights to becoming a Founder!



## Enrolments:

### Personal enrolments

At least 80% of the total overall monthly personal enrolments must live in Australia or New Zealand and open an Australian or New Zealand account. These enrollee's enrolment orders can only be made using the Australian or New Zealand warehouse.

Up to 20% of the total overall monthly personal enrolments can be enrolments in other markets. These can be inclusive of an Australian or New Zealand account, with enrolment orders from the US warehouse.

Qualifying personal enrolment orders will earn the Participant points.

(Please refer to the Additional Terms and Conditions section for further information).

### Downline enrolments

A downline enrolment is an enrolment in which your downline team member holds the enrollership of a new Wellness Advocate / Wholesale Customer.

80% of the total overall monthly downline enrolments must live in Australia or New Zealand and open an Australian or New Zealand account. These enrollee's enrolment orders can only be made using the Australian or New Zealand warehouses.

20% of the total overall monthly downline enrolments can be enrolments in other markets. These can be inclusive of an Australian or New Zealand account, with enrolment orders from the US warehouse.

A Participant must be present for their downline's entire class/event (virtually or in person) in order for their enrolment to count.

- Zoom recordings must be taken when attending a downline's virtual event
- A photo must be taken with the downline member and class set-up in the image when attending a face to face class/event

These attendance proofs are to be kept, in the event of an Audit of your events.

Qualifying downline enrolments will earn the Participant points.

**(Please refer to the Additional Terms and Conditions section for further information).**



## Diamond Club Events/Classes

Participants must hold a minimum of **THREE** events/classes each month.

- A minimum of one personal event/class.
- A minimum of two events/classes where the participant is supporting their downline's event/class.
- These events/classes can be online or face to face.
- All events/classes must be registered on the Diamond Club website.
- Attendees are to be registered on the Diamond Club website within 48 hours post the end of the event/class.
- All enrolments must be processed through the Diamond Club Portal.
- A minimum of one new prospective customer must be in attendance at the class.



## LRP:

Participants who have an enrollee (personal or downline) that also processes a Loyalty Rewards Order (LRP) in the month immediately following their enrolment will earn points. These points will only count if the LRP order is processed between the 1st and 15th of that month.

For example: Alice enrolls in March (with a 100PV qualifying enrolment order) and she process an LRP order of 125PV on the 11th of April. Her enroler Jake will receive points accordingly.

**(Please refer to the Additional Terms and Conditions section for further information).**



## Founder Position:

### Founder Position – PARTICIPANT

The Top-Ranking Diamond Club 2023 qualifier from Australia and the Top-Ranking Diamond Club 2023 qualifier from New Zealand, each earn the right to pursue Foundership in their local market, and must meet all the criteria to achieve and maintain the position.

*(Please refer to the Founder (Participant) Section for more information)*



## Qualify For Sourcing Trip:

The Top 20 Graduates with the highest points total at the end of the program will earn a spot on a Sourcing Trip!

Further details to be announced May 2023.

The Top 20 Graduates for the Diamond Club Sourcing Trip will be announced at Convention in June 2023.

The Sourcing Trip places are determined from the overall highest points from all Graduates from Australia and New Zealand.

PLACE	DETAILS OF PRIZE
<b>FIRST PLACE</b>	<ul style="list-style-type: none"> <li>Return Airfare for ONE (1) person</li> <li>100% Program Fees for one (1) person</li> <li>Standard Twin Share Room</li> </ul>
<b>SECOND PLACE</b>	<ul style="list-style-type: none"> <li>Return Airfare for ONE (1) person</li> <li>100% Program Fees for one (1) person</li> <li>Standard Twin Share Room</li> </ul>
<b>THIRD PLACE</b>	<ul style="list-style-type: none"> <li>\$500 contribution per account to support transportation/travel</li> <li>100% Program Fees for one (1) person</li> <li>Standard Twin Share Room</li> </ul>
<b>FOURTH PLACE to TENTH PLACE</b>	<ul style="list-style-type: none"> <li>\$200 contribution per account to support transportation/travel</li> <li>100% Program Fees for one (1) person</li> <li>Standard Twin Share Room</li> </ul>
<b>ELEVENTH PLACE TO TWENTIETH PLACE</b>	<ul style="list-style-type: none"> <li>100% Program Fees for one (1) person</li> <li>Standard Twin Share Room</li> </ul>

*(Please refer to the Additional Terms and Conditions section for further information).*

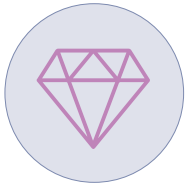
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## Points:

POINTS	CONDITIONS
<b>ENROLMENTS</b>	
<b>6</b>	400PV or above WA/WC Enrolments (Personal or downline)
<b>5</b>	300PV to 399PV WA/WC Enrolments (Personal or downline)
<b>4</b>	200PV to 299PV WA/WC Enrolments (Personal or downline)
<b>3</b>	100PV to 199PV WA/WC Enrolments (Personal or downline)
<b>Re-Ranking</b>	(Points will be earned for re-hitting your pinned rank – if the pinned rank has not been reached in 12+ months)
<b>20</b>	Re-Ranking Premier or Above
<b>Rank Advancement</b>	
(Points will be earned if a new higher rank is hit for the first time during Diamond Club)	
<b>30</b>	Re-Ranking Premier or Above
<b>Loyalty Rewards Program (LRP)</b>	
<b>10</b>	200PV LRP (single order) for enrollees who process an LRP in the consecutive month from their enrolment by the 15th (Personal or downline)
<b>8</b>	100PV to 199PV LRP (single order) for enrollees who process an LRP in the consecutive month from their enrolment by the 15th (Personal or downline)
<b>6</b>	50PV to 99PV LRP (single order) for enrollees who process an LRP in the consecutive month from their enrolment by the 15th (Personal or downline)
<b>Bonus</b>	
<b>10</b>	Grace Month not used (credited at the end of the Diamond Club Season)
<b>10</b>	Strong Start – 14 qualifying enrolments by the 15th of each month (6 personal and 8 downline)



## Graduation Requirements:

To graduate from Diamond Club, you must achieve the monthly enrolment requirements for all 3 months.

- **Monthly Minimum Requirements:**
  - 6 Personally enrolled WA/WCs, 8 downline enrolled WA/WCs
  - The 80/20 rule of local/international market applies to all enrolments
  - 3 Classes/Events

***(Please see the Monthly Enrolment Requirements section for further details)***

However, you are eligible to use your Grace Month option for one of the months.

If the Grace Month requirements are not met, then a Participant is not eligible to graduate Diamond Club 2023.



## Exceptions:

### Grace Month

A Grace Month is available for participants who have not met the monthly requirement. The Grace Month enables a participant to still qualify for graduation and prizes.

If a Participant meets the Grace Month requirements, they will also be eligible for a \$150 Grace Month Bonus.

The \$150AU/NZ Grace Month Bonus payment for the Participant will be divided between doTERRA Corporate and your Diamond Club Sponsors.

Each participant is eligible for ONE Grace Month, upon meeting the following requirements:

- The participant has a minimum of FOUR personally enrolled Wellness Advocates (WA) or Wholesale Customers (WC) each with a single enrolment order of 100PV+ in the Grace Month.
- The participant has a minimum of FIVE downline enrolments of Wellness Advocates (WA) or Wholesale Customers (WC) each with a single enrolment order of 100PV+.
- The participant has held a minimum of TWO events/classes in the GRACE MONTH (online or face to face)

If the participant does not meet these Grace Month minimum requirements, then they are unable to proceed in the Diamond Club Program, therefore unable to graduate.

### One Time Exception

If a Participant uses their Grace Month, while this keeps them in the Program, they will not be paid the \$300 Bonus for that particular month.

ONE exception per month will be offered for all Diamond Club Participants.

This exception can be used if an enrolment has accidentally not been processed through the Diamond Club Portal. The exception can only be used for one enrolment.

The Diamond Club Admin Team reserves the right to use their discretion on all one-time exceptions.

## ADDITIONAL TERMS AND CONDITIONS

### Qualification Enrolments

The Participant's THREE qualifying enrolments in December 2022/January 2023 must:

- Live in Australia or New Zealand and open an Australian or New Zealand account.
- Place a single personal enrolment order of 100PV minimum (combined orders do not count).
- Enrolment orders can only be made using the Australian or New Zealand warehouse (US orders do not count).
- Not already hold a dōTERRA account (Terminated, Reactivated and Orphan Accounts do not count as a Diamond Club enrolment). (Please refer to AUDITS section for further information).
- The qualifying enrolments cannot be gifted to a downline member.\*
- \*In the event, where a Participant's personal enrolment is required to be gifted to a downline team member for rank advancement purposes, the Participant is required to email the [diamondclubaunz@doterra.com](mailto:diamondclubaunz@doterra.com) for an exception consideration for this enrolment to this will still count towards the Participants overall enrolment total and points. The Diamond Club Team reserve all rights to take each exception consideration request at a case by case basis.
- Enrolments will not be counted if the enrolment order is returned, or partially returned to be under 100PV.

### During Diamond Club Enrolments:

At least 80% of Personal and Downline Enrolments need to be Australian or New Zealand, and 20% can be out of market (or US warehouse enrolment orders).

During Diamond Club Personal and Downline Enrolments must:

- Place a single personal enrolment order of 100PV minimum (combined orders do not count).
- Not already hold a dōTERRA account (Terminated, Reactivated and Orphan Accounts do not count as a Diamond Club enrolment).
- All Enrolments MUST be placed through the Diamond Club Portal.
- A personal enrolment cannot be gifted to a downline member.\*
- In the event, where a Participant's personal enrolment is required to be gifted to a downline team member for rank advancement purposes, the Participant is required to email the [diamondclubaunz@doterra.com](mailto:diamondclubaunz@doterra.com) for an exception consideration for this enrolment to this will still count towards the Participants overall enrolment total and points. The Diamond Club Team reserve all rights to take each exception consideration request at a case by case basis.
- Enrolments will not be counted if the enrolment order is returned, or partially returned to be under 100PV.

- Enrolments will be counted in the month they are entered into the Diamond Club portal, not the date the event is held.
- The enrollee must be a personal enrolment of the participant and be in their downline.
- A retail account may be counted as an enrolment when upgrading to a Wellness Advocate/ Wholesale Customer for the first time.
- If a duplicate account has been discovered, the duplicate account will not count towards your Diamond Club total enrolments. The Compliance Team will liaise directly with the duplicate account holder to terminate their account.
- Beneficial Interest cannot be found on any enrollee's account. Please refer to the AUDITS section for more information.
- If Participants are unsure if a new potential enrollee has held a dōTERRA account previously, please contact the Diamond Club Team via email prior to processing the enrolment, or your Account Manager, Member Services or the Business Advancement Team.
- The Participant must enter all Diamond Club personal and downline enrolments into the Diamond Club Portal.
- All Personal and Downline Enrolments must be enrolled through an event/class.
- Downline enrolments cannot be counted if the downline team member is a Diamond Club participant.
- The Diamond Club Admin team will be conducting spontaneous enrolment audit phone calls throughout the Diamond Club season.

### Incentive Oils:

- All enrolments that meet the above terms and conditions will be able to qualify for an Incentive Oil.
- The Incentive Oil provided will be based on the date of the enrolment (put through the portal) not the date of the event.
- The Incentive Oil is only available to the Participant's personal enrolments or that of their downline.
- Participants who offer Diamond Club Incentive Oils to non-qualifying customers, or who share the enrolment portal link (with their upline or cross line) will be disqualified from the program, and charged for the corresponding Incentive Oils.
- If a personal or downline enrolment is found to have beneficial interest or to be a duplicate account, the Participant will be charged for the corresponding Incentive Oils.
- If the participant has been found to have NOT attended their downline's event/class, the enrolment/s will not count and the participant will be charged for the corresponding Incentive Oils.
- If the AUDIT forms and all relevant documentation are not received for an enrolment (personal or downline), the participant will be charged for the corresponding Incentive Oils.



### Classes / Events

- Adequate proof will be required showing a Participant has attended a downline member's event/class (online or face to face) as the Diamond Club Admin Team will be conducting audits.
- Participants must be present for the entire event (personal or downline).
- All Personal and Downline Enrolments must be enroled through an event/class.
- The DC Admin team will be conducting spontaneous enrolment audit phone calls throughout the DC season.

### LRPs

- LRP orders are required to be a minimum 50PV. Combined orders do not count – it must be a single order to receive points.
- LRP points will only count if an LRP order is placed in the consecutive month from their enrolment.
- LRP points will only be allocated if an LRP order is placed between the 1st and the 15th of the following month.
- LRP orders will not be counted if the enrolment order is returned, or partially returned to be under 50PV.
- LRP orders are also subject to auditing (Please refer to AUDITS section for further information).
- LRP points are applicable for Personal and Downline enrolments, enroled during Diamond Club.

### Audits

The Diamond Club Support Team will conduct regular audits of Diamond Club enrolments.

- If an enrollee has created a dōTERRA account within the last 24 months – this enrolment will not count towards Diamond Club and their duplicate account will be sent to The Compliance Team. If you are unsure if your enrollees have another dōTERRA account, please connect with the Diamond Club Team.
- Weekly audits of duplicate accounts will be completed. If an enrollee is found to have another dōTERRA account, the Participant will not be able to count this enrolment for Diamond Club and The Compliance Team will be in direct contact with the enrollee to close the duplicate account.
- Payment for enrolments or LRP orders– for instances where a credit card has been used multiple times to pay for orders, or an order has been paid for with cash – the Diamond Club Audit Form must be completed and submitted by the end of each week (no later than Sunday 11:59pm AEST | Monday 1:59am NZST) to diamondclubaunz@doterra.com.
- If the Diamond Club Audit Form has not been completed or proof of payment cannot be provided, enrolments will be subject to the following rules:

- Enrolments that use duplicate credit cards and/or addresses will not count unless adequate proof can be provided to prove that the orders and accounts are legitimate.
- CASH payments will not be accepted as proof of reimbursement unless an adequate cash receipt is provided.
- If the Audit Form is not received by Sunday 11:59pm AEST | Monday 1:59am NZST the week the enrolment is processed, the enrolment will not count towards the Diamond Club program.
- LRP templates and LRP orders must hold the enrollee's credit card information.
- Audit Forms must be submitted weekly (by Sunday 11:59pm AEST | Monday 1:59am NZST) except for the end of the month, where Audit forms must be submitted by the 3rd day of the following month.

### Sourcing Trip:

- The Sourcing Trip prize is for one place for the Diamond Club Graduate ONLY.
- The Prize spot on the Sourcing Trip is non-transferable, non-refundable and non-redeemable for cash.
- Only Diamond Club Graduates will qualify for a Top 20 spot on the Sourcing Trip.
- The Sourcing Trip places are determined from the overall highest points from all Graduates from Australia and New Zealand.

***(Please refer to the Sourcing Trip Terms and Conditions document once the location is announced in 2023).***

### Founders (Participants):

The Top Ranking Diamond Club 2023 qualifier from Australia and the Top Ranking Diamond Club 2023 qualifier from New Zealand, each earn the right to pursue Foundership in their local market, and must meet all the criteria to achieve and maintain the position.

The winner will have 12 months from winning Diamond Club to rank advance to Diamond.

To be eligible for a Founder position, the Leader must live in Australia or New Zealand.

To be able to accept the Founder position, the Leader must live in Australia or New Zealand prior to December 2022.

Further Terms and Conditions to come.

### Miscellaneous:

- No amendments can be made (i.e. requesting to use the one time exception) after the 3rd day of the following month.
- Audit Forms must be submitted weekly (by Sunday 11:59pm AEST | Monday 1:59am NZST) except for the end of the month, where Audit Forms must be submitted by the 3rd day of the following month.