

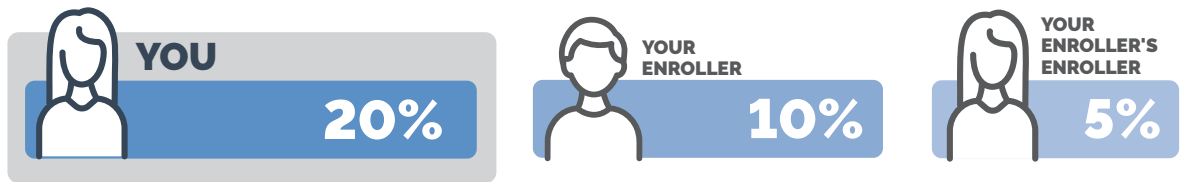
Retail Profit (Paid Weekly)

Earn **25%** profit (VAT exclusive value) on purchases made by Retail customers (customers who don't have a dōTERRA membership).



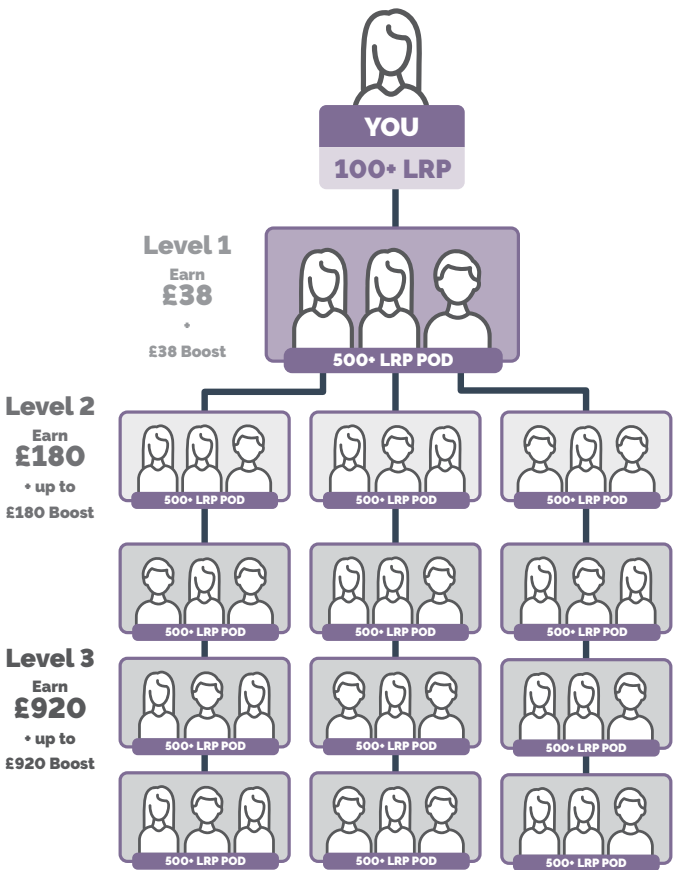
Fast Start (Paid Weekly)

Earn **20%** on product sales ordered by new members you personally enrol during their first 60 days.



Power of 3 Bonus (Paid Monthly)

See the following Power of 3 details page for a complete description and to find out how you can boost your bonus.



Must qualify as a Wellness Advocate to receive these earnings. See the dōTERRA policy manual for full details.  
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# Power of 3 Bonus

Each Wellness Advocate can qualify for one Power of 3 level bonus per month and will be paid the highest level bonus they are qualified for each month.

## Level 1 Bonus: £38

- 1 Order 100+ Personal Volume (PV) on LRP.
- 2 Create 500+ in LRP volume on your frontline.

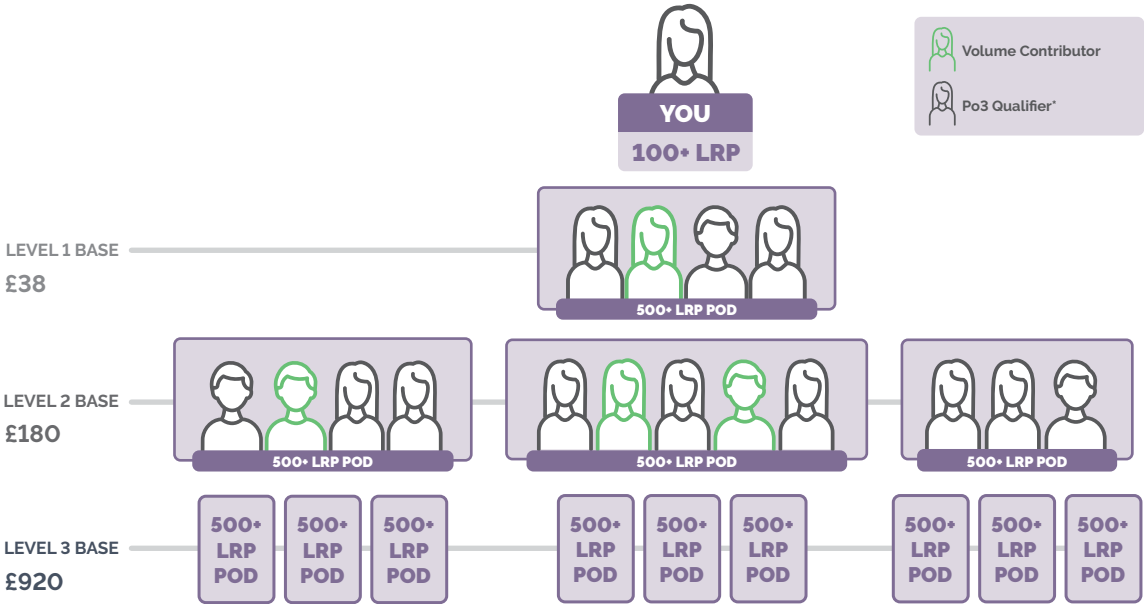
\*At least 100 of the 500+ LRP pod must be personally enrolled

## Level 2 Bonus: £180

- 1 Qualify for your £38 **AND**
- 2 Help three people on your frontline earn their £38 bonus.

## Level 3 Bonus: £920

- 1 Qualify for your £180 **AND**
- 2 Help three people on your frontline earn their £180 bonus.



# Power of 3 Boost

Get your LRP pod(s) in place for the Power of 3 bonus. Reach Personal Growth Volume and boost your earnings! The boost is paid out in addition to the Power of 3 bonus. Each Wellness Advocate can qualify for one boost per month.

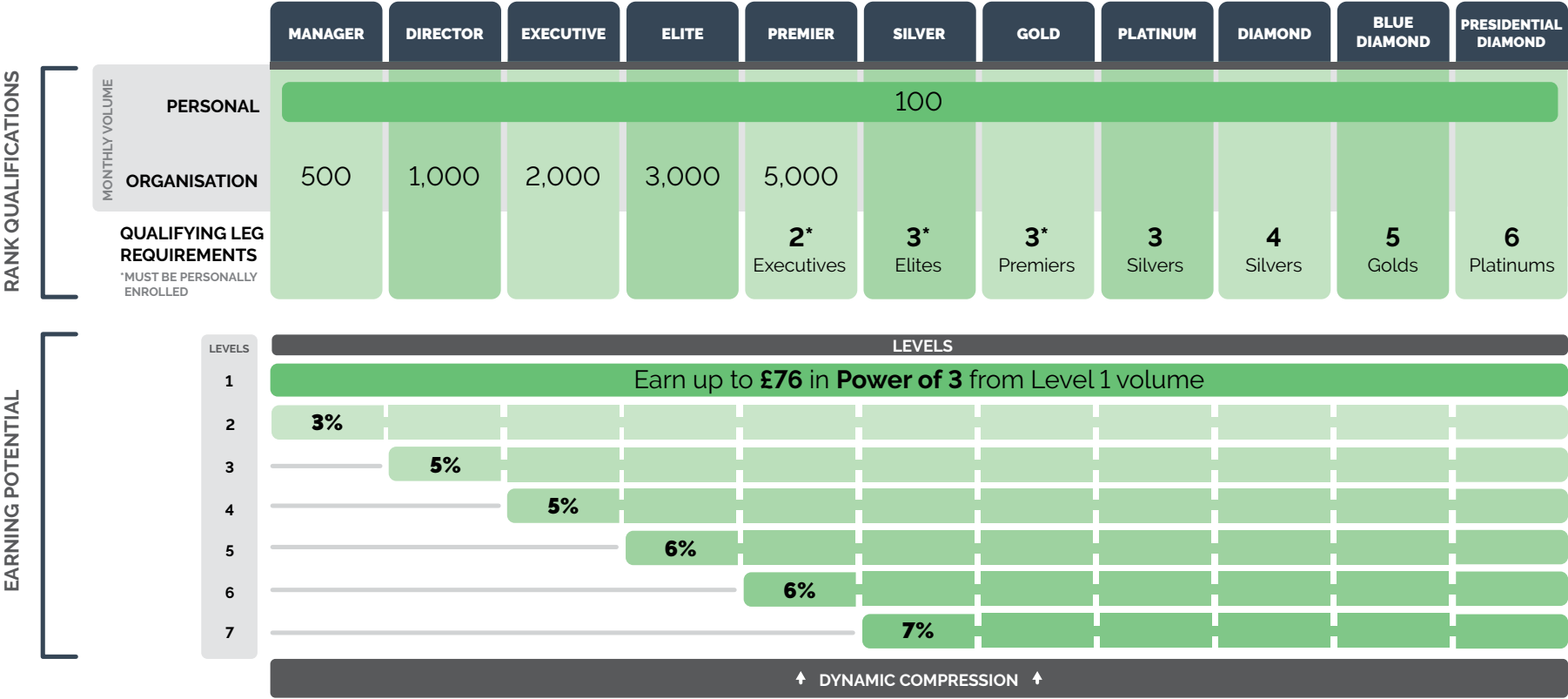
**Personal Growth Volume:** This is the total amount of LRP Volume<sup>†</sup> in the current month from personally enrolled members who enrolled in the previous 12 months.

<sup>†</sup>Must be volume ordered after their month of enrolment

## Personal Growth Volume to Boost Power of 3 Bonus

	PERSONAL GROWTH VOLUME		
POWER OF 3 LEVEL	400+	800+	EARN UP TO
LEVEL 1 (£38)	£38		£76
LEVEL 2 (£180)	£38	£180	£360
LEVEL 3 (£920)	£38	£180	£1100

# Unilevel Organizational Commissions (Paid Monthly)



► Wellness Advocates **Elite through Gold** must reach Team Growth Volume requirements to earn their deepest two levels of Unilevel.

RANK	TEAM GROWTH VOLUME	SPONSOR TREE LEVELS
ELITE	300 <sup>1</sup>	3
PREMIER	400	4
SILVER	500	5
GOLD	600	6

<sup>1</sup>For Elites, 100 of the 300 TGV must be personally enrolled.

► **Team Growth Volume (TGV):** TGV includes all volume in the current month coming from team members who enrolled or reactivated in the previous 12 months, within a defined number of levels on your sponsor tree (determined by rank). Volume ordered in the month of enrolment or from reactivation is excluded from the calculation of TGV.

# Pools (Paid Monthly)

By qualifying for top ranks, Wellness Advocates can earn a percentage of dōTERRA global commissionable volume. Shares are earned in the pools each month provided the qualifications are achieved and maintained.

PAID AS RANK	PREMIER	SILVER	GOLD	PLATINUM	DIAMOND	BLUE DIAMOND	PRESIDENTIAL DIAMOND
		Leadership Pool			Diamond Pool	Blue Diamond Pool	Presidential Diamond Pool
NO. OF POSSIBLE SHARES		1	5	10	2   4	2   4	2   4
GROWTH REQUIREMENT		—	—	—	6.000	12.000	18.000
ADDITIONAL SHARES		1 x New Elite			1 x New Premier		1 x New Silver
% OF CV		2%			1%	1%	1%
	Empowerment Pool			Performance Pool			
NO. OF POSSIBLE SHARES	1	1	2	1   3	3   4	3   6	3   8
GROWTH REQUIREMENT	100 PV enrolment for each share			4.000	6.000	12.000	18.000
ADDITIONAL SHARES	—	—	—	2 x New Premier			
% OF CV	1.50%			1.50%			

► **Empowerment Pool:** Each Premier, Silver, and Gold who personally enrolls a new Wellness Advocate or Wholesale Customer with 100 PV that month will receive one share. Each Gold is eligible for up to two shares. Golds receive a second share when they enrol two or more qualifying members that month.

► **Diamond Pool, Blue Diamond Pool, Presidential Diamond Pool, and Performance Pool:** When the rank is achieved, the number of shares listed on the left will be awarded. If the rank is achieved and their respective growth requirement is met, the number of shares listed on the right will be awarded instead.

► **Leadership Pool:** Each Silver earns one share, each Gold earns five shares, and each Platinum earns 10 shares.

► **Growth Requirements:** These requirements are calculated monthly based on Team Growth Volume.

► **Additional Shares:** Wellness Advocates can earn additional shares of the pool they qualify for by helping their personally enrolled Wellness Advocates advance to the ranks specified above. Personally enrolled Wellness Advocates must be first-time qualifiers. There is no limit to how many additional shares can be earned.