

GROW 2023 | Terms and Conditions

Participant Program Overview

- Qualification Period: 1 May – 31 May 2023 MST
- Applications open: 1 May 2023 MST
- Applications close: 5 June 2023 MST

Pre-Launch Education commences June 2023 AEST

Program Dates 1 July – 31 August 2023 MST



Qualifications for Consultant to Premier

- Pin Rank of Consultant to Premier Leader as of May 2023
- 1 x personal enrolment with 100PV+ enrolment order in May 2023*

Qualifications for Silver to Platinum

- Pin Rank of Silver to Platinum Leader as of May 2023
- 2 x personal enrolment with 100PV+ enrolment order in May 2023*

**The May 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. Enrolees cannot have an existing account with dōTERRA®.*

How to apply

Complete the rank and enrolment requirements and then head to the link to register: <https://silverclub.doterra.com/s/apply>

Questions?

Email the GROW Team: growdoterraunz@doterra.com

Monthly Enrolment Requirements

Participants need to meet the following requirements each month to unlock Participant Incentives, Cash Bonuses, Prizes and to Graduate:

Consultant to Premier:

- Obtain a minimum of **TWO** personally enrolled Wellness Advocates or Wholesale Customers each with a single enrolment order of 100PV+.
- Process all Enrolments through the GROW Portal.

Silver to Platinum:

- Obtain a minimum of **FOUR** personally enrolled Wellness Advocates or Wholesale Customers each with a single enrolment order of 100PV+.
- Process all Enrolments through the GROW Portal.

All participants will receive points according to their enrolees qualified enrolment order of 100PV+. These points will count towards overall standings for the Sourcing Trip. (Please refer to the Participant Incentives section for further information)

Enrolment Gift

New Wellness Advocates and Wholesale Customers who are a personal enrolment of a GROW Participant with a qualifying enrolment (single order of 100PV+) 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).

The enrolment **MUST** be placed through the GROW Portal for the enrolment to count towards the Participant's monthly requirements and for the Enrolment Oil/s to apply.

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

LRPs

Participants who have a qualifying GROW personal enrolee, that also then processes a qualifying minimum 50PV 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.

Participant Incentives: Monthly Enrolment - Bonus

If a participant meets the monthly qualifying enrolment requirements, they will receive:

Consultant to Premier:

- **TWO** personal Enrolments of 100PV+ = \$50AUD/NZD
- Stretch Goal of **FOUR** Personal Enrolments of 100PV+ = \$150AUD/NZD

Silver to Platinum:

- **FOUR** personal Enrolments of 100PV+ = \$100AUD/NZD
- Stretch Goal of **SIX** personal Enrolments of 100PV+ = \$250AUD/NZD

The monthly bonus will be paid with the Primary Commission run on the following month.

Graduation Prizes

All Participants who fulfill all Graduation requirements according to their pinned rank will receive:

- \$300 AUD/NZD Graduation Bonus
- Exclusive GROW merchandise
- A limited Banksia Diffuser Pod
- The Top 20 Graduates will win a spot on a Sourcing Trip*.

The Graduation bonus will be paid with the Primary Commission run on the 15th September 2023 MST.

The Top 10 Graduates between the ranks of Consultant to Premier with the highest points total at the end of the program will earn a spot on the GROW Sourcing Trip!

AND

The Top 10 Graduates between the ranks of Silver to Platinum with the highest points total at the end of the program will earn a spot on the GROW Sourcing Trip!

Qualify For Sourcing Trip

When you are a GROW Graduate you will be in the running to win a spot on a Sourcing Trip!

Overall, there will be 20 Graduates who will win a spot on an exclusive experience where you will be immersed in education of how we obtain our oils and embody the essence and culture of who doTERRA is.

**The overall Top 20 Graduates will be divided between Premier and below, and Silver and above.*

The Top 10 Graduates between the ranks of Consultant to Premier with the highest points total at the end of the program will earn a spot on the GROW Sourcing Trip!

The Top 10 Graduates between the ranks of Silver to Platinum with the highest points total at the end of the program will earn a spot on the GROW Sourcing Trip!

Further details to be announced July 2023.

The 20 Graduates for the GROW Sourcing Trip will be announced on Friday 29th September 2023.

The prize details below are applicable to both rank brackets.

Place	Details of Price
FIRST PLACE	<ul style="list-style-type: none"> • Return Airfare for ONE (1) person • 100% Program Fees for one (1) person • Standard Twin Share Room
SECOND PLACE	<ul style="list-style-type: none"> • \$500 contribution per account to support transportation/travel • 100% Program Fees for one (1) person • Standard Twin Share Room

Place	Details of Price
THIRD PLACE	<ul style="list-style-type: none"> \$200 contribution per account to support transportation/travel 100% Program Fees for one (1) person Standard Twin Share Room
FOURTH PLACE to TENTH PLACE	<ul style="list-style-type: none"> 100% Program Fees for one (1) person Standard Twin Share Room

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

Points

POINTS	CONDITIONS
Personal Enrolments	
5	400PV or above WA/WC Enrolment
4	300PV to 399PV WA/WC Enrolments
3	200PV to 299PV WA/WC Enrolments
2	100PV to 199PV WA/WC Enrolments
Paid Rank (Points will be earnt based on the rank that you are paid at during GROW) - points awarded after commission run the following month)	
12	Platinum
10	Gold
8	Silver
6	Premier
4	Elite
2	Executive
Rank Advancement (Points will be earnt if a new higher rank is hit for the first-time during GROW) – points awarded after commission run the following month. Rank Advancement points are paid per new rank achieved. Only Rank Advancement Points will be applied (not Paid Rank also).	
15	For All Rank Advancements
Loyalty Rewards Program (LRP)	
8	200PV LRP or above (single order) for enrolees who process an LRP in the consecutive month from their enrolment by the 15 th
6	100PV to 199PV LRP (single order) for enrolees who process an LRP in the consecutive month from their enrolment by the 15 th
4	50PV to 99PV LRP (single order) for enrolees who process an LRP in the consecutive month from their enrolment by the 15 th
Bonus	
2	For Your own personal 125PV or more (single) Loyalty Rewards Order (LRP) - (by the 15 th of July and August)



Terms and Conditions

Participant Terms and Conditions

GROW is open to any Wellness Advocate between the ranks of Consultant to Platinum. The Wellness Advocate must live in Australia or New Zealand and have an Australian or New Zealand Account. Global Access Wellness Advocates can not participate in the GROW Program.

Qualification Enrolments and In Season Enrolment Terms and Conditions

GROW is open to any Wellness Advocate between the ranks of Consultant to Platinum. The Wellness Advocate must live in Australia or New Zealand and have an Australian or New Zealand Account. Global Access Wellness Advocates can not participate in the GROW Program.

The Participant's qualifying and in season enrolments must:

- Enrolees must be a resident living in Australia or New Zealand and open an Australian or New Zealand Account.
- Place an enrolment order of 100PV minimum (combined orders do not count).
- Enrolments will not be counted if the enrolment order is returned, or partially returned to be under 100PV.
- Enrolment orders can only be made using the Australian or New Zealand Warehouse (US orders do not count).
- Be placed through the GROW Portal (This is not applicable to the Participant's qualifying enrolments for application).
- The enrolee must be a Personal Enrolment of the Participant and be in their downline*
- *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 growdoterraunz@doterra.com for an exception consideration for this enrolment to still count towards the Participants overall enrolment total and points. The GROW Team reserves all rights to take each exception consideration request at a case by case basis.
- Rank advancement can be defined and may count for the Participant themselves or for a downline team member to rank advance during GROW.
- Not have an enroler change (no gifting to downline or upline member).
- Not already hold a doTERRA account (Terminated, Reactivated and Orphan Accounts do not count as a GROW enrolment).
- 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 GROW total enrolments. Compliance will liaise directly with the duplicate account holder to terminate their account.
- If Participants are unsure if a new enrolee has held a doTERRA account previously, please connect with your Account Manager or the Business Advancement Team prior to processing the enrolment.
- LRP orders can only be made using the Australian or New Zealand warehouse or from the US Warehouse - for both Participants and enrolees.
- No amendments can be made (i.e requesting to use the one-time exception) after the **3rd day** of the following month.
- Global Access Accounts can not be enrolled by a GROW participant, during the program.
- Global Access Accounts will not count towards a GROW participants over all total of Personal Enrolments.
- If a GROW participant enrolls a Global Access Account via the GROW Portal, the Participant will be charged for the corresponding oils.

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 being entered through the portal.
- The Incentive Oil is only available to the Participant's personal enrolments.
- Participants who offer GROW Incentive Oils to non-qualifying customers, or who share the enrolment portal link (with their upline, cross line or downline) will be disqualified from the program and charged for the corresponding Incentive Oils.
- If a personal 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 AUDIT form and all relevant documentation are not received for an enrolment, the participant will be charged for the corresponding Incentive Oils.

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 below for further information).
- LRP points are applicable for Personal order and for single orders processed as an LRP in the consecutive month from their enrolment by the 15th during GROW.
- LRP orders can be made from the AU/NZ warehouse, or the US warehouse (NFR).
- LRP templates and LRP orders must hold the enrolee's credit card information only.

One Time Exception

- One exception per month will be offered for all GROW Participants
- This exception can be used if an enrolment has accidentally not been processed through the GROW Portal.
- The GROW Admin Team reserves the right to use their discretion on all one-time exceptions.

Audits

The GROW Support Team will conduct regular audits of GROW enrolments.

- If an enrollee has created a doTERRA account within the last 24 months – this enrolment will not count towards GROW and their duplicate account will be sent to The Compliance Team. If you are unsure if your enrollees have another doTERRA account, please connect with the GROW Team, Account Manager, Business Advancement Team or Member Services.
- Weekly audits of duplicate accounts will be completed. If an enrollee is found to have another doTERRA account, the Participant will not be able to count this enrolment for GROW and The Compliance Team will be in direct contact with the enrollee to close the duplicate account.
- Enrolments not placed through the GROW Enrolment Portal will be audited and be subject to the Audit Form requirements.
- When Enrolment or LRP orders are paid for with a credit card that has been used by someone else, or an order has been paid for with cash, the GROW Audit Form must be completed and submitted by the end of the relevant week (**no later than Sunday 11:59pm AEST | Monday 1:59am NZST**). The GROW Audit Form must be emailed to growdoterraaunz@doterra.com.
- If the GROW 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 and a bank deposit receipt is provided for the cash transaction (with a description on the bank deposit for referencing the enrollee's name).
 - 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 GROW 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. If Audit Forms are not received by this deadline, related enrolments will be removed, and the Participant will be responsible for the cost of the incentive oils sent.
- The receipts provided must show clearly the intended receipt is for the enrollee it is provided for (i.e on the receipt it must include either the enrollee's name/email address/phone number). All square or third payment processor receipts, bank transfers or wechat transfers that do not include this information will not be accepted apart of the audit.

Sourcing Trip:

- The Sourcing Trip prize is for one place for the GROW Graduate ONLY.
- The Prize spot on the Sourcing Trip is non-transferable, non-refundable, and non-redeemable for cash. Only GROW Graduates will qualify for a Top 20 spot on the Sourcing Trip.
- The Sourcing Trip prizes (airfare and accommodation contributions) are applicable per account. (Please refer to the Sourcing Trip Terms and Conditions document once the location is announced in July 2023).