



BUILD

A dōTERRA™ Business



Are You Ready for Financial Freedom?

There was a man who hauled buckets of water for a living. Every day, 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 valve, everything changed. He successfully created an unlimited supply of water and improved lifestyle for the villagers and himself, resulting in an abundant financial pipeline.

Where Are You?

Hauling Buckets

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

Or

Building a Pipeline

- True, additional income
- No limits on advancement & earnings
- Freedom to choose your schedule
- Building your dreams



Change Lives and Create an Income

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

"The networking model, in conjunction with a high quality product or service, presents an unparalleled opportunity for people to thrive."

— Bob Burg,

Wall Street Journal and *BusinessWeek* Bestseller

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

Doing What You Love

- ☐ Spending Time with Family
- ☐ Travel
- ☐ Education
- ☐ Service

Why Partner with dōTERRA?

The Product

Most Tested, Most Trusted.

dōTERRA was founded in 2008 with the mission to bring the highest-quality essential oils to the world. The essential oil industry did not have standards to ensure purity, so dōTERRA developed its own. With our CPTG Certified Pure Tested Grade™ quality and purity standard, you can rest assured you are receiving the purest essential oils on Earth.

- Exclusive and unrivalled products
- No fillers or adulterations
- Rigorous in-house and third party testing
- Natural product lines address a variety of wellness challenges

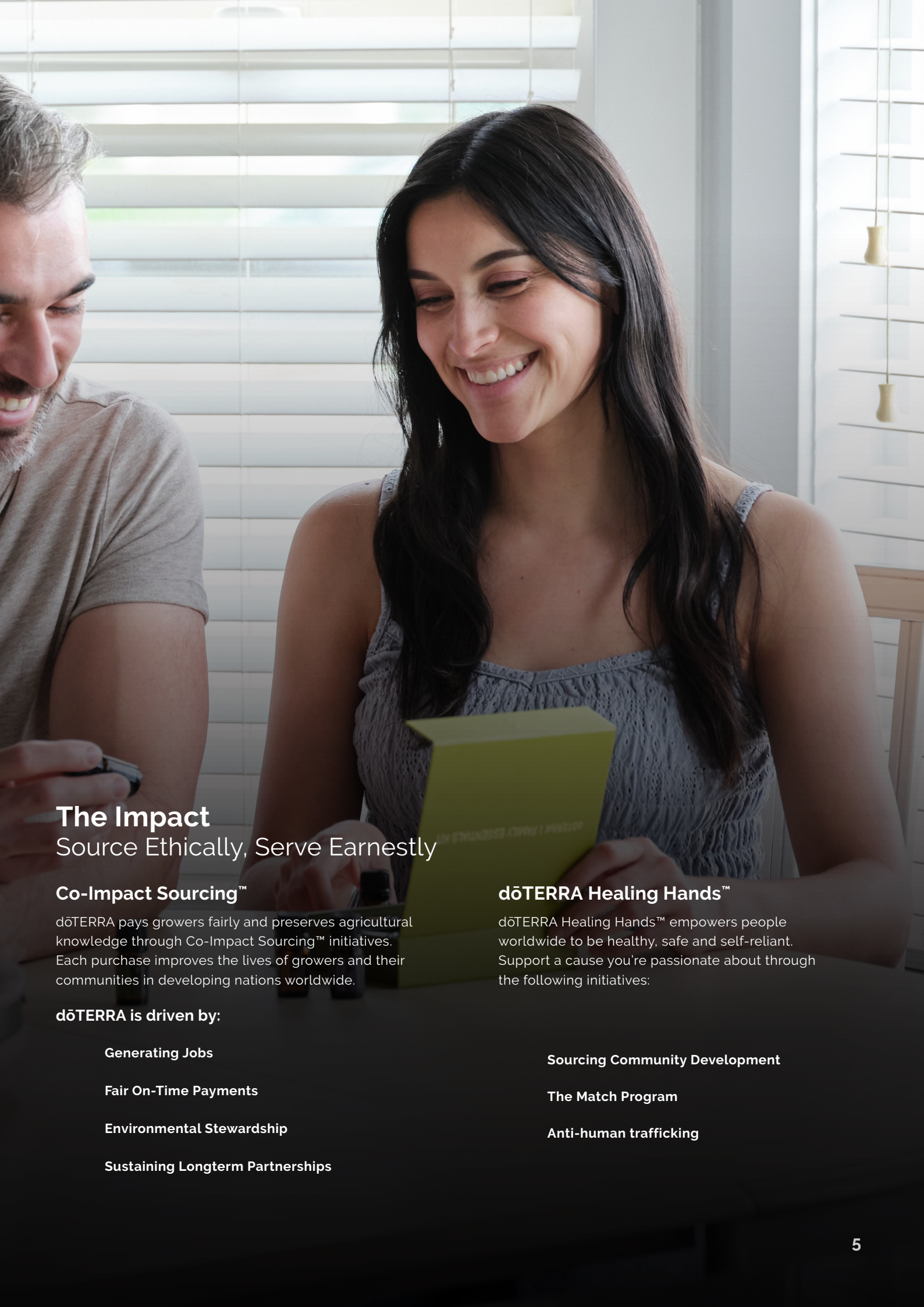
The Company

Proven and Expanding

- Largest essential oil company in the world
- More than 28 international markets and sales in 110 countries
- Part of the trillion dollar wellness industry
- Led by a diverse team of business, marketing and healthcare professionals with 150+ years combined industry experience

The dōTERRA Difference
Record Breaking
Retention

65%



The Impact

Source Ethically, Serve Earnestly

Co-Impact Sourcing™

dōTERRA pays growers fairly and preserves agricultural knowledge through Co-Impact Sourcing™ initiatives. Each purchase improves the lives of growers and their communities in developing nations worldwide.

dōTERRA is driven by:

Generating Jobs

Fair On-Time Payments

Environmental Stewardship

Sustaining Longterm Partnerships

dōTERRA Healing Hands™

dōTERRA Healing Hands™ empowers people worldwide to be healthy, safe and self-reliant. Support a cause you're passionate about through the following initiatives:

Sourcing Community Development

The Match Program

Anti-human trafficking

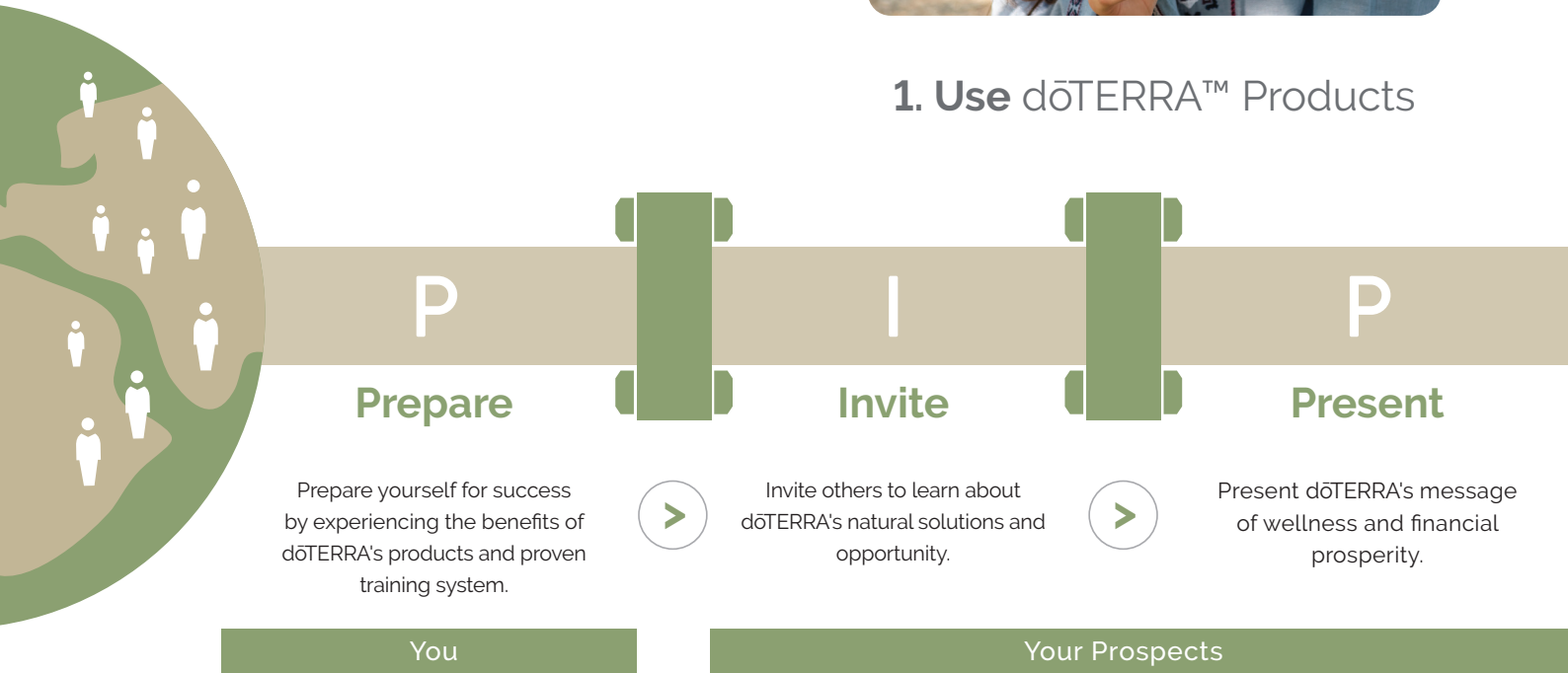
Success Is Simple

3 Simple Steps to Build your Financial Pipeline.

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



1. Use dōTERRA™ Products



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



Live Guide



Share Guide



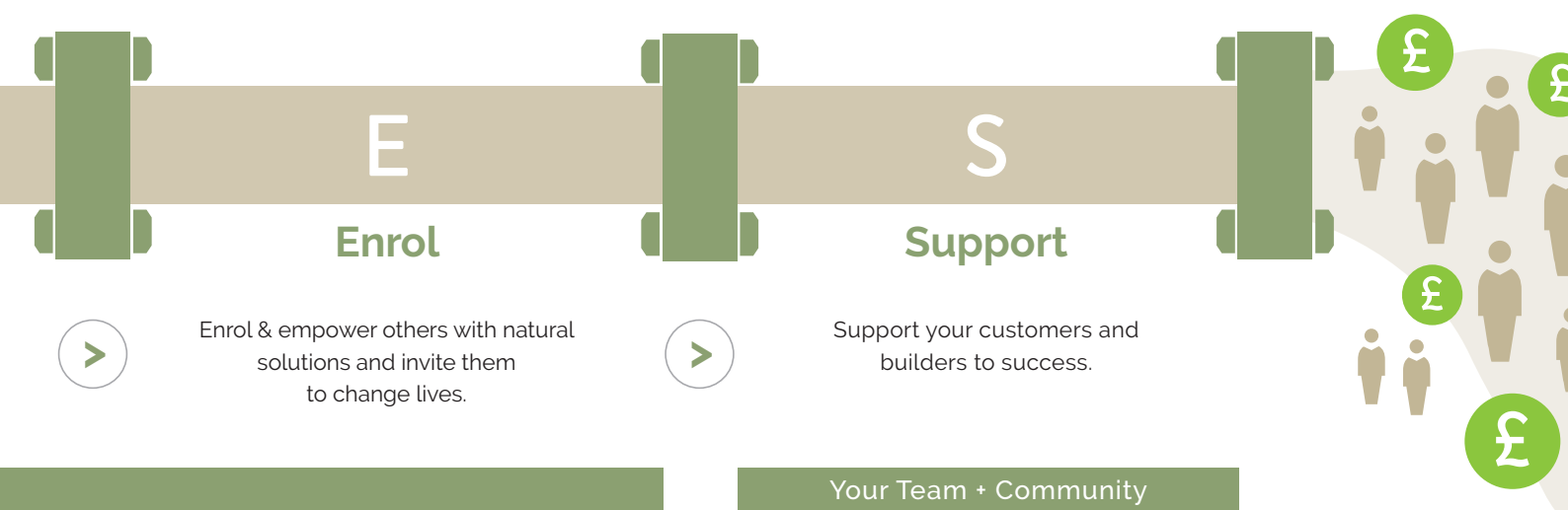
Build Guide



2. Share dōTERRA



3. Teach Others



*Natural Solutions
Class Handout*

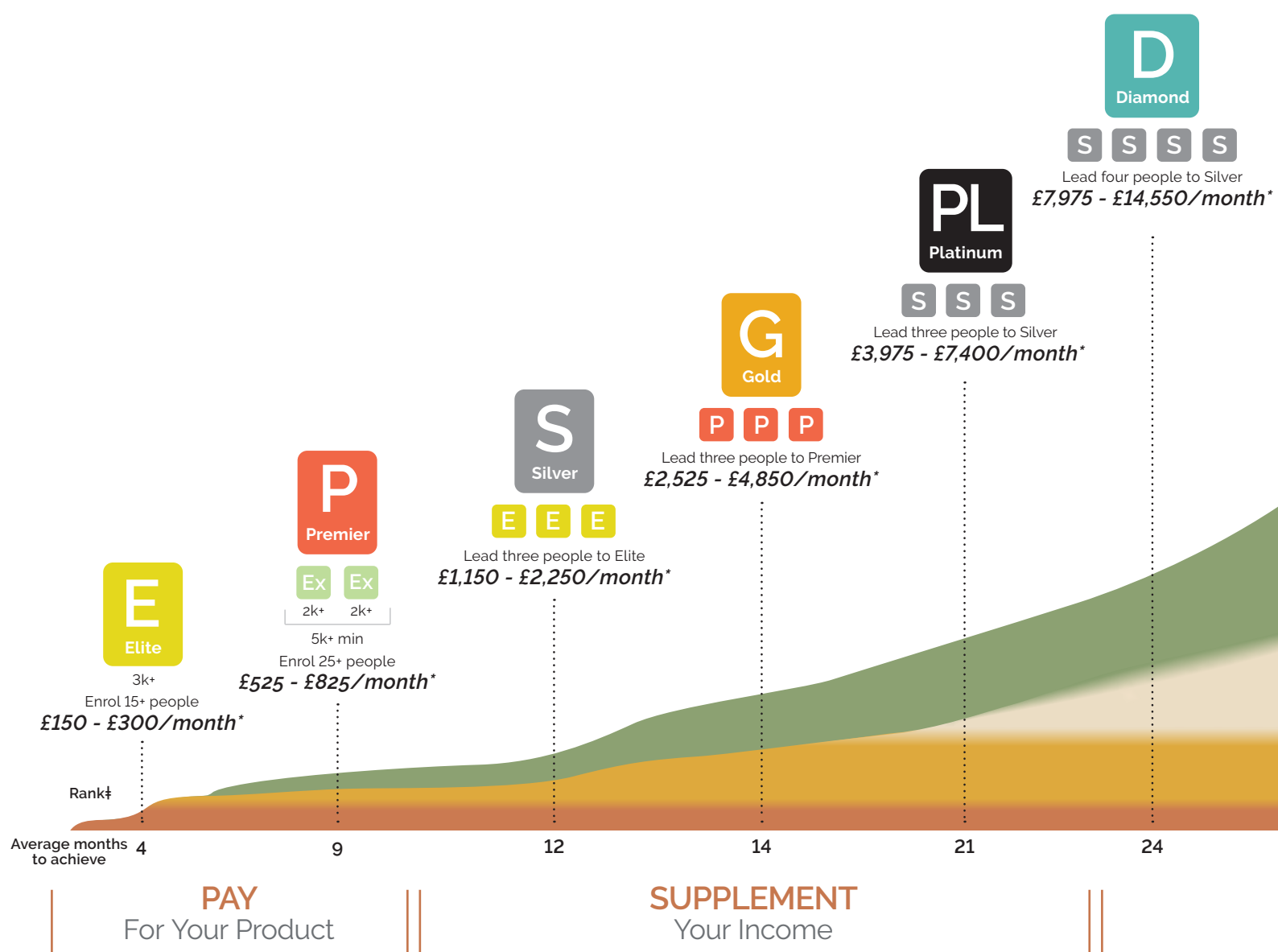


Launch Guide

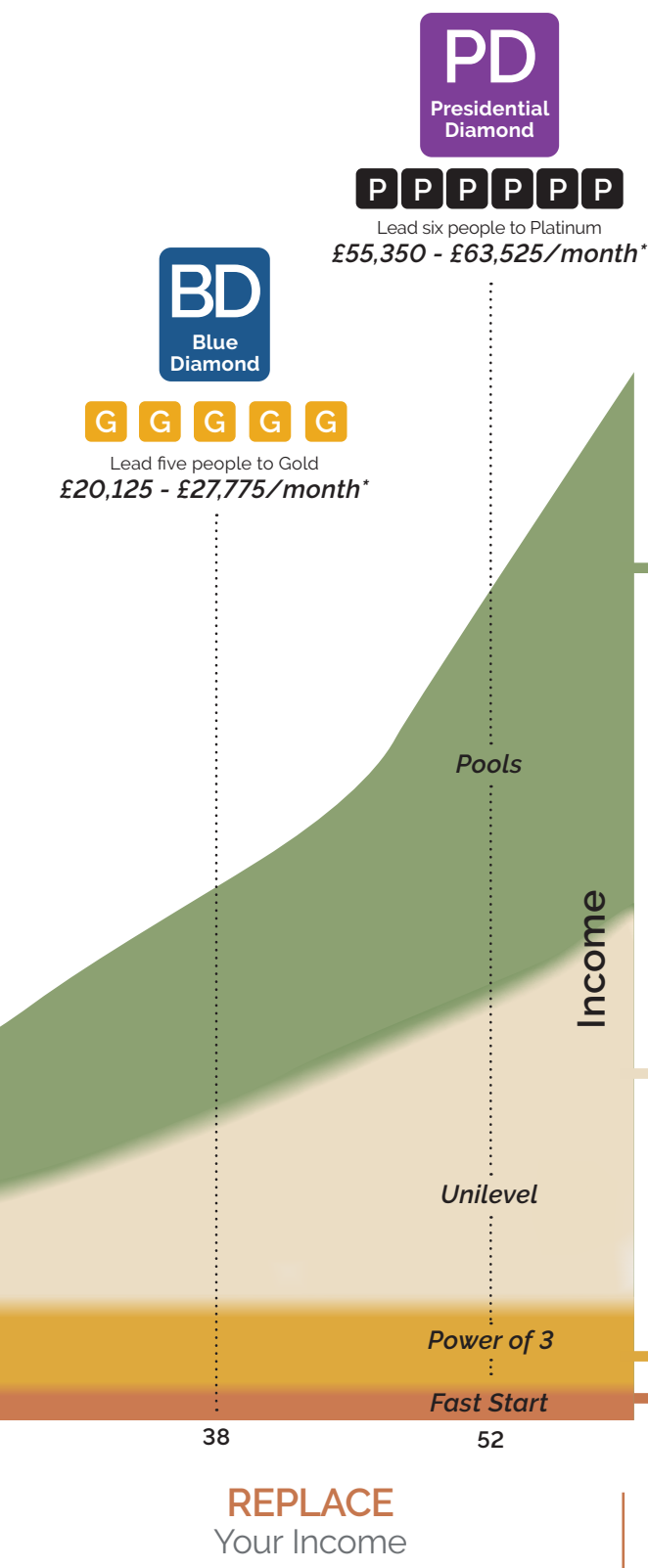
Discover the Possibilities

dōTERRA's generous Compensation Plan is a proven method to create a powerful, potential income opportunity, while helping to incentivise synergy and collaboration. For each rank shown below, the range of figures represents the average potential personal earnings.

Please note that these potential figures are not guaranteed and that personal earnings can vary depending on factors such as your time commitment, organisational volume (OV), and the number of people you enrol in your downline.



*Graph does not illustrate ranks below Elite and does not reflect percentage of Wellness Advocates in each rank. In each potential earnings range, the low figures represent the average earnings paid in the first three (3) months of achieving that rank, while the high figures represent the midpoint of the top quartile of earners at that rank.



COMPENSATION PLAN†

POOLS

Paid monthly to reward leadership: 8 percent of global company volume divided among leadership ranks.

1.50%

Premier,
Silver, and
Gold

2%

Silver, Gold,
and Platinum

1.50%

Platinum,
Diamond, Blue,
and Presidential

1%

Diamond

1%

Blue
Diamond

1%

Presidential
Diamond

UNILEVEL BONUS

Paid monthly on Team Volume outside the Fast Start Bonus window (member's first 60 days).

Get paid seven levels deep with higher % on larger lower levels. Dynamically compresses up past non-qualifying members.

Level 1 Earn up to £76 in Power of 3 from Level 1 volume

Level 2 3% 9 £35*

Level 3 5% 27 £179*

Level 4 5% 81 £539*

Level 5 6% 243 £1,943* Elites are paid to this level

Level 6 6% 729 £5,831* Premiers are paid to this level

Level 7 7% 2187 £20,409* Silvers and above are paid to this level

Levels in your
organisation

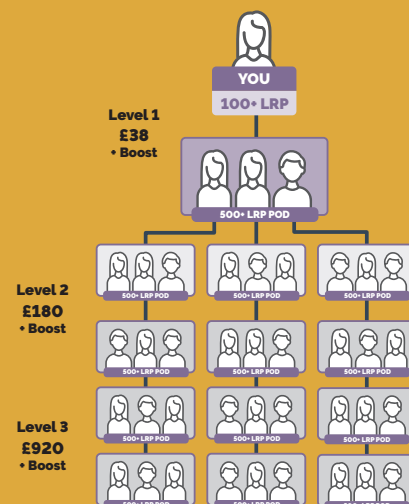
% paid on CV**

of
people

Income based on
150 CV**

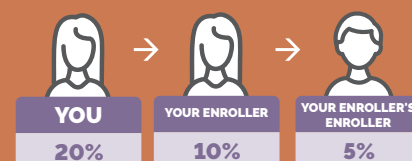
POWER OF 3 BONUS

Paid monthly based on your team structure and Loyalty Orders. Qualify for level 1 by having 100 personal LRP volume and a 500 LRP pod on the first sponsor level. Support your team to do the same and qualify for higher-level bonuses. Reach Personal Growth Volume and boost your earnings!



FAST START BONUS

Paid weekly based on the volume of new enrollee's orders in their first 60 days.



†For more details see doterra.com/ME/en_ME/compensation-plan

*Earnings displayed are based on 2022 annual averages. These potential earnings are not guaranteed and personal earnings may be less or more than shown.

**PV is a product value given to every product. CV is the commissionable volume given to every product.

Partner with dōTERRA

and get where you want to be.

Which path is best for you?

	NEEDED INVESTMENT*		RANK GOALS
Pay for Your Product	 <p>3-10 hours per week</p>	 <p>Personally enrol a few people a month.</p>	 <p>Elite in 2-4 months</p>  <p>Premier in 9 months</p>
Supplement Your Income	 <p>10-30 hours per week</p>	 <p>Enrol 4+ customers and 1+ builder(s) monthly.</p>	 <p>Elite in 1-2 months</p>  <p>Silver in 9-12 months</p>  <p>Gold in 1-2 years</p>
Replace Your Income	 <p>25-50 hours per week</p>	 <p>Enrol 8+ customers and 2+ builders monthly.</p>	 <p>Elite in 2 months</p>  <p>Silver in 4-6 months</p>  <p>Diamond in 1-3 years</p>

*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 21
- ☐ Use your products by implementing your Daily Wellness Plan

2 Share with Others



- ☐ Create Your Names List. Scan QR to start*
- ☐ 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
ideal
 - ☐ 60 days
target
 - ☐ 90 days
standard
- ☐ Schedule your *Launch Guide Overview*

Date

Time
- ☐ Scan QR to learn more*

*To access desired language version you need to change the website language. Scroll to bottom right of webpage to find language selector.

Together, we are rapidly sharing
hope and wellness through
dōTERRA's worldwide movement.

dōTERRA™
pursue what's **pure**

Please note that products and information featured in this brochure are subject to change and may vary from what is displayed. Visit shop.doterra.com for the latest information.

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