



DiamondClub

AUSTRALIA & NEW ZEALAND

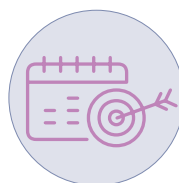


Important Dates

Qualify in December 2020

Applications Close: 17 January 2021

Season runs: 1 February - 31 May 2021



Monthly Enrolment Goals

Participants need to meet the following requirements each month to continue in Diamond Club and to qualify for the monthly payouts, prizes and graduation.

Fourteen team enrolments:

- All 14 new members must be in participants organisation and in AU/NZ,
- The 14 enrolments need to process at a single 100 PV.
- Each enrolment must be registered as an attendee on website within 48 hrs of class end.

Four Diamond Club events (in person or online):

- Registered on the Diamond Club website
- At least one person from AU/NZ in attendance
- Attendees registered on website within 48 hrs of class end

Stretch Goal - 18 team enrolments

- Exclusive Diamond Club Stretch Goal Gift or Oil of the month.

Grace Month

- One available per season
- Achieve eight in team enrolments to activate
- Fulfil monthly class requirements



Qualifications

Meet the following requirements in December 2020.

1. Achieve paid rank of Premier or above
2. Personally enrol 3 people with 100PV orders
3. Ten Wellness Advocates on their team with loyalty reward orders over 100 PV
4. Have at least one Mentoring Sponsor (Upline leader willing to sponsor and mentor them in the program)
5. Nominate up to three total sponsors.
6. Submit application by January 17th 2021



Prizes

To qualify for prizes, participants must fulfil all Diamond Club Graduation requirements and have achieved a minimum of 56 'in team' Diamond Club enrolments by the end of the season.

Cash Prizes:

Our top five Diamond Club will receive cash prizes as follows:

- \$5,000 for first place
- \$2,500 for second place
- \$1,000 for third, fourth and fifth place

Diamond Club Exclusive Sourcing Trip:

The Top 10 Graduates who have achieved a minimum of 56 'in team' Diamond Club enrolments will join dōTERRA on a Sourcing Trip

- One person per account (Top two finishers will receive two spots on the trip.)
- Flights and two nights accommodation included

Miscellaneous Prizes:

- Trophies for 1st, 2nd and 3rd place Winners
- Mystery Swag Pack for the 3 leaders with the Most Improved LRP%
- All Graduates will receive a Diamond club 2021 T-Shirt and a Certificate.



New Member Perks

As an added bonus for people to make their first purchase at a Diamond Club class, and to help the participant reach monthly requirements, dōTERRA offers special product promotions during Diamond Club in the form of free oils.

Additionally, new members who come in through Diamond Club classes and process a 100+ PV LRP the month following their qualified initial order will receive 25 points credited to their account. The Product points will be added around the 15th of the month following their LRP order.

New Member Perks apply to all new members who come in through a Diamond Club class with a qualifying enrolment, regardless of whether they are a personal enrolment of the Participant, or whether they are placed in the downline of the Participant.



Points

CONDITIONS	POINTS
Enrolments	
In Team Enrolment - 100 - 199 PV	2
In Team Enrolment - 200 - 299 PV	3
In Team Enrolment - 300+ PV	4
Out of Team Enrolment	0
Loyalty Rewards Program	
In Team Loyalty Rewards Order 100 - 150 PV	2
In Team Loyalty Rewards Order 150+ PV	5
Out of Team Loyalty Rewards Order	0
Rank Advancement	
Silver	10
Gold	15
Platinum	25
Diamond	50
Blue Diamond	50
Bonus	
Strong Start - 15 enrolments by 15th of each Month	15
No Grace Month Activated (Credited at end of season)	25



Travel

Travel during Diamond Club 2021 is not compulsory. You can travel as much, or as little as you like. If you choose to travel during Diamond Club, you may be eligible to claim reimbursements for your travel expenses.

Following are the conditions that need to be met for travel to be considered for reimbursement:

- Event is held a minimum of 100km (one way) from the Participant's home.
- Event conducted in person - virtual, or online events are not eligible.
- Travel is in Australia or New Zealand.



Travel Reimbursements

Each month, a participant can have up to 8 travel legs approved for reimbursement.

Travel legs have a minimum distance of 100km. Each of the following examples may be claimed as a travel leg, provided all reimbursement requirements are met.

- Travel at least 100km from home to your event
- Travel at least 100km from one event to another event. (both events are 100km from home)
- Travel 100km from an event to your home

Driving Travel Legs:

- The maximum reimbursement available for each driving leg is \$100 AU
- Driving leg reimbursements are calculated at \$0.30AU per km.

Flying Travel Legs

- The maximum reimbursement for each flying leg is \$200 AU



Sponsor's Financial Investment

Sponsors provide financial support to their participants by contributing up to 50% of approved travel reimbursements. The remaining 50% is paid by dōTERRA.

Sponsors contribute equally to the sponsor portion of approved reimbursements.

The maximum amount a Sponsor could contribute per participant each month is:

- \$800 if they are the only Sponsor
- \$400 if they are one of two Sponsors
- \$133 if they are one of three Sponsors.

Money is automatically deducted from the primary commission and redistributed to the Participant to make the process simple for all involved.



Qualifications to Sponsor

Sponsors are Wellness Advocates in the upline of the Participant who are willing to help financially support and train/mentor participants to be successful in the program and in building their team toward their next rank advancement.

Mentoring Sponsors work closely with their participants by providing personal and professional development and support throughout the program.

Sponsors must go on the Diamond Club website and accept the Sponsor requests for a participant's application before the participant can be admitted to the program.