

# dōTERRA®

dōTERRA  
**HONG  
KONG**   
dōTERRA Southeast Asia  
Incentive Trip 2024

**A CITY THAT OFFERS MYRIAD POSSIBILITIES  
AND EXPERIENCES**

**HONG  
KONG** 

**Qualification Period**  
June 2023 - October 2023



- A tremendous opportunity to create an unforgettable experience with dōTERRA family
- Explore and enjoy the excitement and new wonders of Hong Kong
- Get to know Southeast Asia's top leaders and learn from each other
- Spend time and plan out your coming year strategy with the Southeast Asia corporate team

**dōTERRA®**  
MALAYSIA  
AJL 932137



## **dōTERRA Southeast Asia Incentive Trip Challenge 2024 will begin this month!**

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Are you ready to discover unparalleled experiences in Hong Kong?  
You won't want to miss this chance to meet other dōTERRA leaders  
and experience Hong Kong in various ways.

Strive toward excellence and don't miss this once in a lifetime  
opportunity to travel with dōTERRA to Hong Kong!



# dōTERRA SEA INCENTIVE TRIP HONG KONG 2024

**Qualification Period**  
June 2023 to October 2023



**Grand  
Prize**

**x 1 winner**

**(Singapore, Malaysia, Philippines or Thailand)**

**250 and above points earned, top point earner**

Company will pay 100% local expense of tour fee for two person with room upgrade.



**1st  
Prize**

**x 4 winners**

**(One prize winners from each market)**

**250 and above points earned, top point earners**

Company will pay 100% local expense of tour fee for two person with room upgrade



**2nd  
Prize**

**x 4 winners**

**(One prize winner from each market)**

**225 and above points earned, top point earner**

Company will pay 100% local expense of tour fee for two person



**1st  
Level  
Prize**

**Unlimited winners**

**125 and above points earned**

Company will pay 100% local expense of tour fee for one person



**2nd  
Level  
Prize**

**Unlimited winners**

**100 and above points earned**

Company will pay 80% local expense of tour fee for one person



**3rd  
Level  
Prize**

**Unlimited winners**

**80 and above points earned**

Company will pay 50% local expense of tour fee for one person

# How to Qualify

## Step 1

Maintain a monthly 100PV LRP order from 1 June to 31 October 2023.

## Step 2

Earn points from the criteria below:

### Enroll new members with 100PV+ to earn points

For each completed enrollment during the contest period, enroller earns between two to four points (depending on the size of the initial enrollment order) for signing up a new member with a minimum initial order of 100PV.

Enrollment Order	Points Received
100 - 224 PV	2
225 - 399 PV	3
400 PV and above	4

### Earn points when these members purchase 100PV and above on LRP in months 2, 3 and 4

Additional points will be awarded to the enroller if the enrollee creates and places a 100PV and above LRP order in the month of 2, 3 and 4.

Month	Points Received
2	2
3	3
4	4

### Advance Rank and Earn Points (minimum Silver and above)

Rank Advancement Points: Additional points will also be awarded to the enroller who advances to the new rank Silver (10 points). More points (5 points) can be earned if enroller maintains the new rank or above throughout the qualifying period. Enroller does not need to maintain his/her rank for consecutive months in order to earn points. To earn points, please advance in rank. Refer to the example below for more information:

New Rank Advancement	Point
1 <sup>st</sup> Month - Silver	10
2 <sup>nd</sup> Month - Premier	0
3 <sup>rd</sup> Month - Silver	5
4 <sup>th</sup> Month - Gold	10
5 <sup>th</sup> Month - Gold	5
<b>Total Possible Points</b>	<b>30</b>

For example, if the enroller achieves new Silver rank in June, he/she will get 10 points. If that enroller does not manage to achieve Silver again in July, he/she will get 0 points for that month. However, should the enroller achieve Silver again in August, he/she will get 5 points for that month. If the enroller achieves new Gold rank in September, he/she will earn 10 points again. If the enroller manages to maintain Gold rank in October, then he/she will get 5 points.

# Terms & Conditions

1. Open to registered Wellness Advocates (WA) from Singapore, Malaysia, Philippines, and Thailand.
2. Participating WA must be 18 years old and above only.
3. The qualifier must maintain a monthly 100PV LRP order from June to October 2023. Points will not count if there's no LRP order on the particular month.
4. The new enrollments must be from Singapore, Malaysia, Philippines, or Thailand.
5. Campaign will only count enrollments and subsequent LRP orders from 1 June to 31 October 2023.
6. For each completed enrollments, enroller earns between two to four points (depending on the initial enrollment order) for signing up a new Wellness Advocate or Wholesale Customer with a minimum initial order of 100PV.
7. Additional points will be awarded to the enroller if the enrollee maintains a 100PV and above LRP order in the month of 2, 3 and 4.
8. Transferring enrollment-ship to another individual will result in losing the points that have been awarded to that enroller.
9. Re-activation and account transfer of ownership will not be counted as new enrollments in this contest.
10. Each winner is only entitled to one prize level and this contest is limited to one person per account only.
11. If a winner is unable to attend, the prize will be forfeited.
12. If a new enrollee returns the products or terminates prior to the trip, points earned through the enrollee will be forfeited.
13. Contest prizes are non-refundable for cash and non-transferable.
14. Participants are responsible for any additional costs or fees associated with securing a visa (if needed) for this Hong Kong trip.
15. All travellers must follow the COVID-19 preventive measures for travelling that was implemented by the government and the airline, and at least aged 5 years old and above to travel.
16. Participant must remain in good standing and fully compliant with the Company's policy prior to travel and during the incentive trip challenge period.
17. Accommodation on a twin-sharing basis with other winners is arranged for the participants.
18. Participants will be travelling on budget airlines.
19. The participants are responsible for any additional costs incurred such as outstation traveling, accommodation, etc. Participants from other countries will refer to their own country's arrangements.
20. dōTERRA Malaysia reserves the right to amend these terms and conditions without prior notice.
21. The Company reserves the right to modify or cancel the trip due to a force majeure event, including but not limited to natural disaster, fire, infectious disease outbreak, war, government order (including travel restrictions due to COVID-19), strike or temporary closure of transportation or accommodations providers.
22. This incentive trip is considered as a taxable non-monetary incentive and will be reported in your Form CP58 Year 2023 as required by the Inland Revenue Board (IRB) of Malaysia.
23. The Grand Prize, 1st Prize, and 2nd Prize will be awarded to participants who accumulate the highest overall points during the incentive trip qualification period.
24. It is participants' responsibility to ensure they are fit for travel. It is always a great practise to consult with doctor at least six weeks prior travelling to any foreign destinations.
25. These terms and conditions apply to all Participants at dōTERRA SEA Hong Kong Incentive Trip. Your participation at this incentive trip indicates your agreement to these terms and conditions.

**Winners will be announced at the end of the contest period.**