

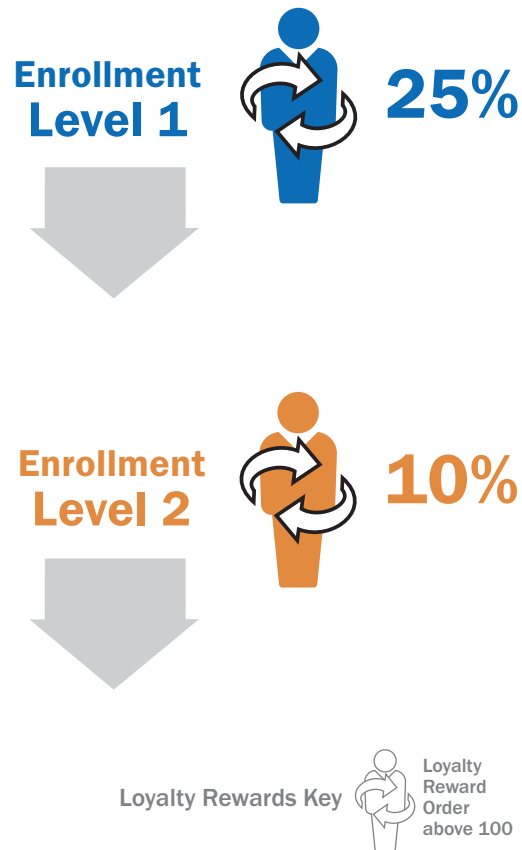
Retail Profit

Wellness Advocates earn 25 percent profit on purchases made by their Retail Customers.



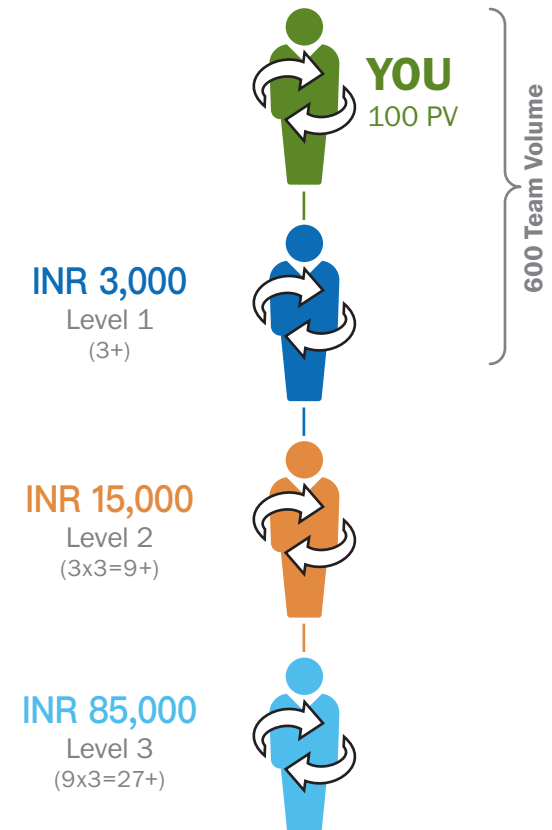
dōTERRA Sharing Bonus (Paid Weekly)

Paid on upline helping new Wellness Advocate 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.














Power of 3™ Bonus (Paid Monthly)

See the Power of 3 flyer on doterra.com for a complete description of rules and requirements.



* Must be qualifying as a Wellness Advocate to receive these bonuses.

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												

The Leadership Pools are earned and paid each month to Premier Ranks and above.

Leadership Pools (paid monthly on compressed organizational volume)

Paid as Title	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond	
	Leadership Performance Pool				Diamond Performance Pool			
# of shares	1	5	10		1	2	3	
Additional Shares	1+	1+	1+		1+	1+	1+	
	2%				1%			
	Empowerment Pool					Diamond Pool	Blue Diamond Pool	Presidential Diamond Pool
	1 share per 100 PV enrollment				# of shares	3	3	3
# of possible shares	1	1	2	Additional Shares	1+	1+	1+	
	1.25%					1%	1%	1%

Empowerment Pool: A Wellness Advocate that qualifies as a Premier, Silver or Gold and achieves a sale of 100PV or more in a month, will receive one share in the Empowerment Pool. A Gold may qualify for a second share if they achieve an additional sale of 100PV or more.

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

Diamond Performance Pool: Each Diamond earns one share, each Blue Diamond earns two shares, each Presidential Diamond earns three shares.

Diamond Pool: Each Diamond receives three shares.

Blue Diamond Pool: Each Blue Diamond receives three shares.

Presidential Pool: Each Presidential Diamond receives three shares.

Additional Shares: Wellness Advocates can earn additional shares of the pool for which they qualify by helping their personally enrolled Wellness Advocates advance to Elite (Leadership Performance Pool), Premier (Diamond Performance Pool, Diamond Pool, and Blue Diamond Pool), and Silver (Presidential Diamond Pool). Personally enrolled Wellness Advocates must be first-time qualifiers. There is no limit to how many additional shares can be earned.

*Legs must be personally enrolled.