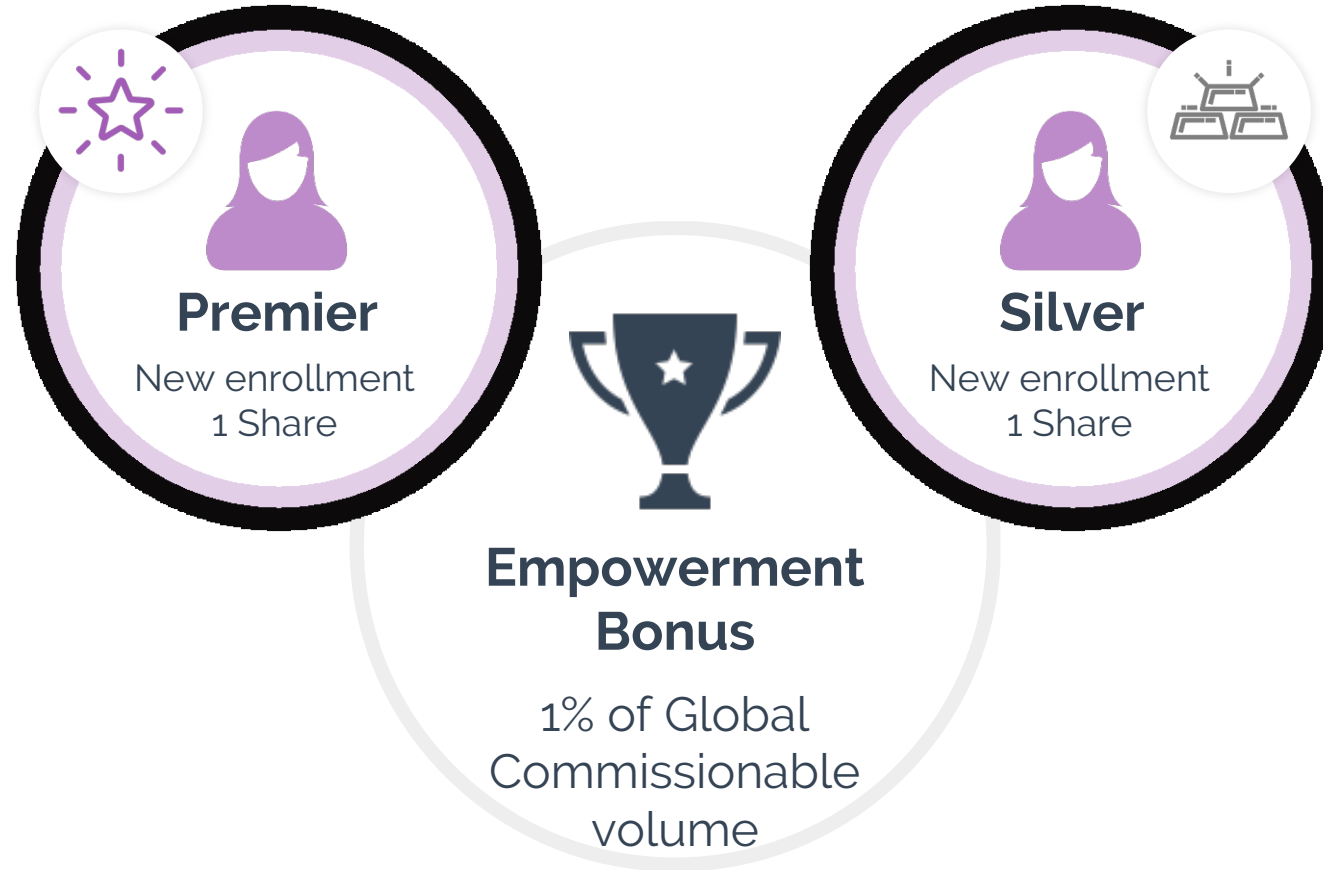


— EMPOWERMENT BONUS



CURRENT EMPOWERMENT BONUS





Requirement: Personally enroll one new Wholesale Customer or Wellness Advocate at 100PV or higher each month.



HOW THE EMPOWERMENT BONUS **STARTED IN 2017**

		Avg. Earnings	Empowerment Bonus	Total Avg. Earnings
Premier		\$797	\$128	\$925
Silver		\$2,165	\$128	\$2,293

THE EMPOWERMENT BONUS TODAY IN 2020

		Avg. Earnings	Empowerment Bonus	Total Avg. Earnings *
Premier		\$797	▲ \$200+	▲ \$1,018
Silver		\$2,165	▲ \$200+	▲ \$2,386

* Averaged \$221 per month over the past 6 months



UPDATED EMPOWERMENT BONUS

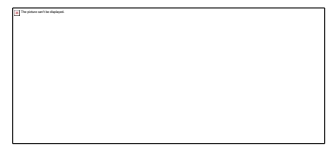


We are increasing the empowerment bonus pool!

* Each share requires one enrollment



dōTERRA CONTRIBUTIONS



WHY ARE WE INVESTING MORE IN THE EMPOWERMENT BONUS?

- To help Premiers, Silvers, and Golds achieve and **maintain rank**
- To provide more residual income for leaders
- Premiers, Silvers and Golds are the backbone of our global sales leadership team
- Enrolling is key to long-term success