



dōTERRA® | INDIA
Leadership
RETREAT | 2024

The Power of Dynamic Compression

Agenda

- Compare dōTERRA unilevel with most MLM unilevel structure
- Break down Unilevel Commission Chart
- Simulate how dynamic compression works

dōTERRA vs. Others

ō

LEVELS	# OF PEOPLE	DōTERRA'S UNILEVEL %	AMOUNT EARNED*	OTHER COMPANY UNILELVE %	AMOUNT EARNED
--------	-------------	-------------------------	-------------------	-----------------------------	------------------

dōTERRA vs. Others

0

LEVELS	# OF PEOPLE	DōTERRA'S UNILEVEL %	AMOUNT EARNED*	OTHER COMPANY UNILELVE %	AMOUNT EARNED
Level 1	3	2%	₹555	7%	₹1,942.50

*Based on 125 PV Orders

dōTERRA vs. Others












0

LEVELS	# OF PEOPLE	DōTERRA'S UNILEVEL %	AMOUNT EARNED*	OTHER COMPANY UNILEVEL %	AMOUNT EARNED
Level 1	3	2%	₹555	7%	₹1,942.50
Level 2	9	3%	₹2,497.50	6%	₹4,995
Level 3	27	5%	₹12,487.50	6%	₹14,985
Level 4	81	5%	₹37,462.50	5%	₹37,462.50
Level 5	243	6%	₹1,34,865	5%	₹1,12,387.50
Level 6	729	6%	₹4,04,595	3%	₹2,02,297.50
Level 7	2187	7%	₹14,16,082.50	2%	₹4,04,595
		Totals:	₹20,08,545		₹7,78,665

*Based on 125 PV Orders

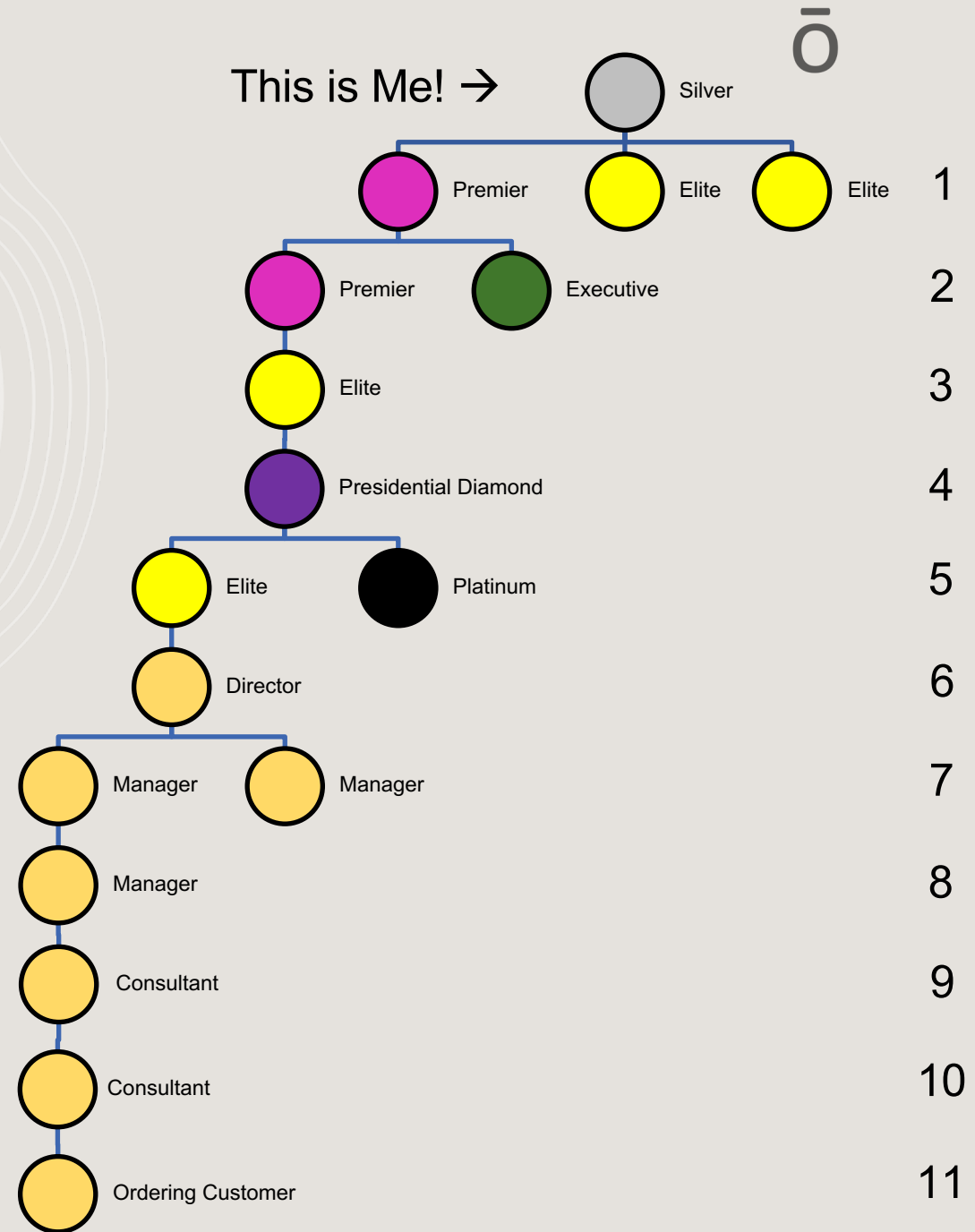
Unilevel Commissions

Unilevel Group Sales Bonus (paid monthly on compressed group sales volume)

Paid as Title	Wellness Advocate	Manager	Director	Executive	Elite	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100
Monthly OV	-	500	1,000	2,000	3,000	5,000	-	-	-	-	-	-
Qualified Legs*	-	-	-	-	-	2	3	3	3	4	5	6
Leg Requirements	-	-	-	-	-	Executive	Elite	Premier	Silver	Silver	Gold	Platinum
Level 1	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Level 2		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Level 3			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 4				5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 5					6%	6%	6%	6%	6%	6%	6%	6%
Level 6						6%	6%	6%	6%	6%	6%	6%
Level 7							7%	7%	7%	7%	7%	7%
Dynamic Compression												

Unilevel Commissions

Initial thought Process



Unilevel Commission

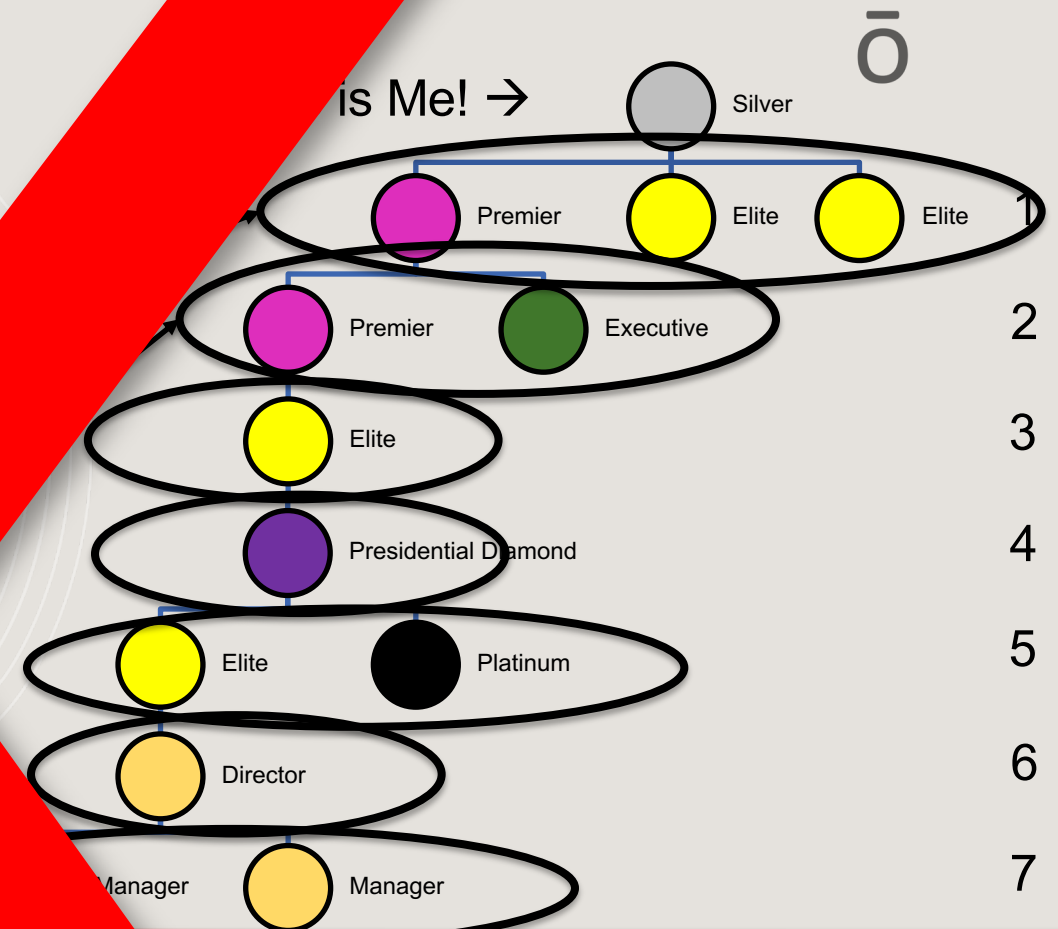
Initial thought Process

When I meet the requirements to rank “Consultant”, I will get paid 2% on the orders from these people.

When I meet the requirements to rank “Manager”, I will get paid 3% on the orders from these people. I will still get 2% on my level 1 members.

This process continues until you reach Silver or above.

Therefore, you are paid down to a maximum of your 7th level.



Compression



Unilevel Commissions with Dynamic Compression

How to correctly think about levels of pay within unilevel

- When you hit each rank you are qualified, **but not guaranteed**, for a new pay level
- Levels start from each individual order and go **UP** the graphic tree
 - This process is repeated for every single order!!
- Flip the chart upside-down!

Pay Level	%	Min. Rank
1	2	Consultant
2	3	Manager
3	5	Director
4	5	Executive
5	6	Elite
6	6	Premier
7	7	Silver+

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

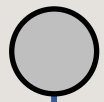
Dynamic Compression Simulation

A few assumptions we have to put in place before we get started

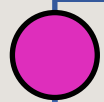
- We are looking at a single order for somebody AFTER day 60 (past sharing bonus)
- The order is placed by the person on the bottom
- The people in the upline are qualified for the ranks I have assigned them

Let's Get Started!!!

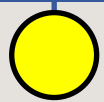
0



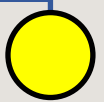
Silver



Premier

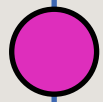


Elite

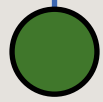


Elite

1

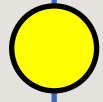


Premier



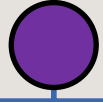
Executive

2



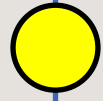
Elite

3



Presidential Diamond

4



Elite



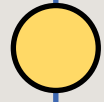
Platinum

5



Director

6



Manager



Manager

7



Manager

8



Consultant

9



Consultant

10



Ordering Advocate

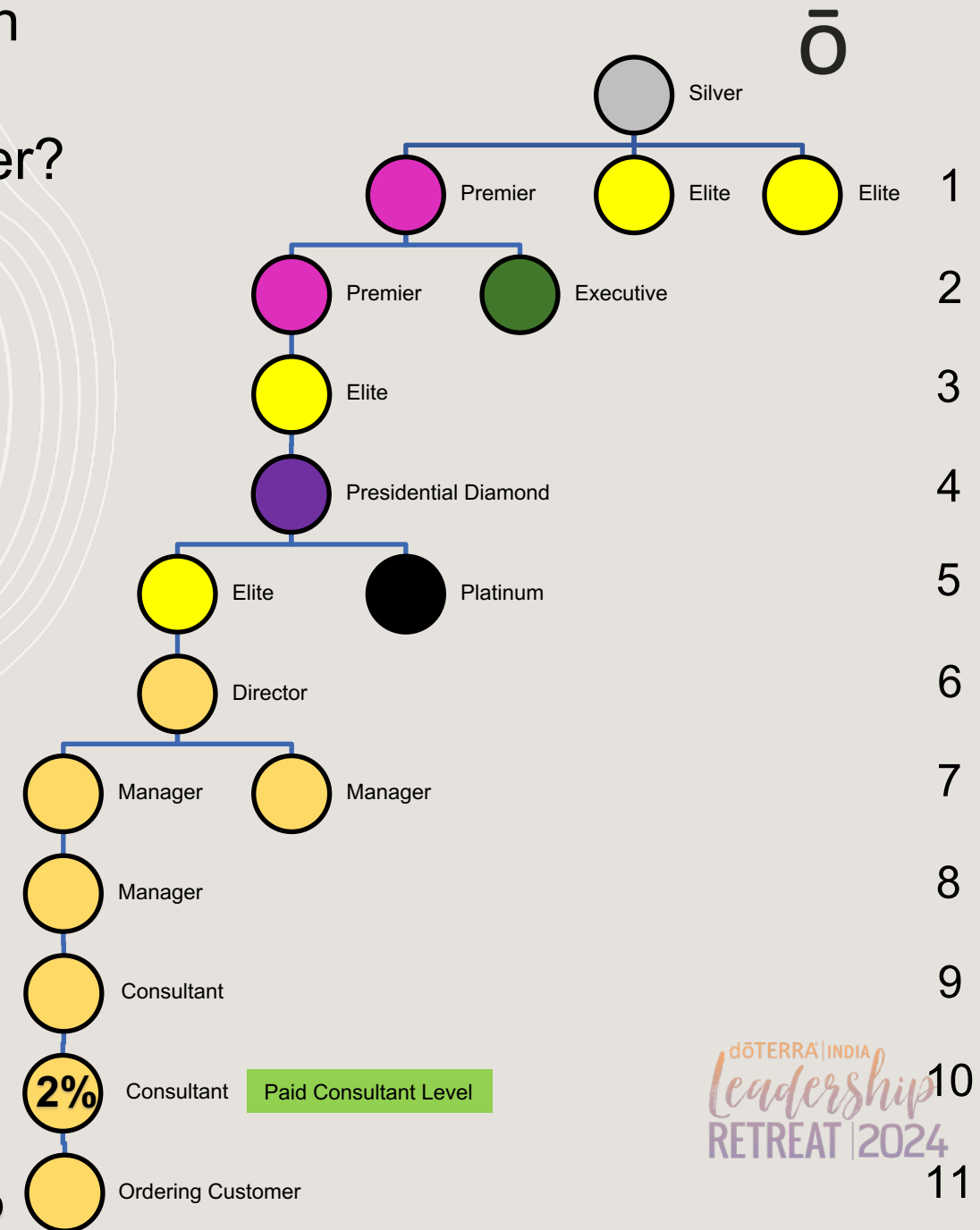
11

Determine who earns Pay Level 1

1. Start at the ordering customer
2. Move up the upline until you find the first CONSULTANT or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Consultant
rank or higher?

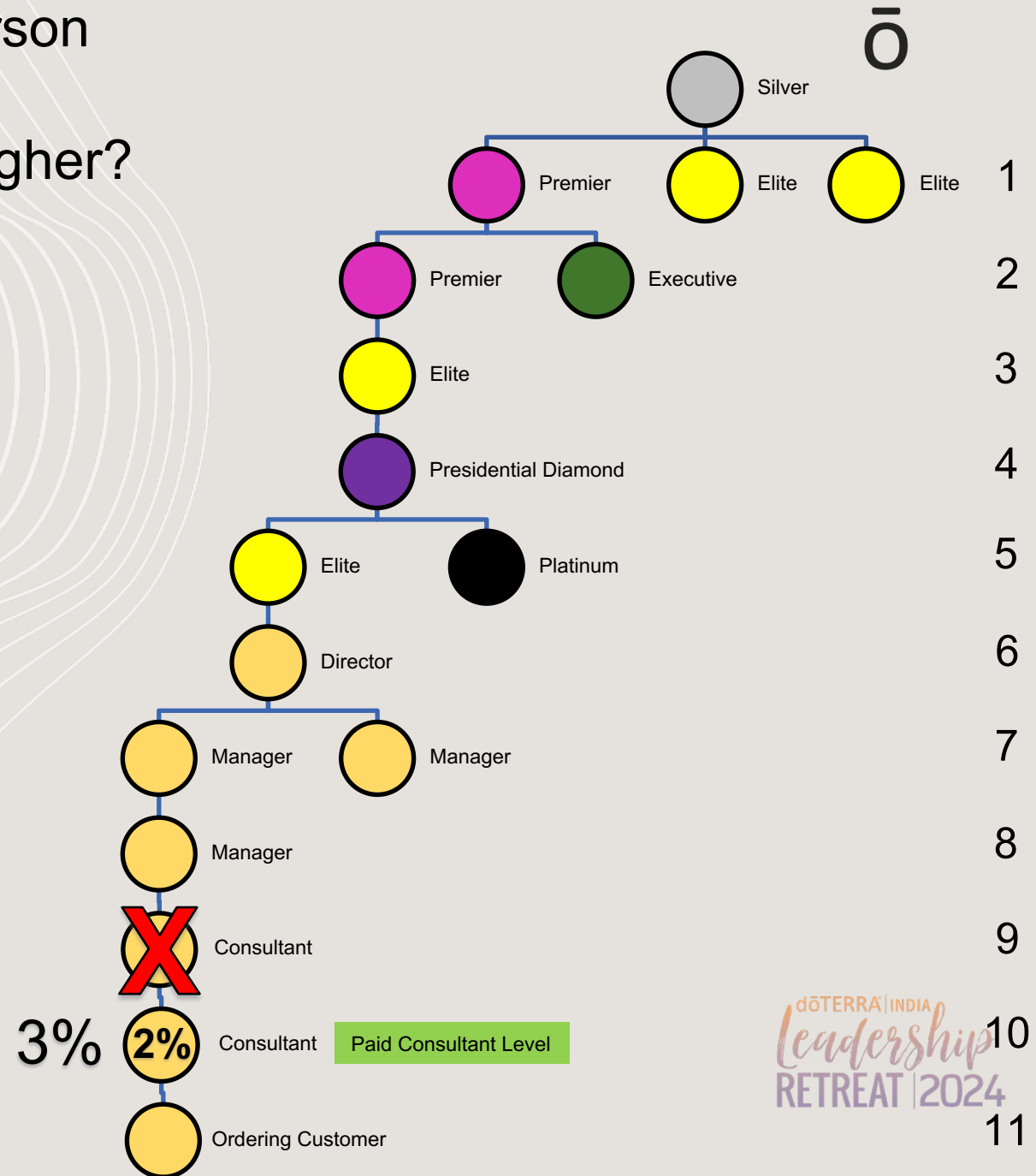


Determine who earns Pay Level 2

1. Start where the previous pay level stopped
2. Move up the upline until you find the first **MANAGER** or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Manager
rank or higher?

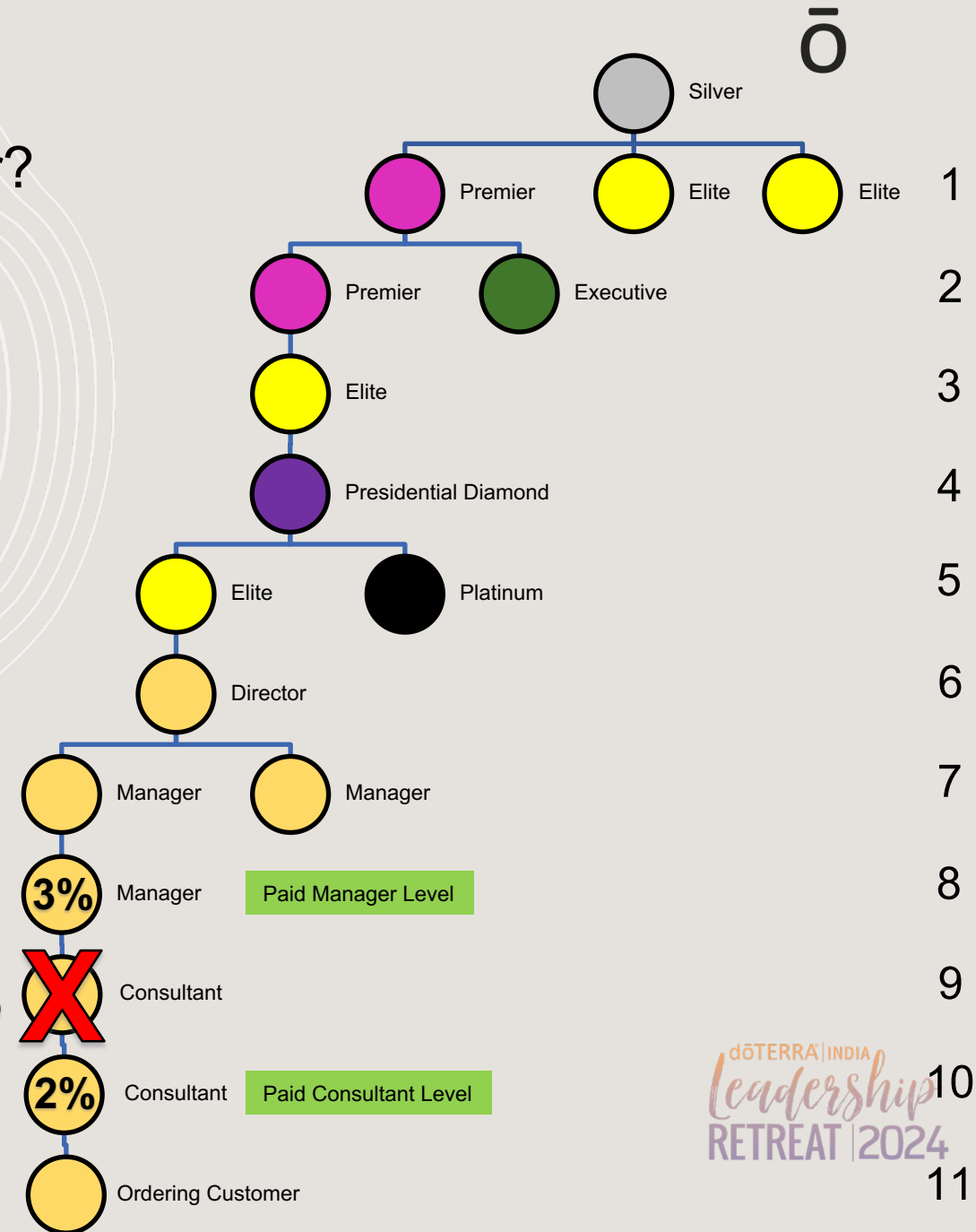


Determine who earns Pay Level 2

1. Start where the previous pay level stopped
2. Move up the upline until you find the first **MANAGER** or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Manager
rank or higher?

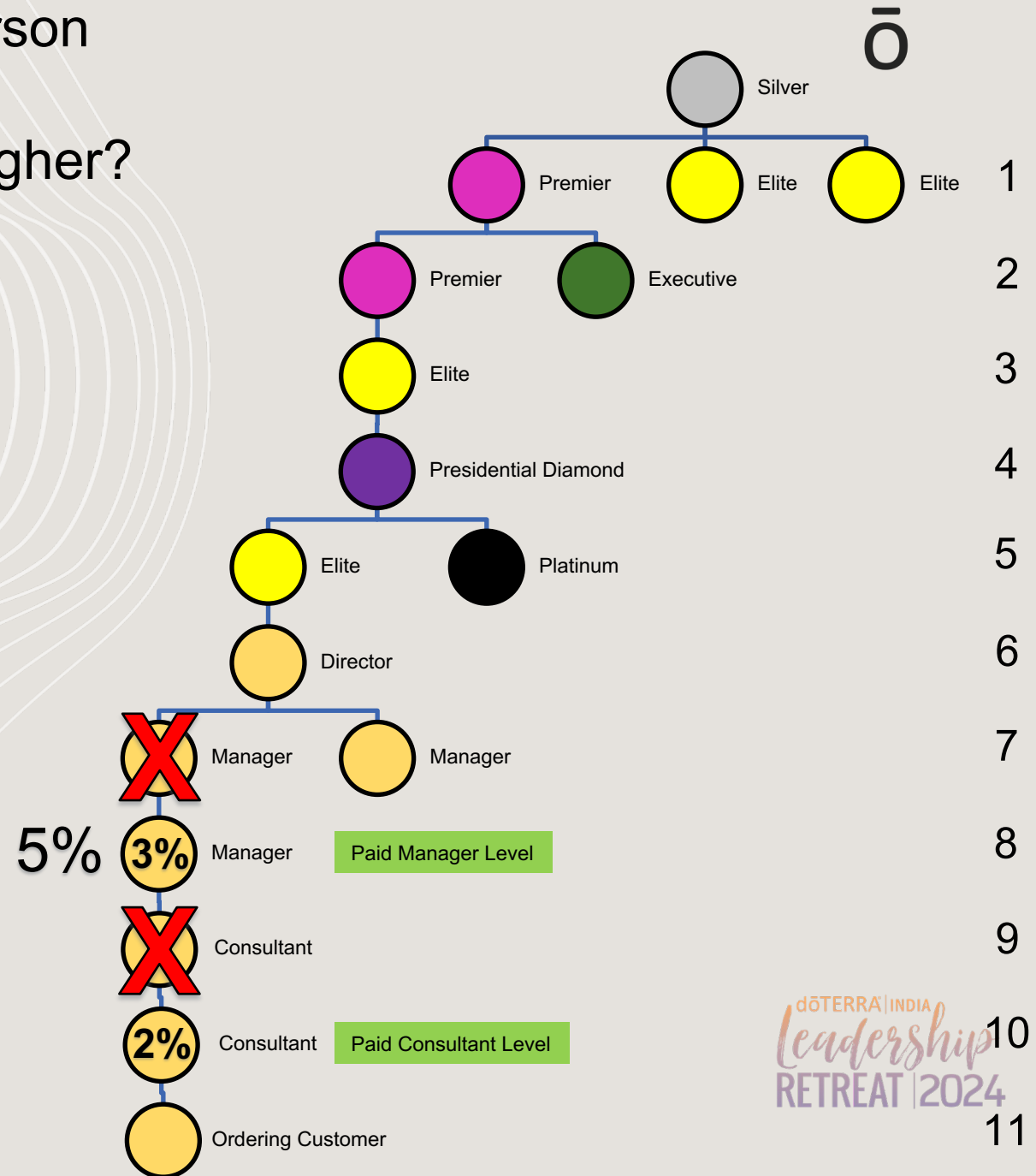


Determine who earns Pay Level 3

1. Start where the previous pay level stopped
2. Move up the upline until you find the first DIRECTOR or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Director
rank or higher?

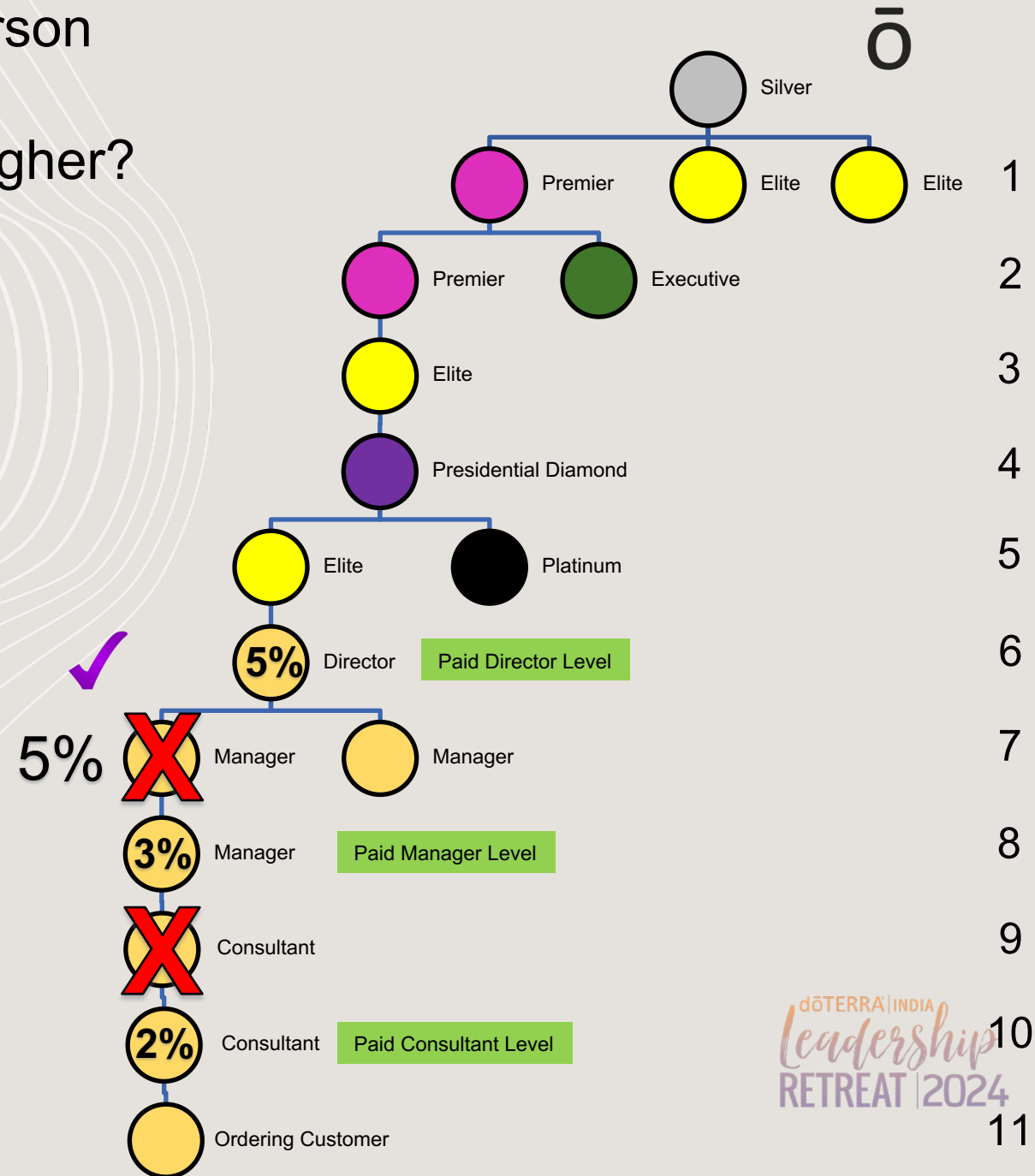


Determine who earns Pay Level 3

1. Start where the previous pay level stopped
2. Move up the upline until you find the first DIRECTOR or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Director
rank or higher?

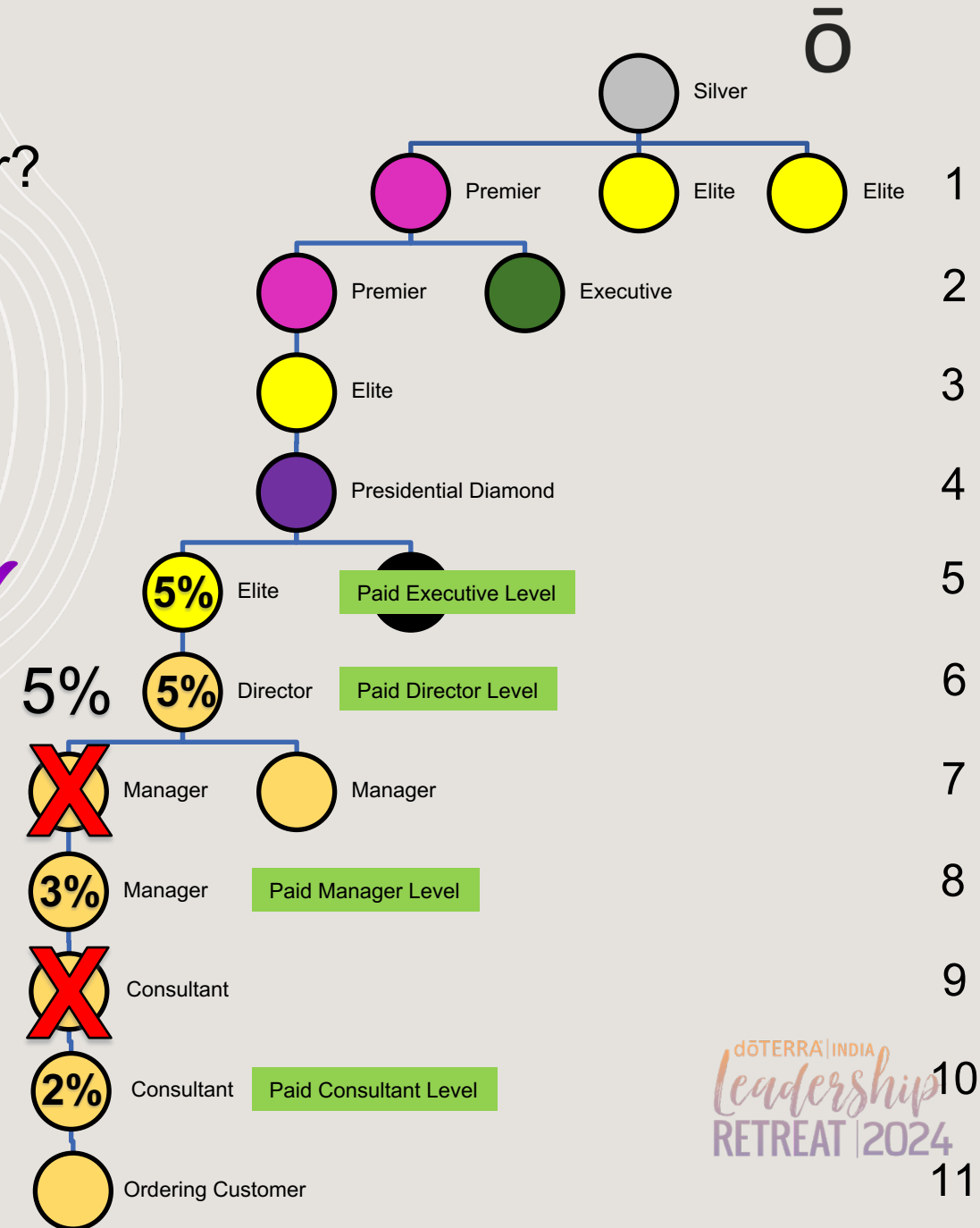


Determine who earns Pay Level 4

1. Start where the previous pay level stopped
2. Move up the upline until you find the first EXECUTIVE or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Executive
rank or higher?

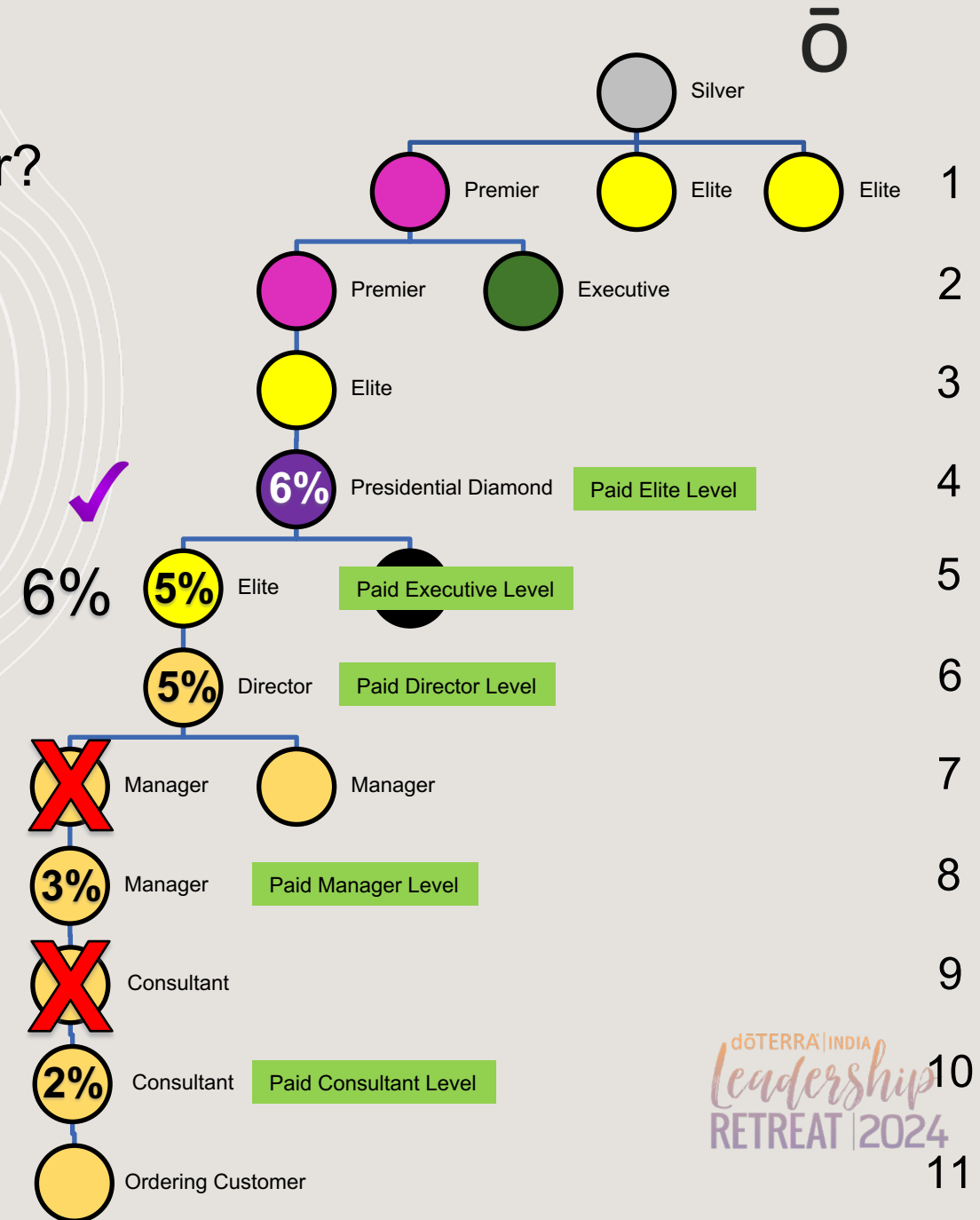


Determine who earns Pay Level 5

1. Start where the previous pay level stopped
2. Move up the upline until you find the first ELITE or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person Elite rank or higher?

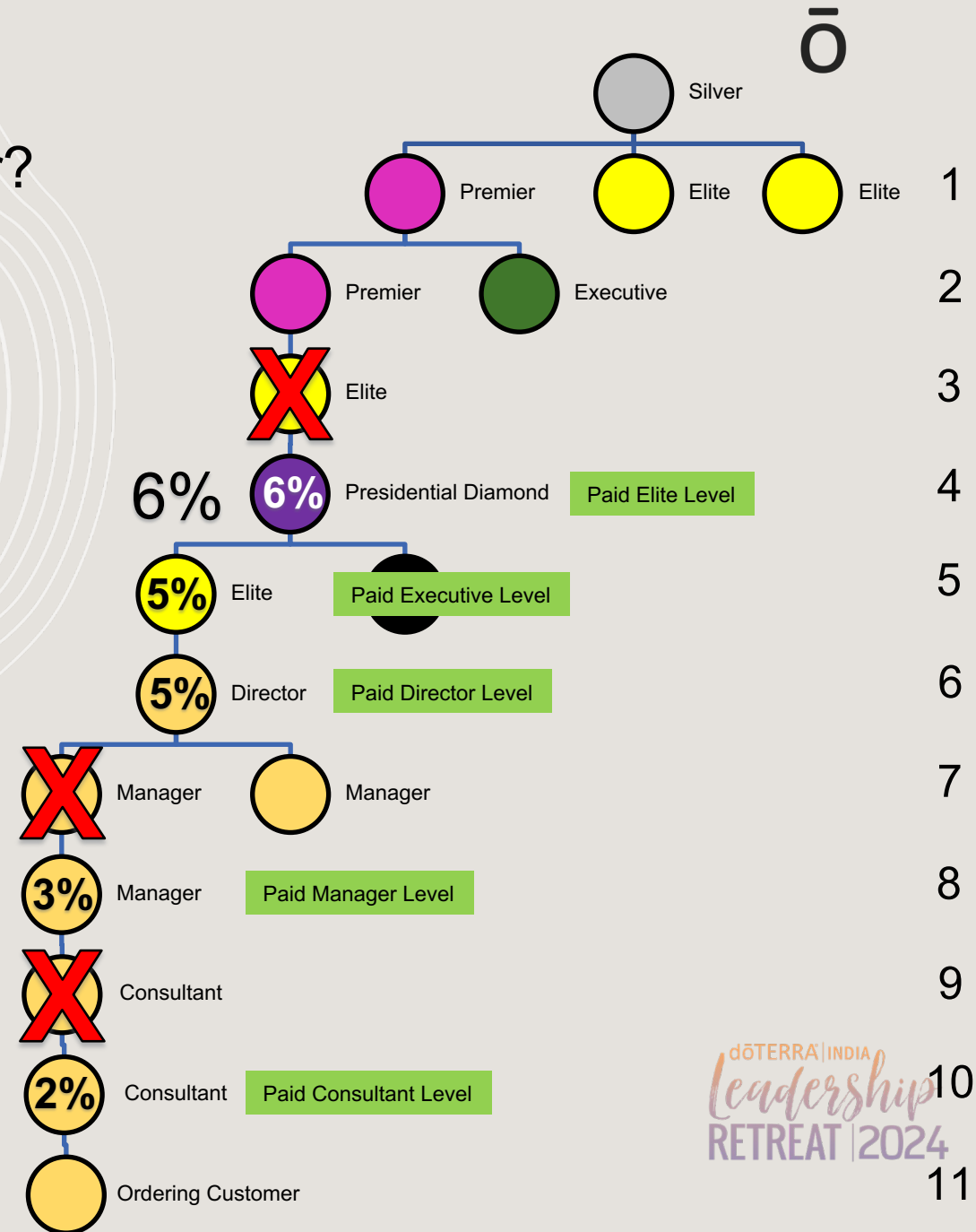


Determine who earns Pay Level 6

1. Start where the previous pay level stopped
2. Move up the upline until you find the first PREMIER or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Premier
rank or higher?

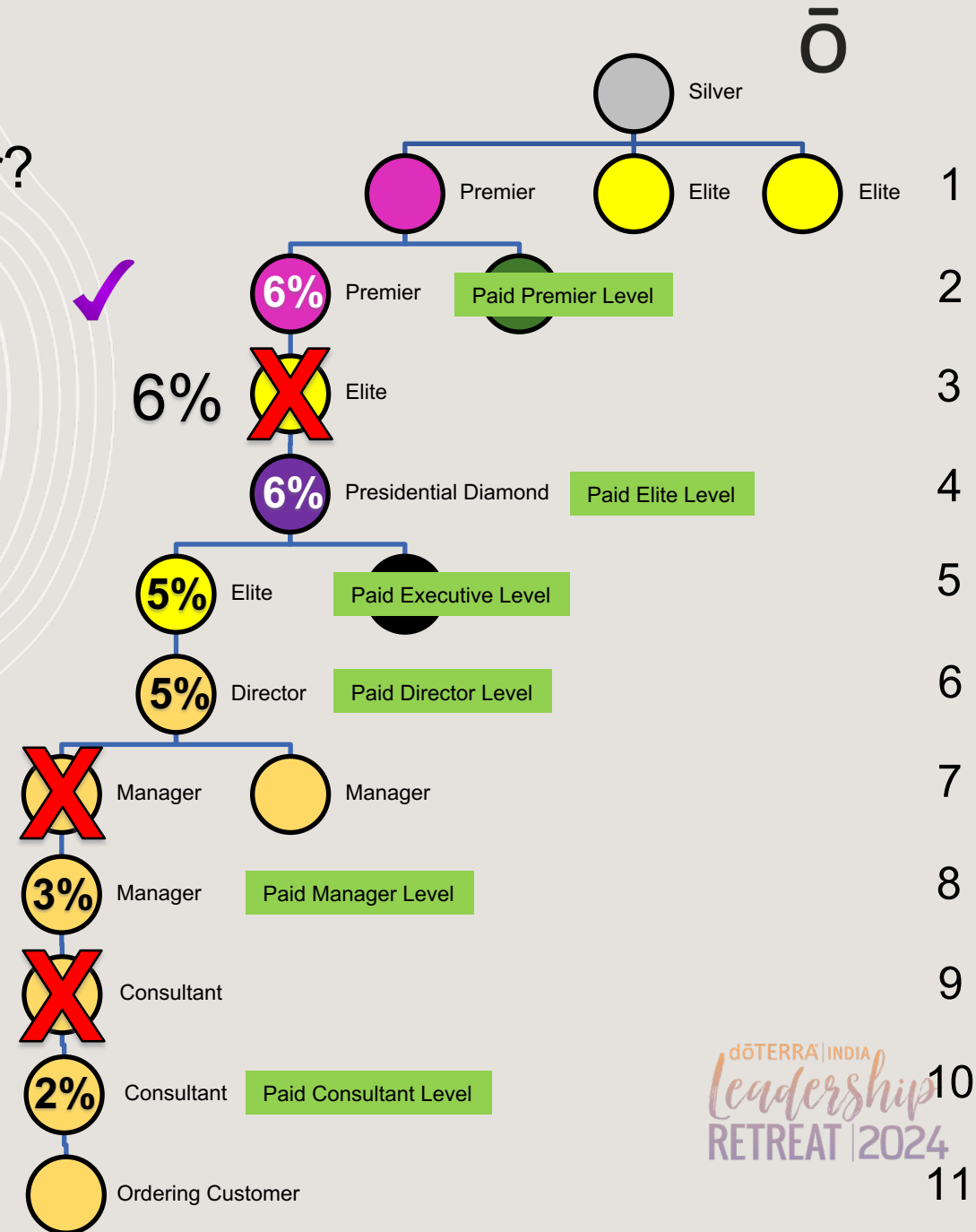


Determine who earns Pay Level 6

1. Start where the previous pay level stopped
2. Move up the upline until you find the first PREMIER or higher rank

Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Premier
rank or higher?

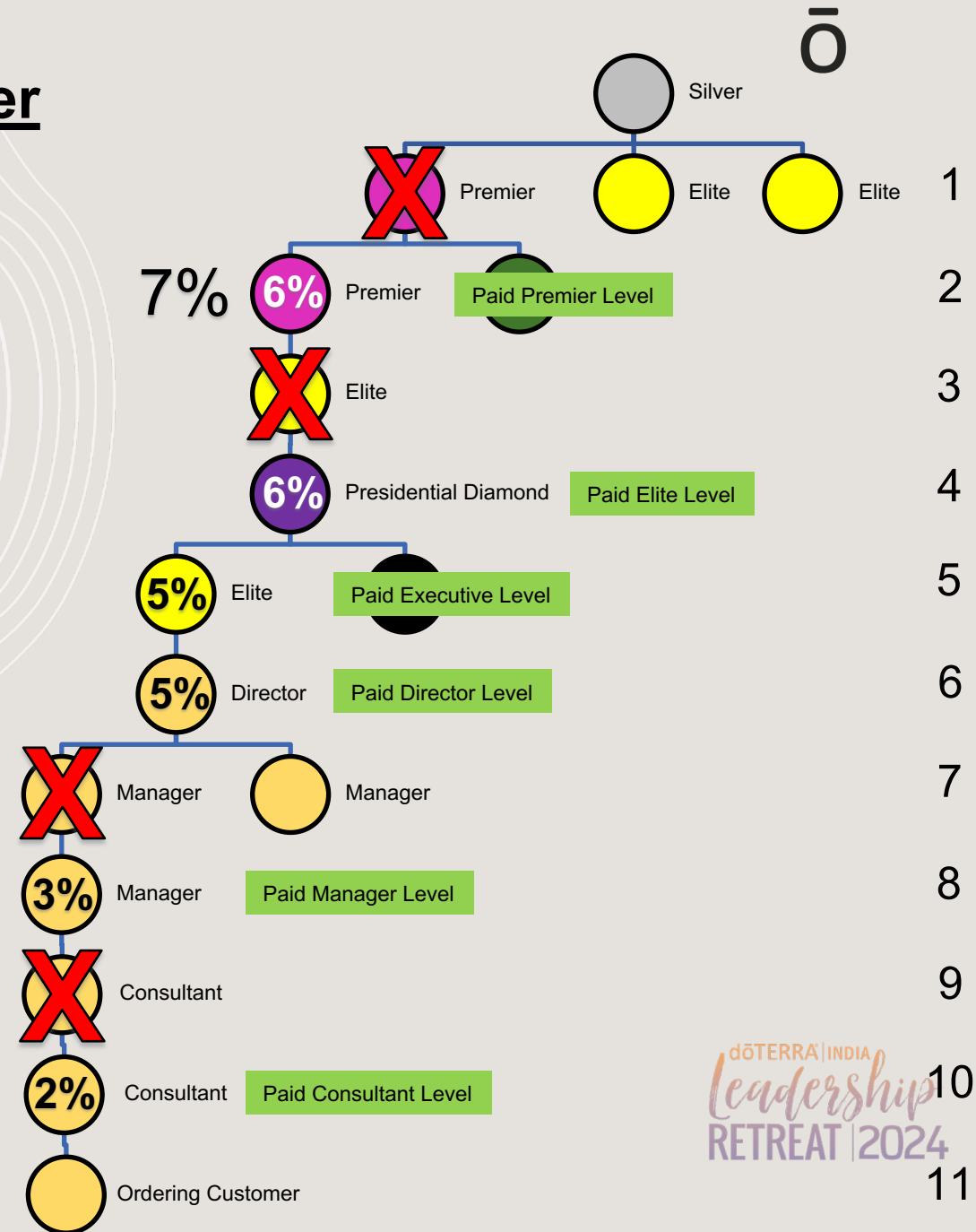


Determine who earns Pay Level 7

1. Start where the previous pay level stopped
2. Move up the upline until you find the first SILVER OR HIGHER rank

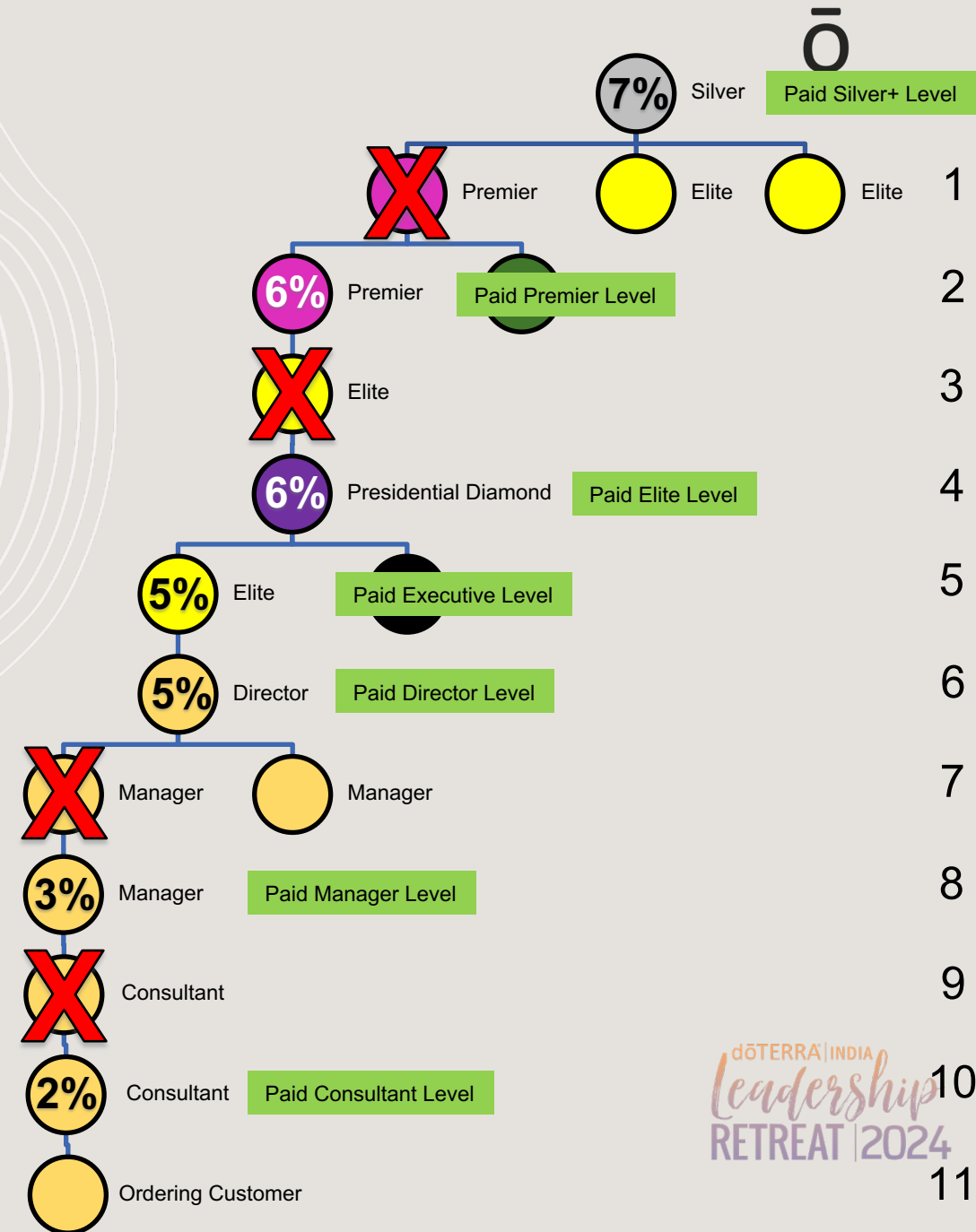
Pay Level	%	Min. Rank
7	7	Silver+
6	6	Premier
5	6	Elite
4	5	Executive
3	5	Director
2	3	Manager
1	2	Consultant

Is this person
Silver or Higer
rank?



Dynamic Compression Takeaways

1. We started from the bottom of the hierarchy tree and moved **UP!**
2. Using our original thinking, the top Silver would not be paid for the order on their 11th level but this Silver is being paid on their 11th level
 - This is because of **Dynamic Compression**
3. Having a Silver+ in your downline doesn't stop dynamic compression
4. dōTERRA is paying back 34% of EVERY order back to qualifying wellness advocates!

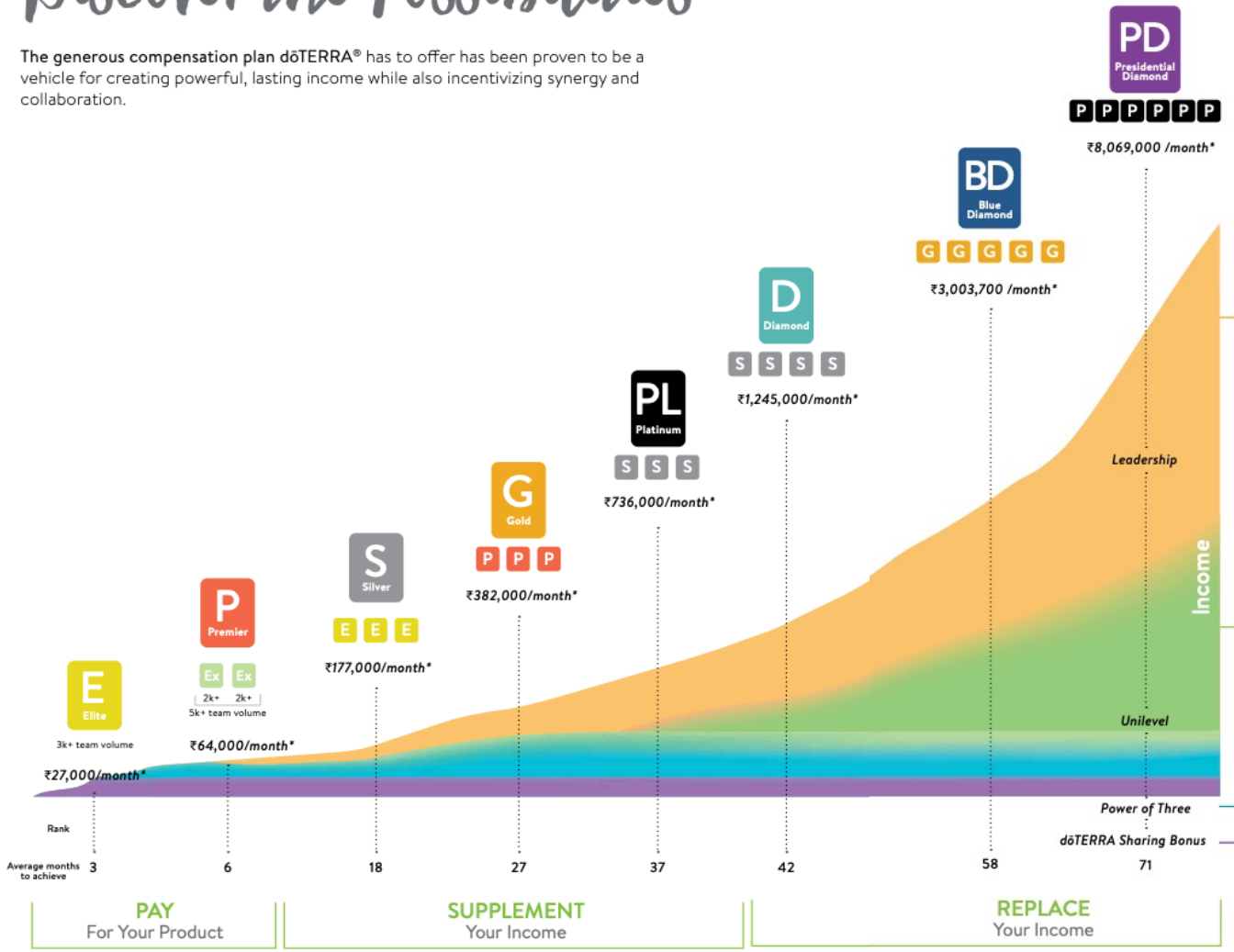


Unilevel does not start out as the bulk of your earnings, but as you build over time, it can definitely be the most significant part of your dōTERRA income.



Discover the Possibilities

The generous compensation plan dōTERRA® has to offer has been proven to be a vehicle for creating powerful, lasting income while also incentivizing synergy and collaboration.



LEADERSHIP BONUS

Paid monthly to reward leadership: 7.25 percent of global volume divided among leadership ranks.

1.25% Premier, Silver, and Gold	2% Silver, Gold, and Platinum	1% Diamond, Blue, and Presidential
1% Diamonds	1% Blue Diamonds	1% Presidential Diamonds

UNILEVEL BONUS

Paid monthly on Team Volume outside the dōTERRA Sharing Bonus window (member's first 60 days).
Get paid seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past non-qualifying members.

Level	Percentage paid on monthly volume	Number of people	Income based on 150 PV orders	Notes
Level 1	2%	3	₹700	
Level 2	3%	9	₹3,600	
Level 3	5%	27	₹18,600	
Level 4	5%	81	₹63,600	
Level 5	6%	243	₹225,400	Elites are paid to this level
Level 6	6%	729	₹710,900	Premiers are paid to this level
Level 7	7%	2187	₹2,410,000	Silvers and above are paid to this level

Levels in your organization

POWER OF THREE TEAM BONUS

Paid monthly based on sales made by you and your team. Each team needs 600 TV to receive this sponsor bonus.

YOU	600 TEAM VOLUME (TV)
100 PV	1 person
₹3,000 LEVEL 1 (3+)	2 people
₹15,000 LEVEL 2 (3x3=9+)	3 people
₹85,000 LEVEL 3 (9x3=27+)	4 people

dōTERRA SHARING BONUS

Earn commissions immediately

This is paid weekly. Paid on upline helping new Wellness Advocates and Preferred Customers achieve sales during the first 60 days and also demonstrating personal sales effort by achieving sales of 100PV or above for the month, via a Loyalty Rewards Program (LRP), or via other efforts.

Registration LEVEL 1 25%	Registration LEVEL 2 10%
--------------------------	--------------------------

dōTERRA | INDIA
Leadership
RETREAT | 2024