



dōTERRA®

grow AUNZ

Aspire. Inspire. Thrive.

TWENTY **TWENTY TWO**

Participant Program Overview

- Applications open: 1 January 2022
- Applications close: 6 February 2022

Limited number of participants - get your applications in as soon as you can!

Program Dates 1 March - 30 April 2022

Who is GROW for?

Executives, Elite, or Premier Wellness Advocates who are wanting to GROW their dōTERRA Business. GROW offers the challenge of targeted enrolment requirements to help participants reach further than they may have previously. Under the guidance of a Mentor and a dōTERRA Account Manager, Participants will be provided education and training on the key business skills you need to secure real, sustainable income. So, ask yourself, are you ready to GROW?

Qualifications

- Pin Rank of Executive, Elite or Premier as of January 2022
- 1 x personal enrolment with 100PV+ enrolment order in January 2022
- Executive, Elite or Premier GROW Graduates from 2021 Season automatically qualify (an application must still be completed in order to be registered for GROW 2022).

Monthly Enrolment Goals

To unlock Participant incentives [i.e., Bonus cash payment or to qualify for the Sourcing Trip], each month a participant must:

- Process three x 100+ PV personal in market enrolments through the Enrolment Portal.

New enrollees must live in Australia or New Zealand and open an Australian or New Zealand account. Customers cannot have an existing account with dōTERRA® (please see below for the full list of Terms and Conditions).



Education and Community

Education program

GROW will provide education and information on the following areas:

- Healing Hands™
- Co-impact Sourcing®
- dōTERRA® Culture - Building the dōTERRA® way
- Business Tools
- Product Knowledge
- Empowered Success Guide
- Access to Account Management

Exclusive GROW Groups

The Grow community will have access to a private Facebook group. Content will be provided to the group and participants will be able to share their experiences and ask for advice. There is also a private Team App Page where the same posts will be replicated onto the Team App. All exclusive GROW Zoom recordings will be available through the Team App only.

Personal Mentor & Account Management

Each participant will receive their own Personal Mentor who will provide education, support, and community. Our goal is to match participants with Mentors outside of their own current upline, this offers the opportunity to expand your current knowledge and trainings to implement in your GROWing business.

Your Personal Mentor will provide:

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

Each Participant will be allocated an Account Manager. You will have access to weekly 20-minute catch ups with your Account Manager, to delve into:

- Goal Setting
- Tree Structure
- Compensation Plan Training
- Virtual Office Reporting and Training

Participant Incentives:

Monthly Enrolment - Bonus

- Three personal enrolments of 100PV+ - \$50 AUD/NZD
- Stretch goal of five personal enrolments of 100PV+ - \$200 AUD/NZD
- Earn points to qualify for a dōTERRA® Sourcing Trip

GROW Graduates - Bonus

Participants who achieve the monthly requirements each month will receive a \$500 AUD/NZD Graduation Bonus with the Primary Commission run on the 15th in May 2022.

GROW graduates will also receive a GROW t-shirt.

Qualify For Sourcing Trip

The Top 20 Participants 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 May 2022.

The top 20 winners for the GROW Sourcing Trip will be announced on Friday 20th May 2022.

Point Value Details	
4	400PV or above WA/WC Personal Enrolment
2	100PV to 399PV WA/WC Personal Enrolment
3	125PV or more (single) Loyalty Rewards Program (LRP) For Your Own Personal Order (each month)
4	200PV+ LRP (single) for Enrolees who process an LRP in the consecutive month from their enrolment by the 15th
3	100PV-199PV LRP (single) for Enrolees who process an LRP in the consecutive month from their enrolment by the 15th
1	50PV-99PV LRP (single) for Enrolees who process an LRP in the consecutive month from their enrolment by the 15th
10	GROW Challenge (5 or more Downline Enrolments PLUS 3 or more Personal Enrolments each month)
10	Participant Rank Advancement (eligible for every rank advancement each month)

Loyalty Rewards Program (LRP) Incentive - Bonus

The top five leaders with the most improved Loyalty Rewards Program % will get a Mystery Swag Kit.

Enrolment Incentive - Bonus

The top five leaders with the most improved increased enrolment % will get a Mystery Swag Kit.

The point of the LRP and Enrolment prizes is that you are only competing against your own starting point! You can totally win this and there are some amazing prizes to be won. **GO FOR IT!!**

How to apply

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

Questions?

Email the GROW Team: growdoterraunz@doterra.com



Terms and Conditions

Enrolment Terms and Conditions

- The enrollee must live in Australia or New Zealand and open an Australian or New Zealand account.
- The enrollee must place an enrolment order of 100PV minimum [combined orders do not count].
- Enrolment orders can only be made using the Australian or New Zealand Warehouse [US orders do not count].
- Not already hold a dōTERRA account.
- The enrolment MUST be placed through the GROW Portal.
- An enrolment can not be gifted to a downline member.
- Enrolments will not be counted if the enrolment order is returned.
- Be a Personal Enrolment of the Participant 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.
- A one-time exception will be offered for all GROW participants which can be used once over the course of the GROW program. This one-time exception can be used if an enrolment has accidentally not been processed through the GROW portal [the exception can only be used for one enrolment].
- The GROW Admin Team reserve the right to use their discretion on all one-time exceptions.
- 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 enrollee has held a dōTERRA account previous, please connect with your Account Manager.

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

- If an enrollee has created a dōTERRA account within in the last 12 months - this enrolment will not count towards GROW and their duplicate account will be sent to compliance. 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 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.
- Payment for enrolments - for instances where a credit card has been used multiple times to pay for an order, or an order has been paid for with cash - please complete the GROW Audit form and submit at the end of each week to growdoterraunz@dōterra.com.

- If the GROW Audit Form has not been completed or proof of payment cannot be provided, enrolments will be subjected 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.

All adequate proof must be provided to the GROW Admin Team within 48 hours of the Participant being notified via email - for the enrolment to count.

Sourcing Trip Terms and Conditions

- Participants can tap into the "GROW Challenge" over the two-month program, which allows you to earn an additional 20 points (in total) at the end of the season. The GROW Challenge is - Have 5 or more Downline Enrolments PLUS 3 or more Personal Enrolments each month.
- The enrollee's LRP must be placed in the consecutive month after their enrolment to qualify for points.
- Only one LRP processed in the month consecutive month will count for points (additional months LRPs do not count for more points)
- All enrollee LRPs must be placed by the 15th of the consecutive month that they enrolled to qualify for points.
- Enrollee LRPs must be placed in one single order, combined orders do not count.
- The GROW Participants own Personal LRP of 125PV+ must be placed by the 15th of the Month to qualify for points.

Additional GROW Terms and Conditions

- No amendments can be made to the closing month after the 4th day of the following month.
- Duplicate Credit Card and/or addresses will be audited weekly. If the Participant does not respond to the GROW Admin team's inquiry within 48 hours, the enrolment will not count towards their GROW enrolment total.
- The Participant must have a 125PV LRP PV Template during the entire time of the GROW Program.
- The Participant must place a single Loyalty Reward order of 125+ PV in both months of GROW before the 15th.
- The Participant must personally enrol at least 3 new Wellness Advocates/Wholesale Customers.
- The Participant must actively participate in connecting with their assigned Mentor.