



DiamondClub

AUSTRALIA & NEW ZEALAND

DIAMOND CLUB SPONSOR & FOUNDER PROGRAM PARTICIPANT TERMS & CONDITIONS

What is a Diamond Club Sponsor?

Sponsors are Diamond and Above Leaders who are willing to help Mentor Participants (in their downlines) to be successful in the Diamond Club Program. Sponsors provide personal and professional development. They assist in setting organic, functional business blocks for the Participant to be able to build their businesses toward the next rank advancement. A sponsor also provides a financial contribution toward the Participant's monthly bonus.

Sponsors are able to:

- Earn points towards winning a spot on the Sourcing Trip
- Earn points towards the Diamond Plus+ Foundership Position
- Access Incentive Oils

What is a Founder Program Participant ?

A Founder Program Participant is a Diamond and above who does not have a downline team member participating in the Diamond Club Program. These Diamond and above leaders wish to enter into the running for a Foundership Position.

Written requests were required to be sent by 21 January 2023.

Founder Program Participants are able to:

- Earn points towards the Diamond Plus+ Foundership Position
- Access Incentive Oils

Enrolment Gift:

New Wellness Advocates and Wholesale Customers who are personally enrolled by a Diamond Plus leader who is participating as either a Diamond Club Sponsor or as a Founder Program Participant (with a qualifying single enrolment order of 100PV+) will receive a FREE Enrolment Oil!

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

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

These incentive oils correlate directly to the Diamond Club Program.

All enrolments must be processed through the Silver Club Portal in order for the enrolment oil to be applied, and for points to be applicable. Points will be earned according to the Points Table (below) for the ONE Diamond Plus Foundership Position that is available in each local market (One in Australia : One in New Zealand).

Personal Enrolments:

Diamond Club Sponsor/Founder Program Participant

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 points.

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

One Time Exception

Diamond Club Sponsor/Founder Program Participant

A one-time exception will be offered for all Diamond Club Sponsors and Founder Program Participants which can be used once per month for the three-month program.

This one-time exception can be used if an enrolment has accidentally not been processed through the Silver Club Portal. The exception can only be used for one enrolment per month.

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

Monthly Requirements:

Diamond Club Sponsors need to meet the following monthly requirements to be able to qualify for the Diamond Plus Foundership Position:

- A minimum of SIX personally enrolled Wellness Advocates or Wholesale Customers, each with a single enrolment order of 100PV+ (which also comply with the 80/20 rule).
- Hold monthly 1:1 mentoring calls with each of your Diamond Club Participants.
- Have a minimum of THIRTY Wellness Advocates in your downline with a single processed loyalty rewards order (LRP) of 100PV+ in Australia and New Zealand.

Diamond Club Sponsors need to meet the following monthly requirements to be able to qualify for the Sourcing Trip:

- A minimum of SIX personally enrolled Wellness Advocates or Wholesale Customers, each with a single enrolment order of 100PV+ (which also comply with the 80/20 rule).
- Hold monthly 1:1 mentoring calls with each of your Diamond Club Participants.
- Have a minimum of THIRTY Wellness Advocates in your downline with a single processed loyalty rewards order (LRP) of 100PV+ in Australia and New Zealand.

Founder Program Participants need to meet the following monthly requirements to be able to qualify for the Diamond Plus Foundership Position:

- A minimum of SIX personally enrolled Wellness Advocates or Wholesale Customers, each with a single enrolment order of 100PV+ (which also comply with the 80/20 rule).
- Have a minimum of THIRTY Wellness Advocates in your downline with a single processed loyalty rewards order (LRP) of 100PV+ in Australia and New Zealand.

Sponsor Financial Contribution

Participants Monthly Enrolment – Bonus

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

The \$300 Monthly Bonus will be divided between doTERRA and a Participant's Sponsors.

i.e. 50% doTERRA / 50% Sponsor

Sponsor 50% percentage will be divided between the total amount of Sponsors a Participant has.

1 x Sponsor = \$150 per Sponsor
2 x Sponsors = \$75 per Sponsor
3 x Sponsors = \$50 per Sponsor
4 x Sponsors = \$37.50 per Sponsor

The maximum amount per month that a Sponsor would need to financially contribute per Participant is \$150.

These financial contributions are subtracted automatically from your monthly commissions.

Participants Grace Month - Bonus

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

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.

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

i.e. 50% doTERRA / 50% Sponsor

Sponsor 50% percentage will be divided between the total amount of Sponsors a Participant has.

1 x Sponsor = \$75 per Sponsor
2 x Sponsors = \$37.50 per Sponsor
3 x Sponsors = \$25 per Sponsor
4 x Sponsors = \$18.75 per Sponsor

Sponsor Incentives:

Diamond Club Sponsors will have access to the Silver Club Portal, which will ensure that the Incentive Enrolment Oils can be attached to a qualifying enrolment and to assist in the correct allocation of points towards the Diamond Plus Foundership position and towards winning a spot on the Sourcing Trip.

Already A Founder in Australia or New Zealand?

All Australian and New Zealand Diamond Club Sponsors can participate in earning points by using the Silver Club Portal to be able win a spot on the Sourcing Trip. Only the Sponsor with the highest amount of points at the end of the season will qualify for the sourcing trip.

However, you cannot qualify to become a Founder again.

The winning Sponsor will earn – SOURCING TRIP:

- Return Airfare for ONE (1) person
- 100% Program Fees for one (1) person
- Standard Twin Share Room

POINTS TABLE

POINTS	CONDITIONS
QUALIFYING ENROLMENTS	
5	400PV or above WA/WC Enrolments (Personal)
4	300PV or 399PV WA/WC Enrolments (Personal)
3	200PV to 299PV WA/WC Enrolments (Personal)
2	100PV to 199PV WA/WC Enrolments (Personal)

POINTS	CONDITIONS
TOTAL PERSONAL ENROLMENTS – PER MONTH	
20	16+ WA/WC Enrolments (Personal)
10	10 to 15 WA/WC Enrolments (Personal)
5	8 to 9 WA/WC Enrolments (Personal)
2	6 to 7 WA/WC Enrolments (Personal)

POINTS	CONDITIONS
PAID RANK	
20	Presidential Diamond Paid Rank (During Diamond Club Season – March, April, May)
18	Blue Diamond Paid Rank (During Diamond Club Season – March, April, May)
16	Diamond Paid Rank (During Diamond Club Season – March, April, May)
14	Platinum Paid Rank (During Diamond Club Season – March, April, May)
12	Gold Paid Rank (During Diamond Club Season – March, April, May)
10	Silver Paid Rank (During Diamond Club Season – March, April, May)

POINTS	CONDITIONS
RE-RANKING (Points will be earned for re-hitting your pinned rank – if the pinned rank has not been reached in 12+ months)	
30	Re-Ranking Diamond or Above

POINTS	CONDITIONS
RANK ADVANCEMENT (Points will be earned if a new higher rank is hit for the first time during Diamond Club)	
50	For All Rank Advancements (Blue Diamond and Above)

POINTS	CONDITIONS
Loyalty Rewards Program (LRP)	
10	200PV LRP (single order) for enrollees who process an LRP in the consecutive month from their enrolment by the 15th (Personal)
8	100PV to 199PV LRP (single order) for enrollees who process an LRP in the consecutive month from their enrolment by the 15th (Personal)
6	50PV to 99PV LRP (single order) for enrollees who process an LRP in the consecutive month from their enrolment by the 15th (Personal)

POINTS	CONDITIONS
Bonus Points	
2	Team Rank advancements in Australia and New Zealand Only (excluding DC Participants)

ADDITIONAL POINTS AVAILABLE TO DIAMOND CLUB SPONSORS

POINTS	CONDITIONS
Mentoring Calls	
1	Monthly Mentoring Calls with Diamond Club Participants

POINTS	CONDITIONS
TOTAL NUMBER OF SPONSORED DIAMOND CLUB PARTICIPANTS - (one-off point allocation)	
5	2 Participants
10	4 Participants
15	6 Participants
20	8 Participants

POINTS	CONDITIONS
DIAMOND CLUB PARTICIPANTS WHO MEET THEIR MONTHLY REQUIREMENTS	
5	Per Diamond Club Participant to meet monthly requirements (monthly)
15	Per Diamond Club Participant to meet monthly requirements (one-off point allocation)

POINTS	CONDITIONS
Bonus Points	
2	Per Diamond Club Participant to Re-Rank their pinned rank if the pinned rank has not been reached in 12+ months.
5	Per Diamond Club Participant who Rank Advances to a new higher rank for the first time during Diamond Club.

ADDITIONAL TERMS AND CONDITIONS

A 'Diamond Plus Leader' refers to a Diamond and above Wellness Advocate who is either participating as either a Diamond Club Sponsor or as a Founder Program Participant.

Enrolments:

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

- During Diamond Club all Diamond Plus leader who are participating as either a Diamond Club Sponsor or as a Founder Program Participant, their 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 Diamond Club enrolments).
 - All enrolments MUST be placed through the Silver Club Portal.
 - A personal enrolment cannot be gifted to a downline member.*
 - * In the event, where a personal enrolment is required to be gifted to a downline team member for rank advancement purposes, the Diamond Plus Leader is required to email the diamondclubaunz@doterra.com for an exception consideration for this enrolment to this will still count towards the Diamond Plus Leader's overall enrolment total and points. The Diamond Club Team reserve all rights to take each exception consideration request at a case by case basis. Rank advancement purposes can be defined and may count for the Participant themselves or for a downline team member to rank advance during Diamond Club.
- 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 Silver Club Portal.
- The enrollee must be a personal enrolment of the Diamond Plus Leader 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 the Diamond Plus Leader's 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 a Diamond Plus Leader is 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.
- 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 the enrolment is put through the portal.
- The Incentive Oil is only available to the Diamond Plus Leader's personal enrolments.
- Sponsors who offer Diamond Club Incentive Oils to non-qualifying customers, or who share the enrolment portal link (with their upline, downline or cross line) will be disqualified from being able to be in the running for the Foundership Position and to qualify for winning the Sourcing Trip, and charged for the corresponding Incentive Oils.
- If a personal enrolment is found to have beneficial interest or to be a duplicate account, the Diamond Plus Leader will be charged for the corresponding Incentive Oils.
- If the AUDIT forms and all relevant documentation are not received for a personal enrolment, the Sponsor will be charged for the corresponding Incentive Oils.
- If the Diamond Plus Leader is found to be misusing the Diamond Club Incentive Oils, their access to the portal will also be removed.

Sourcing Trip:

- The Sourcing Trip prize is for the Sponsor with the highest amount of points at the end of the Diamond Club Season, as well as meeting all monthly requirements.
- The Sourcing Trip prize is for one place only.
- The Prize spot on the Sourcing Trip is non-transferable, non-refundable and non-redeemable for cash.
- The Winning Sponsor must reside in Australia or New Zealand and hold an Australian or New Zealand dōTERRA Account.
- The Sourcing Trip prizes (airfare and accommodation) are applicable per account.

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

Audits:

- The Diamond Club Support Team will conduct regular audits of all Diamond Plus Leader's enrolments.
- If an enrollee has created a dōTERRA account within the last 24 months – this enrolment will not count towards the Diamond Plus Leader's points 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 your Account Manager.
- Weekly audits of duplicate accounts will be completed. If an enrollee is found to have another dōTERRA account, the Diamond Plus Leader will not be able to count this enrolment for their points and the Compliance Team will be in direct contact with the enrollee to close the duplicate account.
- Payment for enrolments– 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 Plus Leader's points.
- 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.

Miscellaneous:

- A 'Diamond Plus Leader' refers to a Diamond and above Wellness Advocate who is either participating as either a Diamond Club Sponsor or as a Founder Program Participant.
- 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.
- The Diamond Club Team will be auditing the LRP's placed within a Diamond Plus Leader's downline each month.
- Existing Founders are not eligible to win another Foundership position.
- The Founder's Position is non-transferable.
- To be eligible for a Foundership position, the Leader must live in Australia or New Zealand (in the local market).
- To be able to pursue the Foundership position, the Leader must live in Australia or New Zealand prior to December 2022.
- There is only ONE Australian Foundership position available to Diamond Plus Leaders. The Australian Foundership position is only available to Australian Diamond Plus Leaders.
- There is only ONE New Zealand Foundership position available to Diamond Plus Leaders. The New Zealand Foundership position is only available to Australian Diamond Plus Leaders.
- Additional points are available for a Diamond Club Sponsor to access. These points are outlined in the Points Table.
- doTERRA Australia and New Zealand reserves the right to make any amendments to the Terms and Conditions at any time.

Further Terms and Conditions regarding Foundership requirements to come.