dōTERRA™
Build
Business Overview
Are you ready for Financial Freedom?

THERE WAS A MAN WHO HAULED BUCKETS OF WATER FOR A LIVING. Everyday, he hauled water from the nearest source to his village miles away. If he wanted to make more money, he would simply work longer hauling buckets.

AFTER MANY YEARS, HE GREW WEARY OF HAULING BUCKETS. Then inspiration came. If he used his spare time to build a pipeline, eventually he could be free from hauling buckets. So he laboured diligently for a few years to build his pipeline.

THE DAY HE TURNED ON THE SPIGOT, EVERYTHING CHANGED. He successfully created an unlimited supply of water and improved lifestyle for the villagers and himself, resulting in an abundant financial pipeline.

Many people spend their lives trading hours for income and lack fulfillment or a sense of purpose. With dōTERRA, anyone can choose to create time, energy, and financial freedom through building a lasting residual income pipeline.

Where are you?

Hauling Buckets
- Trading hours for income
- Limit on advancement & earnings
- Limited time freedom
- Building others’ dreams

Building a Pipeline
- True, lasting residual income
- No limits on advancement & earnings
- Freedom to choose your schedule
- Building your dreams
Why Partner with dōTERRA?

**EFFECTIVE**

**TESTED. TRUSTED.**
Over 4.5 million customers

![CPTG™]
The dōTERRA Quality and Purity Standard

**THE dōTERRA DIFFERENCE**

65% **RECORD-BREAKING RETENTION!**

**Most Direct Selling**
- Lead with business opportunity
- Product sales depend on opportunity
- Sell an opportunity

**dōTERRA Authentic Direct Selling**
- Lead with powerful products
- Products sell regardless of opportunity
- Share a wellness lifestyle

**PROVEN**

**dōTERRA’S GROWTH**

![Graph showing dōTERRA's growth vs Apple's growth with a caption: A Billion Dollar Company in 7 Years!]

- Largest essential oil company in the world
- Optimal timing for opportunity (120+ markets open worldwide)
- Debt-free; no outside interest or funding
- Part of the trillion dollar wellness industry
- Led by a diverse team of business, marketing and healthcare professionals with 150+ years of combined industry experience

**CARING**

**CHANGE THE WORLD**

- dōTERRA creates partnerships with growers around the world, nurturing developing economies and preserving agricultural traditions through dōTERRA Co-Impact Sourcing™ and dōTERRA Healing Hands Foundation™ initiatives.
- Learn more at sourcetoyou.com.

**A dōTERRA PIPELINE TOUCHES MANY LIVES**

As you grow your pipeline, other lives are lifted. Every purchase changes growers’ lives and their communities for the better. Entire regions and cultures are impacted because you share health and hope.
Success is Simple

3 simple steps to build your financial pipeline

To change lives, engage in these pipeline-building activities (PIPS). The more you put into your pipeline, the more you receive. For greater results, turn up the flow!

1. Use dōTERRA™ PRODUCTS

PREPARE Prepare yourself for success by experiencing the benefits of dōTERRA’s products and proven training system.

INVITE Invite others to learn about dōTERRA’s natural solutions and opportunity.

PRESENT Present dōTERRA’s message of wellness and financial prosperity.

You Your Prospects

Use these tools to support your pipeline-building activities as you naturally share and duplicate.

Live Guide Share Guide Build Guide
2. Share **doTERRA**

3. Teach **OTHERS**

**ENROL**
Enrol & empower others with natural solutions and invite them to change lives.

**SUPPORT**
Support your customers and builders to success.

**Your Team + Community**

- Natural Solutions Class Handout
- Launch Guide
dōTERRA’s Generous Compensation Plan is a proven vehicle to create powerful, lasting residual income while incentivising synergy and collaboration.
Replace & Multiply YOUR INCOME

LEADERSHIP BONUS
Paid monthly to reward leadership. 7 percent of global profits divided among leadership ranks.

UNILEVEL BONUS
Paid monthly on team volume outside the Fast Start bonus window (member’s first 60 days).
Get paid 7 levels deep with higher % on larger lower levels. Dynamically compresses up past non-qualifying members.

POWER OF 3 TEAM BONUS
Paid monthly based on structure. Each team needs 600 TV to receive this sponsor bonus.

FAST START BONUS
Paid weekly on new enrollee volume for their first 60 days. Enroller must have 100 PV** Loyalty Rewards Order to receive this enroller bonus.

*Numbers displayed are 2016 annual averages. Commission earnings are based on USD exchange rate. Personal earnings may be less. See 2016 Opportunity and Earnings Disclosure summary at doterra.com > Our Advocates > Flyers.

**PV is a product value given to every product. CV is a commission value given to every product. These amounts can be found on the Builder’s Price List.
The networking model, in conjunction with a high quality product or service, presents an unparalleled opportunity for people to thrive. — Bob Burg

Each of us has the opportunity to create and live the life we desire. With dōTERRA you can build an abundant financial pipeline to allow yourself to be free to give.

What would make the biggest impact in your life?

**EARNING MORE**
- [ ] Debt-free
- [ ] Generous Savings Account
- [ ] Financial Freedom
- [ ] Charitable Giving

**WORKING SMARTER**
- [ ] Time Freedom
- [ ] Building My Dreams
- [ ] Self-improvement
- [ ] Financial Planning and Preparedness

**DOING WHAT YOU LOVE**
- [ ] Travel
- [ ] Education
- [ ] Service
- [ ] Spending Time with Family
Partner with doTERRA and get where you want to be.
Which path is best for you?

**PAY FOR YOUR PRODUCT**

250-610 €/month*
Elite — Premier Income Goal

Goals:

- Elite in 2-3 months
- Premier in 6 months

Personally enrol a few people a month

Needed Investment:**
3-5 hours /week

**SUPPLEMENT YOUR INCOME**

610-3,920 €/month*
Premier — Gold Income Goal

Goals:

- Elite in 1-2 months
- Silver in 6-9 months
- Gold in 1-2 years

Enrol 4+ Customers & 1+ Builder(s) monthly

Needed Investment:**
10-15 hours /week

**REPLACE YOUR INCOME**

3,920-13,720 €/month*
Gold — Diamond Income Goal

Goals:

- Elite in 1 month
- Silver in 2-3 months
- Diamond in 1-3 years

Enrol 8+ Customers & 2+ Builders monthly

Needed Investment:**
15-30 hours /week

*Numbers displayed are 2016 annual averages. Commission earnings are based on USD exchange rate. Personal earnings may be less. See 2016 Opportunity and Earnings Disclosure summary at doterra.com > Our Advocates > Flyers.

** Needed hours per week is an estimate. Actual hours may vary.
3 Steps to Launch Your Business

Begin changing lives by completing the following action steps and building your financial pipeline.

1. **Live THE WELLNESS LIFESTYLE**
   - Experience a Natural Solutions presentation & get enrolled.
   - Get a Live Guide and complete the Wellness Consult on page 16.
   - Use your products by implementing your Daily Wellness Plan.

2. **Share WITH OTHERS**
   - Start your Names List on the next page.
   - Get a Share Guide to learn about successful sharing.
   - Share a presentation with 3+ people.

3. **Launch YOUR BUSINESS**
   - Choose your pace. I am Elite rank in:
     - 30 days outrageous
     - 60 days target
     - 90 days standard
   - Schedule your Launch Guide Overview and go to doterra.com > Empowered Success to learn more.

Date: ____________________  Time: ____________________
**Names List**
Whose lives do you want to change?

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Together, we are rapidly sharing hope and healing through dōTERRA’s worldwide movement.
Bringing hope, healing hearts, raising leaders, living dreams—

the meaningful work of a dōTERRA Wellness Advocate.

*dōTERRA™

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