



2023 - GROW BLITZ - TERMS & CONDITIONS

Program Overview

- Qualification Period: 1 October – 31 October 2023 MST
 - Applications open: 1 October 2023 MST
 - Applications close: 31 October 2023 MST
- Pre-Launch Education: 27 October 2023 11am AEDT | 1pm NZDT
- Program Dates 1 November– 30 November 2023 MST

Qualifications

Qualifications for Consultant to Elite

- Pin Rank of Consultant to Elite Leader as of October 2023
- 1 x personal enrolments with a minimum 100PV+ enrolment order in October 2023*

Qualifications for Premier to Silver

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

Qualifications for Gold to Diamond

- Pin Rank of Gold to Diamond Leader as of October 2023
- 3 x personal enrolment with 100PV+ enrolment order in October 2023*

*The 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

Something for everyone!

During GROW Blitz you have the ability to unlock various incentives:

- Cash Prizes through the Blitz Weekly Raffle
- Graduation Bonuses
- Graduation exclusive dōTERRA Pill Case
- Graduation gift including DDR Prime Soft Gels, 5ml Tamer, 5ml Stronger, 5ml Wild Orange
- Enrolment Gifts for your Enrolees
- FREE Loyalty Rewards Order Gift for your GROW Blitz Enrolees in December





Enrolment Gifts for your Personal Enrolments - November:

New Wellness Advocates and Wholesale Customers who are a personal qualifying enrolment of a GROW Blitz Participant will receive:

- If their single enrolment order is greater than 100 PV+, they will receive a 5ml AromaTouch (100 PV oil).
- If their single enrolment order is greater than 200 PV+, they will receive a 10ml Lavender Peace Touch AND a 5ml AromaTouch (100PV oil + 200 PV oil).
- If their single enrolment order is greater than 400 PV+, they will receive a Pure and Clean Bundle (Containing OnGuard Cleaner Concentrate, OnGuard Laundry Liquid, OnGuard Handwash and 5ml Lemon) AND 10ml Lavender Peace Touch AND a 5ml AromaTouch (100PV oil + 200PV oil + 400PV bundle).

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

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

Blitz Enrollee Loyalty Rewards Incentives - December:

Your Qualifying GROW Blitz enrolments from November, will receive a doTERRA Chocolate Whey Protein for FREE when they place a qualifying Loyalty Rewards Order of 125PV+ before the 15th of December!

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

Participant Incentives:

Weekly Raffle Enrolment - Bonus:

Every week from the start of the GROW Blitz program, you'll have the chance to win one of THREE weekly cash prizes.

- 1st Prize \$500 AUD/NZD
- 2nd Prize \$250 AUD/NZD
- 3rd Prize \$100 AUD/NZD

The cash prize will be paid in AUD or NZD, depending on the winner's country of residence.

To enter into the weekly cash competition, you will earn a raffle entry that week.

To get your raffle entry ticket, you'll need to process **TWO** Personal Qualifying Enrolments of 100PV+ through the enrolment GROW portal.

Participants who meet this weekly milestone automatically receive one ticket entry into the raffle that week.

There is no limit to the number of raffle ticket entries a GROW Blitz participant can earn, but each entry comes with the same additional requirement:

- **TWO** Personal Qualifying Enrolments of 100PV+ = 1 raffle entry.
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The weekly enrolment period to qualify for raffle ticket/s:

- **Week One:** Wednesday 1st November MST – Sunday 5th November MST
- **Week Two:** Monday 6th November MST – Sunday 12th November MST
- **Week Three:** Monday 13th November MST – Sunday 19th November MST
- **Week Four:** Monday 20th November MST – Sunday 26th November MST
- **Week Five:** Monday 27th November MST – Thursday 30th November MST

The beginning time of the weekly raffles will commence at 12.01am MST and conclude at the end of the week at 11.59pm MST.

The raffles will be drawn LIVE via Zoom and Instagram on:

- Week One's Draw : Friday 10th November 11am AEDT | 1pm NZDT
- Week Two's Draw: Friday 17th November 11am AEDT | 1pm NZDT
- Week Three's Draw: Friday 24th November 11am AEDT | 1pm NZDT
- Week Four's Draw: Friday 1st December 11am AEDT | 1pm NZDT
- Week Five's Draw: Friday 8th December 11am AEDT | 1pm NZDT

Raffle winners will be contacted via email after each live drawing.





Graduation Requirements and Incentives

To unlock Graduation Incentives, Participants need to meet the following minimum requirements in November to Graduate GROW Blitz:

- Enrol a minimum of **FOUR** Personal qualifying Enrolments of 100PV+

When a Participant enrolls a minimum of FOUR Personal Qualifying enrolments, they will unlock a Graduation cash bonus. Participants can unlock higher Graduation bonuses when they enrol more qualifying enrolments in November.

Total Personal Qualifying Enrolments	Participant Graduation Bonus
4-5	\$200 AUD/NZD
6-7	\$300 AUD/NZD
8-9	\$400 AUD/NZD
10-11	\$500 AUD/NZD
12-13	\$600 AUD/NZD
14-15	\$700 AUD/NZD
16+	\$800 AUD/NZD

All Participants who meet the requirement of enrolling a minimum of FOUR personal qualifying enrolments in the month of November, will also receive:

- Exclusive doTERRA Swag

Graduates will be announced on the 22nd of December. Graduation Bonuses will be paid with Fast Start Bonuses on Thursday 28th December 2023.

Additional Terms and Conditions

Participant Terms and Conditions

GROW Blitz is open to any Wellness Advocate between the ranks of Consultant to Diamond. 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 Blitz Program.

Qualification Enrolments and In Season Enrolment Terms and Conditions in the GROW Program.

The Participant's qualifying and in season enrolments 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 enrollee 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 the growdoterraunz@doterra.com for an exception consideration for this enrolment to still count towards the Participant's 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 for the Participant themselves to rank advance during GROW.
- Not have an enroler change (no gifting to downline or upline member).
- Not already hold a dōTERRA 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 GROW Blitz total enrolments. Compliance will liaise directly with the duplicate account holder to terminate their account.
- If Participants are unsure if a new enrollee has held a doTERRA account previously, please connect with your Account Manager or the Business Advancement Team prior to processing the enrolment.
- If a Participant is paid a cash bonus (weekly raffle / graduation bonus) and the qualifying enrollees are found to be against policy (duplicate account / beneficial interest etc) the participant's account will be charged for the according cash bonus that was paid.
- No amendments can be made (i.e requesting to use the one-time exception) after the **2nd day** of the following week. (Please refer to the Miscellaneous section for more information)
- Global Access Customers (GAC) enrolments do not count and cannot be enrolled in GROW Blitz.
- Global Access Accounts will not count towards a GROW Blitz participant's overall total of Personal Enrolments.
- Any Participant enrolling GAC will be disqualified from the GROW Blitz program and will be charged for any enrolment oil/products accordingly.

Enrolment Oils/Products

- All enrolments that meet the above terms and conditions will be able to qualify for an Enrolment Oil/Product.
- The Enrolment Oil/Product provided will be based on the date of the enrolment being entered through the portal.
- The Enrolment Oil/Product is only available to the Participant's personal enrolments.
- Participants who offer GROW Enrolment Oil/Product 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 Enrolment Oil/Product.
- If a personal enrolment is found to have beneficial interest or to be a duplicate account, the Participant will be charged for the corresponding Enrolment Oil/Product.
- If the AUDIT form and all relevant documentation are not received for an enrolment, the participant will be charged for the corresponding Incentive Oil/Product.
- If the enrolment order is returned in full or partially, the Participant will be charged for the Enrolment Oil/Products.

Loyalty Rewards Incentive

The Qualifying Personal Enrollee must process a Loyalty Rewards Order:

- In the consecutive month of December 2023.
- A single order of 125PV or more in December 2023 (multiple orders do not count).
- Before the 15th of December 2023.
- Can only be made using the Australian or New Zealand Warehouse (US orders do not count).
- LRP orders will not be counted if the enrolment order is returned, or partially returned to be under 125PV.
- LRP templates and LRP orders must hold the enrollee's credit card information only.

Additional Loyalty Rewards conditions:

- This loyalty rewards incentive is exclusive to GROW Blitz Qualifying enrolments only.
- The doTERRA Chocolate Whey Protein will be manually sent in a separate delivery to the qualifying enrollee between the 18th and 22nd of December 2023.
- If the enrolment order is returned the enrollee does not qualify for the FREE doTERRA Chocolate Whey Protein.
- If the Loyalty Rewards Order is returned or partially returned resulting in a PV amount under 125PV, after the 18th of December, the Participant will be charged for the doTERRA Chocolate Whey Protein.

Participant Incentives

- If a Participant wins a Cash Bonus as part of the Weekly Raffle, the bonus will be paid with their Fast Start payments the following week.
- If a Participant meets the graduation requirements and qualifies for the graduation bonus, these will be paid with their secondary commissions on the 28th of December 2023 MST.

One Time Exception

- One exception will be offered for all GROW Blitz 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.
- No amendments or exceptions can be used after the 2nd of December 2023 MST.

Audits

The GROW Support Team will conduct regular audits of GROW Blitz enrolments and Loyalty Rewards Orders.

- If an enrollee has created a dōTERRA account within the last 24 months – this enrolment will not count towards GROW Blitz 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 GROW Team, your Account Manager, Business Advancement Team or Member Services.
- 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 GROW Blitz and The Compliance Team will be in direct contact with the enrollee to close the duplicate account.
- The Enrollee's LRP templates and LRP orders must hold the enrollee's credit card information.
- Enrolments not placed through the GROW Enrolment Portal will be audited and be subject to the Audit Form requirements.

AUDIT Forms

- When Enrolment orders are paid for with a credit card other than the enrollee's credit card, 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 along with proof of reimbursement (**no later than Sunday 11:59pm AEST | Monday 1:59am NZST**).
- The GROW Blitz Audit Form and supporting reimbursement proofs must be emailed to growdoterraunz@doterra.com.
- Proof of reimbursement will only be accepted for WeChat, Square, Bank Deposits, Electronic Transfers. A screenshot must be submitted showing:
 - Date paid
 - Reference number
 - Payment Amount
 - Name of Payer
 - Product they have purchased (if on square)
- 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).
- The receipts provided must clearly state the Enrollee as recipient of the intended of the goods (i.e on the receipt it must include 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 as part of the audit.
- If the GROW Blitz 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.
 - If the audit form is not submitted by the end of the relevant week, the enrolment will be removed from the Participant's overall GROW Blitz total.
 - If a Participant has 2 weeks in the program where the audit form has not been submitted, the Participant will be removed from the GROW Blitz program and be charged for the corresponding FREE GROW oil/s.
- All Audit Forms that have not been received may be subjected to further investigation for Beneficial Interest by the dōTERRA Compliance Team.

Miscellaneous

- It is the responsibility of the Participant to read and adhere to these Terms and Conditions.
- In order to be eligible for a raffle ticket, the minimum requirement must be met (TWO qualifying personal enrolments with a single order of 100pv+) within the specific week outlined.
- The GROW Blitz Support Team will submit each Participant's Raffle Ticket for that week, dependent on how many tickets the Participant earned (i.e 2 qualifying enrolments = 1 ticket, 4 qualifying enrolments = 2 tickets)
- No amendments can be made (i.e requesting to use the one-time exception) after the **2nd day** of the following week for an enrolment to be counted towards a raffle ticket entry.
- No amendments can be made (i.e requesting to use the one-time exception) after the **2nd of December** for an enrolment to be counted towards a Participant's overall total enrolment count.
- A total of **FOUR** Personal Qualifying Enrolments of 100PV+ in November are required for a Participant to graduate, and tap into Graduation cash bonuses.
- Unless otherwise stated, all time periods begin at 12.01am MST on the first day and end at 11.59pm MST on the last day.
- dōTERRA Australia and New Zealand reserves the right to make any amendments to the Terms and Conditions at any time.

