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IMPORTANT DATES

Applications Open	21st August 2020
Applications Close	28th August 2020 or before if participant limit reached
Program Dates:	1st Sep – 30th Nov 2020

QUALIFICATION

- Pin rank of Executive, Elite or Premier as of August 2020.
- Paid rank of Executive+ July or August 2020.

MONTHLY ENROLMENT GOALS

In order to unlock Participant Incentives (ie, Double Fast Start and/or Stretch Goal Incentive), each month the participant must

- Process 3 personal enrolments of 100+PV through the Enrolment Portal
- Place a single Loyalty Reward order of 100+PV

New enrollees must live in Australia or New Zealand and open an Australian or New Zealand account. Customers must not have an existing account with doTERRA.

See Enrolments section for more information about qualifying enrolments, and the Participant Incentives for information about unlocking bonuses.

CUSTOMER INCENTIVES

Discover doTERRA Enrolment Gift

New customers will receive the Discover doTERRA enrolment gift of a free oil when they place a 100+PV enrolment order. If their enrolment order is greater than 400PV, they will receive an additional oil.

See Enrolments section for more details about qualifying enrolments and the intention of the Discover oil incentive.

September

- 100PV Grapefruit 15ml
- 400PV Balance 15ml

October

- 100PV Cedarwood 15ml
- 400PV PastTense 10ml

November

- 100PV Tangerine 15ml
- 400PV Spearmint 15ml

*** These oils may be subject to change.

To receive the gift/s, enrolments must be

1. Processed by the Participant using the Discover doTERRA enrolment portal, and
2. placed in the Participant's downline

See the Enrolments section for more information about qualifying enrolments.

LRP Enhancement

Discover enrollees who have a *single* LRP order of 100PV (combined orders do not count) or more that processes the month following their enrolment will receive 25 product points on the 15th of the month following the processing of their single 100PV LRP (just like normal LRP points).

Eg. Enrol in September, process 100+PV LRP order in October, receive 25 product points in November.

PARTICIPANT INCENTIVES

Double Fast Start Bonus

To receive the 'Double Fast Start Bonus' Participants must achieve 3 personal enrolments of 100PV per month as outlined in the Monthly Requirements section.

The amount of the bonus will be equal to the total Fast Start commission paid in that month (up to a maximum of \$500 per month)

The 'Double Fast Start' bonus will be paid with the Primary Commission Run on the 15th of the following month. E.g. Qualify for bonuses in September, bonus paid with Primary Commission run.

Stretch Goal Incentive

Participants who achieve 6 personal 100PV enrolments in any month will have 50 Product Points credited to their account.

Points will be credited at the end of the month, once the Support Team has finalised their reports.

Program Completion/Graduation

Participants who achieve the monthly requirements every month, will have the 'Double Fast Start' bonus extended for 2 months following the Discover doTERRA program.

They will also receive a \$500 AU Graduation Bonus with the Primary Commission Run on 15th December.

Top 20 enrollers in the program will receive a Mystery Swag Pack.

Enrolments that contribute to this tally are:

- Personal enrolments
- WA accounts
- No minimum PV required.

ENROLMENTS

The Discover Customer Incentive Oils are provided to give Discover Participants an exclusive offer to entice customers to their events, and support enrolments. The offer is extended to customers that the participant personally enrolls, and also to those who they support with enrolling.

This allows the Participant to place enrolments appropriately, and encourages their team to work with them to host classes and events.

To receive their free Discover oil, the enrollee must:

- Live 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)
- Not already hold a doTERRA account
- Be located in the downline of the Participant

To receive their free Discover oil, the enrolment must

- Be entered online through the Discover Portal by the Discover participant or their spouse / co-applicant.

Note that while all downline enrolments of 100PV or more entered through the Portal will receive the free oil, only personal enrolments of 100PV or more count towards the Participant's monthly enrolment goal to unlock bonuses

The Discover Support Team will conduct regular audits of Discover enrolments. Participants who offer Discover incentives to non qualifying customers or who share the enrolment portal link will be removed from the program and charged for the corresponding incentive oils.

EDUCATION AND COMMUNITY

Education program

Discover will provide education and information on the following areas

- Healing Hands
- Co-Impact Sourcing
- Pursuing what's pure
- doTERRA culture – building the doTERRA way
- Business Tools
- Product knowledge

Exclusive Facebook Group

The Discover community will live in a closed Facebook Group. Content will be provided to the group every few days and participants will be encouraged to share their experiences and ask for advice.

Personal Mentor & Discover Team

Each Participant will receive their own Personal Mentor, to provide education, support and community.

The Mentor will lead a crossline Discover Team and will be the Participant's personal connection to the program.

Your Personal Mentor will provide

- Weekly Team calls with their Discover Team
- Fortnightly 'Open House' classes or events
- At least one 1:1 Mentoring call each month