

# LEADERSHIP



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dōTERRA essential oils from start to finish

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# Jasmine

*Jasminum grandiflorum*

**Aromatic Description:**

Intensely floral, warm, musky, exotic

**Plant Part:** Flower

**Source Origin:** Egypt



Regarded as the “King of Flowers,” Jasmine is prized for its highly fragrant aroma, making Jasmine ideal to use as a personal fragrance throughout the day. Renowned for its skin benefits, Jasmine can help reduce the appearance of skin imperfections and promote a healthy-looking, glowing complexion. Jasmine can be applied to pulse points for a calming, yet euphoric aroma that uplifts the mood and promotes a positive outlook.

**HOW TO USE:**

- ◆ Apply to bottoms of feet and pulse points in the morning to uplift mood
- ◆ Can be used as a personal fragrance
- ◆ Apply to skin imperfections twice daily



# Hinoki

*Chamaecyparis obtusa*

**Aromatic Description:**

Fresh, woody, balsami

**Distillation Method:**

Steam distillation

**Plant Part:** Wood

Hinoki wood has been used for centuries to build shrines and temples and is still used today in the timber industry. Derived from the wood of the Japanese Hinoki tree, Hinoki essential oil has a fresh, woody, and balsamic aroma that provides a relaxing environment when diffused. It is commonly used in personal care products for its skin benefits and in perfumes for its fresh, airy scent. Hinoki essential oil also provides a soothing massage.

**HOW TO USE:**

- ◆ Diffuse or apply topically on the feet, back, and chest prior to bedtime
- ◆ Add two to three drops to your bathwater
- ◆ Add four to five drops to your hardwood floor cleaner
- ◆ Rub two drops into the palms and inhale
- ◆ Add to your skincare routine



# Rose

*Rosa damascena*

**Aromatic Description:**

Floral, dry sweet

**Distillation Method:** Steam

**Plant Part:** Flower

**Source Origin:** Bulgaria

Known as the “Queen of Oils,” Rose oil is highly sought after for its aroma and powerful topical and emotional benefits. The blooming floral aroma is comforting and Rose oil, used topically, helps promote healthy-looking skin. The labor-intensive production process has a very low yield; it takes more than 10,000 freshly picked rose blossoms to produce only one 5mL bottle of Rose essential oil.

**HOW TO USE:**

- ◆ Apply to the palms of your hands, cup your hands over your nose, and inhale deeply for an uplifting sensation
- ◆ Apply to neck and wrists for a beautiful and romantic personal fragrance
- ◆ Apply to pulse points to uplift the mood throughout the day
- ◆ Use on skin to aid in balancing moisture levels and reduce the appearance of skin imperfections



**FUN FACT:** It takes approximately 242,000 individual petals (or 8,000 rose flowers) to produce one 5 mL bottle of rose oil. This is equivalent to 42 pounds of rose petals.

# On Guard®

Protective Blend

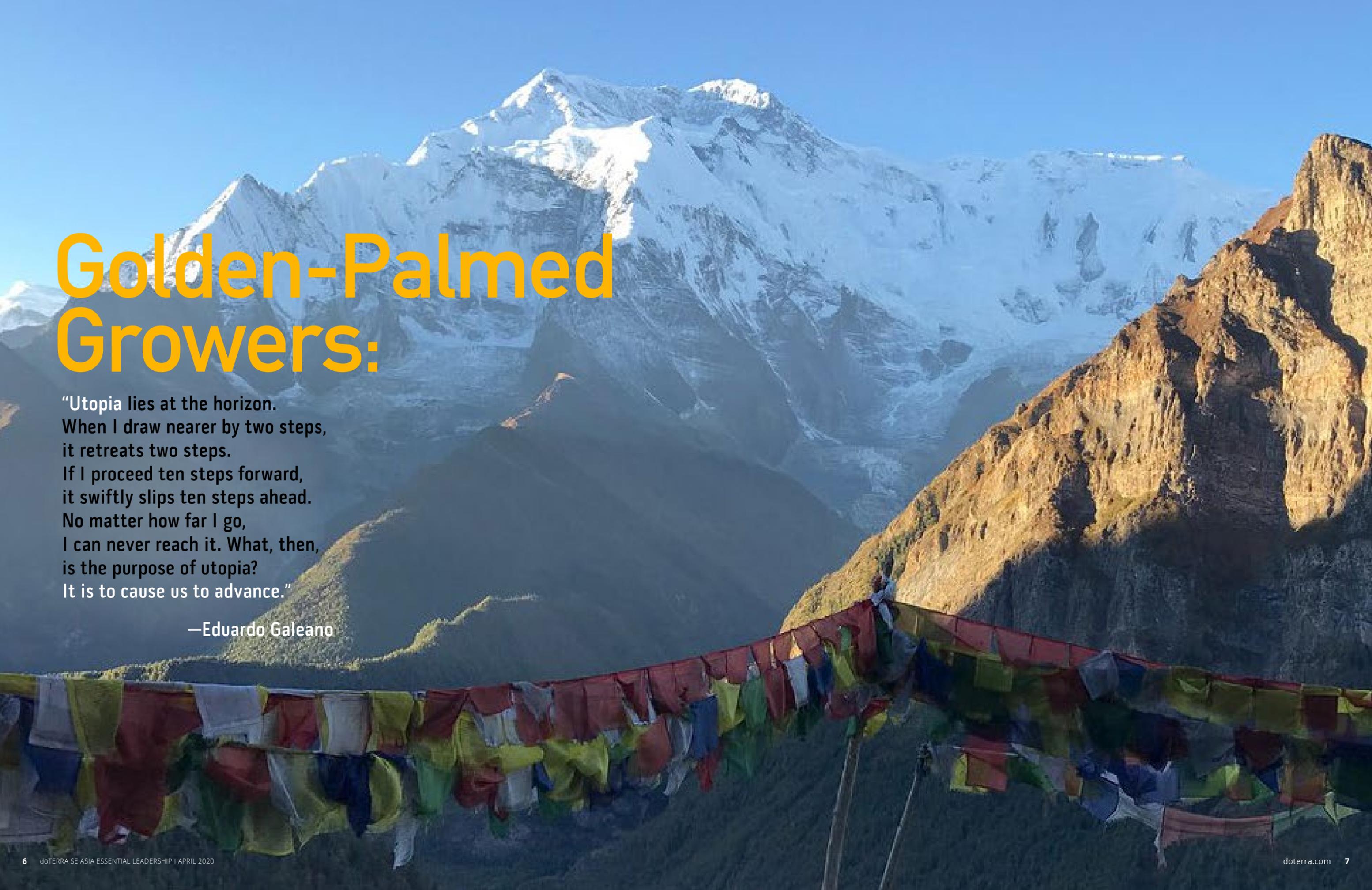
**Ingredients:** Wild Orange Peel, Clove Bud, Cinnamon Leaf, Cinnamon Bark, Eucalyptus Leaf, and Rosemary Leaf/Flower essential oils.

On Guard®, a proprietary essential oil blend, provides a natural and effective alternative for the family. As one of our best-selling blends, On Guard protects against environmental and seasonal threats. When diffused, On Guard helps purify the air, and can be very energizing and uplifting.

**HOW TO USE:**

- ◆ Rub On Guard on the bottoms of a child’s feet during the school season
- ◆ Diffuse On Guard especially during the cold weather to protect yourself from seasonal and environmental threats



A high-altitude mountain landscape with snow-capped peaks and colorful prayer flags in the foreground. The scene is set against a clear blue sky, with the sun casting long shadows on the rugged, rocky terrain. The prayer flags, in shades of red, yellow, green, and blue, are strung across the lower part of the frame, adding a traditional touch to the natural beauty of the mountains.

# Golden-Palmed Growers:

“Utopia lies at the horizon.  
When I draw nearer by two steps,  
it retreats two steps.  
If I proceed ten steps forward,  
it swiftly slips ten steps ahead.  
No matter how far I go,  
I can never reach it. What, then,  
is the purpose of utopia?  
It is to cause us to advance.”

—Eduardo Galeano



## A SOURCING STORY

Nestled along a river in the lowland plains of Nepal is the small agrarian community of Sangrampur. Splaying out from the river are vast grids of dusty turmeric fields. Here, many local farmers grow and prepare the golden spice for market. They are indelibly marked by the sign of their trade—amber-stained hands.

### Fallow dreams and difficult years

Unlike turmeric farmers in other regions of the world, growers in Sangrampur must invest untold hours in preparing their crop for sale. Current market demands require that farmers not only grow and harvest turmeric roots, but also scrub, boil, and process the deeply pigmented tubers—all before they get a chance to sell. Even in the wake of a successful harvest, these small-scale growers ride frequent waves of market instability; all too often, they receive significantly less for their labor-intensive turmeric than it is worth.

Ramekwal Saha is one of these golden-palmed farmers struggling to climb above economic stresses in Sangrampur. He and his wife long dreamed that their farming venture would bring enough financial security to send their children to school.

Bolstered by his vision, Ramekwal sowed his first crop of turmeric in a small stony parcel on loan from his neighbor, and over the course of many backbreaking seasons, his average yield grew to over one ton of turmeric tubers. Unfortunately, with the oppressive state of the spice market, even this relative success was not near enough to send Ramekwal's eight children to school. The Saha family was caught in an impossible trade climate.

### No longer alone

Like so many other small farmers in his region, Ramekwal needed an allied force to turn the tide. Such a friend came in the form of a dōTERRA Cō-Impact Sourcing® partnership. When dōTERRA offered a fair alternative to the current demoralizing system, Ramekwal was willing to link arms in good faith.

### Glimmers of new gold

dōTERRA's sourcing experts recognized the challenges Ramekwal and his fellow growers faced and designed their relationship to alleviate the stresses of their trade. As a dōTERRA sourcing partner, Ramekwal is no longer responsible for the pre-sale cleaning, boiling, and drying. Instead, pre-distillation preparation is outsourced to local women, giving them unprecedented access to fair wage employment. With more time and manpower, Ramekwal can now focus efforts on production expansion. With dōTERRA as a guaranteed buyer, the market uncertainty and instability Ramekwal faced each season are foes of the past. Now, Ramekwal receives competitive compensation for his turmeric, and always on time. His income has increased by 25 percent and his seasonal yield has swelled from just over one ton to

forty tons of turmeric. With these new conditions working in his favor, Ramekwal can afford to invest in a future previously unimaginable. He can continue to expand his turmeric production with confidence that when he yields a high-quality crop, an ethical sales opportunity—a trusted partner—will be there.

### Reaping other fruits

Explosive production and climbing profits have certainly changed the landscape of the Saha family's future, but nothing is sweeter to Ramekwal and his wife than the enrollment of all eight of their children in school. For this dedicated father, turmeric farming has always been about sowing seeds of hope for his children's futures. It is a gift extended with sun-leathered, yellow-stained hands.



# Beauty Blunders

## REFINING YOUR SKINCARE ROUTINE

Many of us have various skin concerns and we often do not know what is the reason behind it. Here are some common beauty blunders that we have gathered, and some helpful suggestions to improve it.

### WASHING YOUR FACE WITH BAR SOAP

Accessible and affordable, bar soap has been a skin routine staple for decades. However, bar soap is not formulated for the delicate skin on your face; its oil-stripping properties may give an instant clean feeling, yet over time bar soaps may deplete hydration levels and the oils that your facial tissue needs to stay smooth and elastic.

*Rather than using body soap to wash your face, choose a facial cleanser that complements your skin type and is formulated to your unique needs. The dōTERRA skincare lines—**Essential Skin Care™**, and **HD Clear®**—are tailored to specific skin concerns and rely on skin-loving, gentle oils to cleanse and revitalize your skin.*

### OVER-CLEANSING YOUR FACE

You might not have thought it is possible, but you can actually wash your face too much. Doing so can strip your skin of natural oils that keep your skin balanced and protected.

Don't worry about washing every morning and evening, unless there are impurities or grime on your face that need to be washed off, like makeup or sunscreen.

Common symptoms of over-washing are dry, tight feeling skin.

Alternatively, if you over-cleanse, you may inadvertently train your face to produce excess oil.

*Try using a gentle, oil-based cleanser that replenishes moisture. You can also incorporate cleansing essential oils into your skin care regimen such as **Tea Tree**, **Eucalyptus**, and **Geranium**.*

### BULLYING BLEMISHES

We've all been told not to pop pimples. Scratching at an emerging spot can feel satisfying at the time, but picking at skin imperfections increases the likelihood of scarring and discoloration. Another acne pitfall is treating blemishes with harsh, drying astringents and spot treatments. Like picking, this aggressive approach can further irritate and inflame spots.

*Rather than squeezing or drying out the infected area, apply an essential oil like **Tea Tree**, **Lavender**, or **Immortelle®** to the area and leave it alone. These gentle oils will help cleanse & soothe problem areas.*

### USING DIRTY MAKEUP BRUSHES

Cleaning makeup brushes is a chore worth doing more frequently when you consider the effect it can have on your skin hygiene. Over the week, your brushes collect dirt, oil, and old makeup. These are reapplied to your clean skin every time you apply makeup with them.

*If you experience frequent breakouts, try cleaning your brushes once a week and see if this simple hygiene habit makes a difference. Use warm water and cleansing oils such as **Lemon** or **Tea Tree** to clean and condition your makeup tools.*



# BREAKING THE **GUINNESS** **5,110 KITS** **WORLD RECORD** | **IN LESS THAN 1 HOUR**

“When we learned that young women are using leaves, mattress stuffing, newspaper, corn husks, and other materials for feminine hygiene, we were heartbroken; we knew we needed to help. We are excited to make the hygiene kits and, through this small act of service, support these girls in receiving an education and increasing their self-esteem.” *–Emily Wright*



On Friday September 8, 2017, at the dōTERRA YOU global convention, the dōTERRA Healing Hands Foundation® broke the GUINNESS WORLD RECORD® for the Most Personal Hygiene Kits Assembled in One Hour. The previous record had been set in January of 2017 at 1,002 kits.

Jimmy Coggins, an adjudicator from GUINNESS WORLD RECORDS, oversaw the attempt, verified that all components made it into the kits, and counted the kits at the end. To actually assemble the kits, 10 separate items had to be collected and placed into bags. With over 300 volunteers helping to assemble kits, the participants ran out of kit components at 36 minutes and 41 seconds. Together they were able to assemble 5,110 kits.

The assembled kits will be distributed during the dōTERRA Co-Impact

Sourcing® Expeditions in Kenya, Nepal, Guatemala, and Haiti. What makes the kits even more special is the fact that every item in the kit is based on the feedback from the girls that use them—including fabric shields, liners, panties, wash clothes, soap, instructions, and a beautiful drawstring bag that can also be used for schoolwork. Each kit lasts three years and provides dignity and freedom to girls around the world.

The dōTERRA Healing Hands Foundation Manager Tammy Hutchinson says, “Assembling 5,110 kits was a great

achievement! However, when you consider how each of those kits affect an individual, how it changes a girl’s life and that of her family, that is when you realize the enormity of what was accomplished. Because of those kits, 5,110 women and girls have the freedom to stay in school and get an education, to interact with their family and community, and to work each day as needed without limitations. Now that is a great achievement!”

Beth Thode, a dōTERRA Wellness Advocate who was part of this record-

breaking event says, “I felt honored and privileged to be part of such a wonderful project for Days for Girls! It was so heartwarming to meet Celeste and know that dōTERRA employees and Wellness Advocates had so much teamwork to make the Guinness world record happen for the benefit of the girls.”

The dōTERRA Healing Hands Foundation has been a proud partner of Days For Girls since 2015. By 2015, Days for Girls had reached just over 400,000 women and girls in 101 nations. Since the dōTERRA Healing Hands Foundation’s

partnership, they have doubled their reach to 802,527 women and girls in 114 nations on six continents and plan to reach one million women and girls by the end of 2017. This is the multiplying factor of support from the dōTERRA Healing Hands Foundation.

**Read more about Days for Girls, visit [daysforgirls.org](http://daysforgirls.org).**

# source to you™



Growers



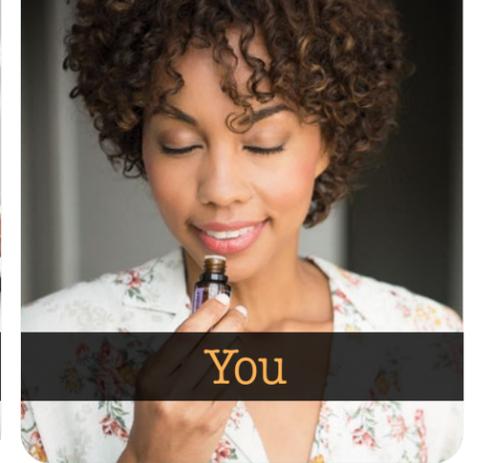
Distillers



Scientists



Practitioners



You

As the usage of essential oils continues to grow, so does the danger. Cutting corners to fulfill demand has become common in the industry. The dōTERRA commitment to ensure quality without compromise is second to none. The testing of dōTERRA essential oils begins long before the oils are distilled. **Source To You** takes you through the journey and the process of the dōTERRA essential oils from start to finish.

### Q: What is the benefit of pre-paying our growers?

Many of our growers live in developing countries where the majority of their income is earned during the harvest season. By the time the next growing season comes around, much of that income has been spent on day-to-day expenses. Pre-paying growers smooths income streams over the year and gives them the ability to wait for the ideal time to harvest their plants, rather than harvesting for cash. This in turn ensures their plants will produce the quantity and quality of oil that we demand.

### Q: How has our Co-Impact Sourcing initiative helped growers?

The effects of the dōTERRA Co-Impact Sourcing initiatives have been wide and varied. By doing everything from ensuring the growers and harvesters have a consistent buyer paying a fair price to organizing functioning cooperatives and even helping install necessary production equipment (dryers, stills, etc.) where needed, has allowed more profits to remain in those communities. When combining these initiatives with the projects supported by the dōTERRA Healing Hands Foundation®, humanitarian and environmental needs can also be addressed sustainably.

### Q: What is Esseterre?

When we tried to work closely with suppliers in Bulgaria for various oils, but most importantly Lavender, none of the existing suppliers were willing to work with us under our Co-Impact Sourcing model, so we established Esseterre. Esseterre is a dōTERRA wholly owned distillation facility in Bulgaria. Our team there works with contracted farmers to help improve Lavender, Melissa, and other plant production, distill those plants with the state-of-the-art distillation equipment available, immediately analyze the oil upon completion of the distillation process in our onsite laboratory, and then pay the farmers that same day for their harvest—something no other company in Bulgaria is able to do. Esseterre has changed farmers' expectations of how they should be treated and has raised the bar in how business is done in Bulgaria.

### Q: What are we doing to ensure the highest quality of essential oils?

dōTERRA is committed to being the leader in essential oil quality. We do this through the most extensive testing process in the business. We study every aspect of the oil to ensure that it meets the highest standards of excellence in aroma, chemistry, and source material. By partnering on the ground with growers, harvesters, and distillers, we are able to have visibility into our supply chain right from the start. This makes a huge difference when it comes to test the oils and evaluate their purity—we know where they've come from and how they were produced. From the moment of distillation until the time the oil is bottled and labeled with dōTERRA logo at our manufacturing facility, the many tests of quality demonstrate that the oil is pure and potent, ready for you to enjoy.

### Q: Why is it important to have practitioners?

One of the missions dōTERRA is committed to is bringing together healthcare professionals of traditional and alternative medicine to encourage further study and application of essential oils in modern healthcare practices. Collaborating with practitioners from various specialties helps bridge the gap between the use of essential oils and western medicine.

### Q: How does this website benefit me?

With the growing popularity of essential oils, many companies are claiming they have pure oils, but fail to provide credible proof of that purity. Source To You establishes that dōTERRA, from start to finish, will provide the best possible essential oils, pure and unadulterated. For more information visit: [sourcetoyou.com](http://sourcetoyou.com)

### Q: How do I find my Quality ID?

Your Quality ID is located on the bottom of dōTERRA single essential oil bottles purchased after May 2016. Each Quality ID includes six or seven numbers and one letter.



# A MAN'S GUIDE TO EMOTIONAL SUPPORT

The word "stress" carries serious emotional baggage. It conjures up images of looming deadlines, long to-do lists, and emotional turbulence. However, stress serves a legitimate biological purpose; our hunter-gatherer ancestors relied on our stress systems to gear up for the fight or flight of survival. The modern man experiences more psychological stress than physical danger; under emotional stress our bodies release the same hormones that compel us to run for our lives, while our brains fight to keep us grounded and rational. Understanding how surging stress hormones influence male perceptions and responses to life's challenges may be the key to better emotional health.

<p>FIRST, UNDERSTAND THAT MEN HAVE A UNIQUE HORMONAL RESPONSE TO STRESS.</p>	<p>MEN ARE PROGRAMMED TO SOLVE PROBLEMS BEFORE PROCESSING THEIR EMOTIONS.</p>	<p>WORK WITH YOUR STRESS HORMONES, NOT AGAINST THEM.</p>	<p>ULTIMATELY, STRESS IS NOT DESTRUCTIVE, THE WAY WE DEAL WITH IT CAN BE.</p>
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The three stress hormones responsible for the fight or flight response are cortisol, epinephrine (also known as adrenaline), and oxytocin. Cortisol and epinephrine raise blood pressure and heighten the senses. Oxytocin softens the effects of cortisol and epinephrine by relaxing emotions.

While all humans experience fight or flight syndrome, men release less oxytocin than women, and therefore have a stronger reaction from both cortisol and epinephrine. This means that under stress, men are hard-wired to rev up and stay that way until hormonal spikes return to normal levels.

Men tend to compartmentalize and repress their feelings, prioritizing instead the quickest route to resolution or safety. This biological fact can shed light on both the healthy and unhealthy coping strategies men deploy when under stress.

On the healthy spectrum of this response, men will channel stress into strategic, competitive productivity. However, the flip side of this response is escapism. When stress levels rise, men will just as often lose themselves in competitive diversions that burn off the excess cortisol and epinephrine.

Now that you understand how our bodies respond to stress hormones, you can evaluate how well you cooperate with your adrenal system. Do you harness the spikes in efficiency to tackle your triple-digit inbox, or chip away at the home improvement to-do list?

Perhaps you carve out time for more physical activity or hobbies? Could your coping mechanisms be avoidance behaviors that distract you temporarily, but perpetuate stress in the end? Answering these questions will empower you to choose healthy responses to life's difficulties.

Stress debilitates when it disconnects us from those we love, chronically distracts us from our responsibilities, or interferes with our self-care. Alternatively, our natural stress responses can produce some remarkably productive behaviors in challenging situations. The trick is to choose how we respond, rather than be controlled by impulses.

## CHOOSE HEALTHY RESPONSES TO EMOTIONAL SUPPORT

 <p>Channel emotions into physical activity</p>	 <p>Aim for productivity over avoidance behaviors</p>	 <p>Get adequate sleep and eat whole foods to assist in hormone regulation</p>	 <p>Take time to process your emotions either in writing or with a loved one</p>	 <p>Integrate dōTERRA® Adaptiv™ Calming Blend into your self-care routine</p>
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# Congratulations to the graduates of SGMY Diamond Club 2019

## Winners GRAND PRIZE Winnie Yeoh (MY)

**SINGAPORE**  
**1st prize: Caroline Huynh**  
**2nd prize: Elizabeth Ho**

**MALAYSIA**  
**1st prize: Angie Ng**  
**2nd prize: Ivy Loh**

## GRADUATES

Adam One Family  
 Andrea Soon  
 Andus Low  
 Ang Yean Khim  
 Angie Ng  
 Angie Ong  
 Bryan Chew  
 Caroline Huynh  
 Chuah Sai Peoh  
 Cynthia Woon  
 Derrick Koid Wah Seong  
 Elizabeth Ho  
 Eng Zee Lin  
 Eva Teoh  
 Fraeda Seow  
 Francis Teo

Hilda Lau  
 Ho Mei Li  
 Ivy Loh  
 Jacy Lim  
 Janet Kang  
 Jen Tan  
 Jenny Wai  
 Joyce Law  
 June Sim  
 Ku Wai See  
 Kweenie Ooi  
 Lau C Hun  
 Lee Hui Ling  
 Lee Seang Looi  
 Ling Kuok Ee  
 Ling Xi Yuin

Liron Hee  
 Liu Wenhui  
 Lomax Ang  
 Max Lee  
 MeiMei Hui  
 Michelle Yong  
 Nicole Tay  
 Peter Wong  
 Piteulia Foo  
 Sean Yew  
 Tan Sheau Ling  
 Winnie Yeoh  
 Wong Bee Kim  
 Wong Chee Kean (Kyo)  
 Wong Mew Teng

# GRŌWTH

Growth is not an end in itself, it is simply a means to help others, to help ourselves, and to measure goals that we have set.



I hope everyone is having a great year so far! I am excited to announce that 2020 has been a ground-breaking year for dōTERRA here in SE Asia. The growth we have experienced so far has been nothing short of amazing! I applaud each and every one of you for all your efforts to make this happen.

However, I also think it is important to point out that growth alone is not so significant. What is actually key is how many people are enjoying the benefits of dōTERRA essential oils throughout SE Asia because of your efforts. Sales figures, balance sheets and operating margins are irrelevant to the wellness and improved lifestyle that are being brought to people as a result of your efforts. What better way to see essential oils in action than helping a mother or father when caring for their children, or with a worker undergoing a stressful period. When I look at growth this is what I see; that more and more are enjoying the benefits of oils.

In an article from “Today” newspaper back in June of 2012, Singapore Prime Minister Lee Hsien Loong commented that “Growth is not an end in itself, but a means to improve our lives and achieve many of our

other goals.” What a profound statement! Growth is not an end in itself, it is simply a means to help others, to help ourselves, and to measure goals that we have set. I believe strongly that life is all about growth, and that we should always be striving to grow mentally, spiritually, physically and in all other ways.

We are thrilled that dōTERRA is continuing to grow in Malaysia, Singapore and the Philippines. And we are excited for that growth to continue in Thailand and other countries in SE Asia. As many are aware, we have been actively working toward the opening of Thailand later this year and are excited for the opportunities it brings. If you have contacts in Thailand, now is the time to share your experiences with essential oils and help them enjoy the many benefits of dōTERRA.

There is an old principal that we should think globally but work locally. One of the great things about person-to-person marketing is that by sharing the benefits of essential oils with those around us our network and influence can expand far beyond our own neighborhoods, cities or countries. In this way we each have the ability to profoundly change the world around us. Through simply



sharing good health, wellness and the financial opportunity afforded by dōTERRA we can change the lives of others and, in turn, the world around us one drop, one person and one community at a time.

I encourage you to take some time to share this growth with those around you. Let them feel of your passion and enthusiasm for life. If others see your energy, they cannot help but to want to share in it. Share the benefits of wellness and happiness that the oils can provide as well. One of the great things about the products is that once people experience them for themselves, they cannot help but to share them with others as well!

I wish each of you the best in all your efforts this month and into the future. Please let us at the office know how we can assist you.



**WILL HALTERMAN**  
Regional Director, SE Asia



# APAC PRESIDENTIAL & BLUE DIAMOND SUMMIT- NEW ZEALAND

The new year was off to a great start as over 100 Asia Presidential and Blue Diamonds gathered in Queenstown, New Zealand, for the 2020 Presidential & Blue Diamond Summit.

Many of the top movers and shakers in Asia were present and it was an amazing opportunity to learn from all these wonderful leaders as they shared about their best practices in their businesses.

These four days in New Zealand were especially significant because they presented a rare opportunity to network with leaders from the same region, to understand the company's goals for the coming year, as well as to learn and to share the best methods and actions experience has shown to be the most viable and dependable. We also got to join the Douglas Fir Cō-Impact Sourcing Trip and learnt more about how, with all our efforts combined, dōTERRA is making a difference as a company.

Most importantly, I was honoured to be able to join 11 of our very own top Malaysian leaders in this year's summit, making the whole experience even more unforgettable.



One of the key highlights of the trip was visiting aōTERRA, a Cō-Impact Sourcing effort by dōTERRA for our prized Douglas Fir essential oil. We got to see where this particular oil comes from and we got to experience first-hand the processes of harvesting, distilling, and the packing of the Douglas Fir. It was an eye-opening experience for me, and I am humbled by the efforts our company goes through in order to ensure that we are doing our part to protect our environment - all the while sourcing for the best essential oils for our Wellness Advocates.

Our team met up with the executive team to better understand market growth and the needs for the Asia Pacific region. This got us off to a great start in planning our goals as a market for 2020.

I truly appreciate the opportunity to be able to get to know our leaders in the region and be able to learn from them as they share their experiences and knowledge. I urge everyone to set the Presidential & Blue Diamond Summit as one of your goals in your dōTERRA journey. Let us continue to work toward pursuing what is truly pure, and I look forward to meeting many of you in the 2021 Presidential & Blue Diamond Summit in Greece!



**ETHAN WANG**  
General Manager  
dōTERRA Malaysia

## DOUGLAS FIR – A Cō-IMPACT STORY



Known as 'wildings' in New Zealand, Douglas fir trees are trees that spread on their own, even in places where they are not welcome.

aōTERRA in New Zealand collects and processes the needles of the young Douglas fir saplings, as well as ensuring new growth of older trees, to produce our very own of Douglas Fir essential oil. By producing essential oil from young 'wildings', we help support the ecosystem through the regeneration of native plant species, while at the same time collecting some of the finest Douglas Fir essential oils that we can get for dōTERRA today.

Learn more about our Cō-Impact Sourcing efforts for Douglas Fir:  
<https://media.doterra.com/us/en/brochures/co-impact-brochure-new-zealand.pdf>



# COLLECTING 0 MOMENTS

**Together, we enjoyed the special week in January 2020, collecting happy moments at the dōTERRA Southeast Asia Incentive Trip in Taipei.**

Our incentive trip winners had the opportunity to experience amazing Taiwan with some of our top Wellness Advocate leaders, and to gain insight into the strategies these experts have used to propel their businesses forward. We had unstoppable good times connecting with a hundred like-minded people sharing a common goal of empowering lives with the world's purest essential oils.

From making our own pineapple tarts to the ancient tradition of sky lantern flying, this trip had it all!

The Healing Hands project was the key highlight of the trip. We were honored to be able to collaborate with the Taipei Parents Association of Autism where we got to work with the children on



a hands-on essential oils soap making session. We also got to enjoy a beautiful and touching song and dance performance that the children put together just for us. I feel that this trip was made extra special as we were able to come together as a Southeast Asia family to put our best foot forward towards a meaningful cause.

We also had a surprise visit from the Vice President of Asia Pacific, Jonathan Kunz and Senior Director of Chinese Markets, Kathy Teng during our farewell gala dinner on the beautifully branded dōTERRA cruise.

Did you miss out in 2020? Don't worry, we're doing it all over again in 2021! Look out for the official announcement of destination for our 2021 South East Asia Incentive Trip and for more information on how you can make sure you earn your spot!

Never forget about your PASSION.

You are awesome! Be such a beautiful soul that people crave your vibes.

Join us next year !

Let's pursue what's pure together !



*Geraldine*

**GERALDINE TOH**  
General Manager  
dōTERRA Singapore



# dōTERRA Taal Relief Operation Program

## Bayanihan - Helping others in times of need

Taal volcano is the second most active volcano in the Philippines and located in the province of Batangas. On January 12, 2020, Taal volcano erupted, 43 years after its most recent eruption in 1977. Residents in the area experienced an alert level 4 for two weeks and the eruption caused indescribable chaos, with almost half a million people ordered to evacuate the surrounding area. Millions of tons of ash from the volcano destroyed houses and infrastructure, killing crops and livestock that residents depended on. During the weeks after the eruption, evacuation centers struggled to provide basic needs for the disaster refugees.

dōTERRA Philippines with the help of Healing Hands Foundation and Mentors International in the Philippines organized a campaign to help the victims of Taal disaster by donating 1,274,921 of basic needs such as, self-care products, water, pillows and blankets in certain areas of Batangas City. Coordinated with the local disaster volunteers helped identify areas that were most in need. The funds which provided the relief kits were generously donated by some of dōTERRA's nine million global wellness advocates.

Forty-four dōTERRA wellness advocates volunteered in our Disaster Recovery Care Kit Packing Activity on January 25, 2020 at the dōTERRA Philippines Makati office and packed 1300 kits for the Taal victims.

January 28, 2020, dōTERRA Philippines employees along with 17 wellness advocates went to Batangas City to personally deliver the kits to the victims of Taal eruption. Air Freight 2100 also generously provided three trucks and drivers to deliver the kits to the relief recipients.

A total of five barangays in Batangas City received donation kits during the dōTERRA Taal relief operation activity. A private group helped delivered 100 relief kits to Brgy. Buco Talisay Batangas,

one of the towns that was locked down because it is located in the 14-kilometer danger zone area.

The effort was a very successful Bayanihan (helping others in times of need) for dōTERRA Philippines.



*Michael Carson*

**MICHAEL CARSON**  
General Manager  
dōTERRA Philippines

## Introducing Presidential Diamond

# WINNY YEOH

MY FOUNDER, MALAYSIA

**“If you can improve and turn weakness into strength, you can be a role model for your team members”**



### **What have been the biggest hurdles you have had to overcome on the way to Presidential Diamond?**

The biggest hurdle for me has been time management. We were running with a very tight schedule, especially during Diamond Club events. Activities and meetings with downlines took so much of my time that I even had to sacrifice family time in order to meet deadlines. There were also a few months when I was constantly traveling all over Malaysia.

### **What advice would you give to someone who is trying to reach Presidential Diamond?**

For me, it was my passion and persistence that pushed me all the way to Presidential Diamond. It was also significant

that I thoroughly enjoyed working with all my members and builders within the organization. You really need to enjoy the work, otherwise stress and tiredness will gain a foothold much more easily. This is the best way to turn negative pressure into a positive motivation to keep you going when times are hard.

### **How do you and your spouse work together in the business?**

Chris and I love dōTERRA very much. He joined me to work on our team in 2018 and has been a great help giving classes and conducting activities. He enjoys it so much that we always make it a point to discuss and review the business every day so that we can learn from each other and keep each other up to date. It has greatly improved our mutual understanding and has helped very much to speed up my building in dōTERRA.

### **At this stage, what motivates you to continue building your business?**

At this stage, seeking to increase my income is no longer a motivation to build further. It is more about sharing dōTERRA with others who have still not been exposed to the products. We meet so many friends who are surprised to hear about dōTERRA, not only about how effective the essential oils are for health issues, but also about the work done by dōTERRA in Healing Hands Foundation and Cō-Impact Sourcing programs. After learning about it, most of them want to be part of dōTERRA.

### **How has this business changed your life?**

dōTERRA has not only changed my life financially, it has also improved the health of my family, especially Chris, who suffered from migraines for 30 years. It has changed the way we approach health issues and opened us up to a “blue ocean” strategy whereby we can build the business and potentially pass it on to the next generation.



## Effective Team Communication is Essential to Success

### **Do you have anything else you would like to add?**

Sharing is the biggest success factor in dōTERRA: there is no way you can build without love and sharing. It is a unique business model where wealth, health and love coexist to form an irresistible and powerful combination.

### **Some people don't want to reach Presidential Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone else want to reach it?**

Besides the big income difference between Blue Diamond and Presidential Diamond, your frontlines will be more independent

and motivated once they advance in rank to Gold. This is the time where you could allocate more time to prepare your next advancement.

### **How have you learned to balance running your business and taking care of your family?**

As I mentioned earlier, time management is a challenge for me. My children need me while they are still growing up. I told them that I may not be able to allocate much time for them, but when we are together it will be quality time. They are still schooling but they understand my work and are supportive.

# Introducing Blue Diamond BRYAN CHEW

SGMY FOUNDER, MALAYSIA



**Think of a challenging roadblock you have faced as a builder. What made the situation particularly difficult, and how did you overcome it?**

For many years, I used many healthcare products from different direct marketing companies and my past experience was not really fun. The most challenging block as a builder is knowing whether or not I am in the right place, at the right time, with the right company, with the right people, or even doing the right thing! But we will never really know until we try.

Just as we were beginning to get excited, we met a challenging

roadblock in the form of several essential oil competitors who were very knowledgeable. We were simply too inexperienced to counter the other parties' statements and negative comments, and realised that we had to first take a backseat and equip ourselves with the necessary knowledge and hands-on experience.

Only time will tell, but the fear of failure is what is stopping many from trying something new. For me, I am very blessed to be introduced to dōTERRA by people I have known for years, and the way they shared their knowledge and experiences helped me to believe and to decide to join.

## *Working Toward Making the World A Healthier Place*

**What factors helped you grow into the leader you are today?**

What I have learned from my corporate experience is that I have to be "consistently consistent" in everything I do. To be a good leader, one must first learn to be a good student. I have had the privilege to observe and learn hands-on from upline leadership by the examples of Angie and Khor, to Dan, to Alysse and Patrick. Attending conventions are an important part in listening to and learning from dōTERRA founders, learning from their scientific community, the current affairs of the company, and to know that the company is on-track and staying true to the company mission and vision. Trust is thus reaffirmed.

In order to have my wife and I be convinced about dōTERRA's product effectiveness, we started attending several oil parties to get an overview. Next, we quickly bought a package and started using the oils ourselves, and at the same time we gave out free samples to close friends to see what their responses were. We got their responses very fast and they were positive. We were amazed at the speed of their feedback.

**How have you been able to lift or support a struggling builder in your downline? What insights into effective leadership did you gain as a result of working with this team member?**

No matter what lies ahead in the world of uncertainty, we tell our downlines to press on, to move forward with hope, courage, and determination. Keep the attitude of continuous learning, have a teachable spirit, always be willing to give a smile and a helping hand, and don't stay in the 'regret mode' for too long. Treat any setback as a part of personal moulding, including the loss of monies which may sometimes make us stronger and be wiser in our life journey.

**Investing in the success of your business often requires sacrifices in other important areas of your life. Was there a point at which you felt the tension of being stretched thin? Perhaps you considered quitting? Why did you continue to pursue your career as a builder, and how did you balance conflicting commitments during that challenging time?**



Our journey at dōTERRA has not been a straight road. It's not always blue skies, sunny days, and everything nice. There were trials and doubts - questions like, "Did I make the right choice?", or "Am I in the right company?", or "Did I make a mistake in joining this team?" There were sacrifices like leaving our loved ones to attend events overseas, but we know that any pursuit in building a successful business requires not only hard work but also sacrifice. After all, we are doing these things for our family. Lastly, I thank my God, my wife, Maria, my children, and my friends for giving me the support. I am privileged to partner dōTERRA and the people in leadership in My Oil Family, and I am thankful that we are working toward making the world a better place TOGETHER.

## Introducing Blue Diamond ELIZABETH HO

SGMY FOUNDER, SINGAPORE

### *Leading a Life Lived by Design and Not by Default*

#### **What have been the biggest hurdles you have had to overcome on the way to Blue Diamond?**

One of the biggest hurdles was to get committed and capable leaders who are willing to let go of their self-limiting beliefs and who will do whatever it takes to reach their goals.

#### **What advice would you give to someone who is trying to reach Blue Diamond?**

Set your intentions and schedule the month you wish to attain the rank. Identify leaders in five separate legs with potential to qualify for Gold and beyond. Encourage them to qualify and participate in Diamond Club, and reach out to corporate companies, community groups etc. to offer essential oil classes.

Participate in events, trade shows, or take up networking opportunities where essential oils can be a topic of interest and discussion. Offer attractive incentives or promotions to encourage sharers and builders to go the extra mile to increase enrolment. Set up regular team trainings for twice-weekly enrolment classes, monthly newbie classes, special monthly classes, and business opportunities-sharing sessions.

The Healing Hands project was the key highlight of the trip. We were honored to be able to collaborate with the Taipei Parents Association



of Autism where we got to work with the children on a hands-on essential oils soap making session. We also got to enjoy a beautiful and touching song and dance performance that the children put together just for us. I personally feel that this trip was made extra special as we were able to come together as a Southeast Asian family and put our best foot forward towards a meaningful cause.

#### **Some people do not appear to want to reach Blue Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone else want to reach it?**

The opportunity to attend the annual Blue Diamond Summit is a big incentive where we get to travel to destinations. dōTERRA has co-impacting sourcing programmes in these places and we get to learn from farmers, harvesters, and distillers on how the plants are sourced, cultivated, harvested, and transformed into essential oils. It is also a great opportunity to bond with, and learn from, top leaders in dōTERRA.

One may also want to reach Blue Diamond in order to have the resources to help more people and be able to support causes he or she believes in. You should show the team that nothing is impossible as long as they put their minds to it. Where focus goes, energy flows, and only then, the results will show.

#### **At this stage, what motivates you to continue building your business?**

My passion is in sharing how essential oils can transform lives for the better and I have a clear purpose – to help people fulfil their wants, needs and desires so they can be, do, and have a life lived by design and not by default.

#### **How has this business changed your life?**

It has given me joy beyond measure to have a loving community of like-minded people who love essential oils and to live a purpose-driven life in helping people live longer, stay stronger, look younger, and feel happier.



Introducing Blue Diamond  
**FOREST CHEW SOCK LING  
 & STEVEN TEH HWA LEONG**

MY FOUNDER, MALAYSIA

**Patient, Humble, and  
 Focused Sharing:  
 Essential Oils to  
 Every Family**

Sharing Essential Oils to Every Family

**What have been the biggest hurdles you have had to overcome on the way to Blue Diamond?**

Being a dōTERRA business builder can be challenging and yet it can be rewarding. Getting the team to work toward the same goal is the biggest challenge I have faced on my dōTERRA journey. Prior to dōTERRA, I was a housewife and I organised most of the things at home, but in dōTERRA, things are different. Team cohesion and collaboration are important in achieving the Blue Diamond ranking. Since I had no experience in managing businesses, running activities, or building a collaborative team, I sought my upline's, Yee Mun's, and Stanley's advice. They taught me much about team management and communication skills from their past experiences. I am extremely grateful for having such amazing mentors.

At the time that I decided to advance to the rank of Blue Diamond, I did a lot of thinking, but only to realise that I had never communicated my goal to my team members. So I started to have weekly online team meetings to communicate and share my plans. This regular weekly meeting enabled us to connect to each other more effectively and kept everyone engaged. It certainly strengthened our relationships. This was a great motivator. This way, a cohesive team was formed, and my Blue Diamond rank was thus achieved.

**What advice would you give to someone who is trying to reach Blue Diamond?**

Reaching Blue Diamond is not easy but possible when you persist. First, you must understand the needs and goals of each of the individual leaders; lead the team to a consensus. It is so powerful when everyone on the team is connected and are on the same path. Also, keep organising events and home parties for everyone to engage with and to share the knowledge on essential oils to every single team member. This will then inspire oil lovers to become sharers and eventually, to become builders. As a builder, it is important to understand your business well by checking your volume regularly. More importantly, leverage on company events to empower more people with dōTERRA essential oils.

**How do you and your spouse work together in the business?**

I'm not a math person. Many times, I am confused with the volume calculation. In addition, I am still learning how to operate the Virtual Office. So my husband, Steven Teh, always helps me to analyse the performance of my team and he updates me on their progress. This makes my follow-up work easier. We manage shared responsibilities and it helps me be more focused in building my dōTERRA business.

**Some people don't want to reach Blue Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone else want to reach it?**

The road to success is never easy, especially in my journey to reach Blue Diamond. I have experienced tremendous growth personally, and also in the team. Many people think that it is impossible to reach such a high ranking, and only very few people can achieve it. In dōTERRA, it is not like that.

I do encourage everyone to rise up to the rank of Blue Diamond or even something higher. As we go forward, there will be many obstacles and challenges. We must then remind ourselves that with problems, there will be solutions! As we learn to find ways to solve the problems, we become more proficient and this will inspire the team to grow stronger, bigger, and you rank will keep improving.



**At this stage, what motivates you to continue building your business?**

In dōTERRA, my goal is to help more team members reach the ranks of Diamond and Blue Diamond. I hope that they can grow stronger and better along their dōTERRA business journeys.

**How has this business changed your life?**

Growth is more important than success. In the past, I always thought about success; it made me impatient and not care about what others thought. Over the years in dōTERRA, I have changed a lot. The company empowers me; I have become more patient, humble, and focused. I have started to embrace the joys and passions in my life. From being a housewife to a dōTERRA business builder, I love what I am doing and I am passionate in sharing the essential oils to every family out there. I do this because it makes me feel fulfilled.

# Introducing Blue Diamond JOSHUA ANG

MY FOUNDER, MALAYSIA



## EVERYONE HAS THEIR OWN JOURNEY IN LIFE

My first experience with dōTERRA essential oils was the frankincense oil. I had a head injury during my university days and one of my friends recommended that particular essential oil.

I still remember one day at midnight when I had a severe asthma attack and there was no medication to ease my condition. That experience was terrifying and hard to describe. It's like having to work very hard to breathe as you struggle with each breath. My mom quickly applied essential oils on me and diffused them the whole of the remaining wee hours of the morning. It was through these experiences that convinced me to start using dōTERRA.

Since then, I have taken the initiative to learn more about dōTERRA products and how they can benefit myself and others in positive ways. When I share, I spread the love and tell others about the goodness of these amazing oils. This has opened the doors for me to launch my dōTERRA business.

On my dōTERRA business journey, there are many challenges that may seem sometimes insurmountable and limiting. One of the biggest hurdles I face is finding people. I have always lived overseas since I was a child so I had difficulty looking for people after returning to Malaysia as I barely knew anyone in the country. However, that didn't stop me. I began making new friends and I started sharing about dōTERRA. Being surrounded by positive-thinking people with equally positive attitudes who share the same passion and commitment, have guided me to this right path and to achieve my dreams.

The second biggest challenge is to manage a team. In a team, every person comes with their own set of skills and problems. Thus, helping them communicate freely with each other to see the large picture is no easy feat. Developing a culture of positive thinking is also important as it helps determine the level of confidence the team has, and what they can do in the long run. This culture and mind-set is not automatic and it is difficult, but it's worth it because it gradually drives and creates a positive change in my team.

Other than my work in dōTERRA, I am an entrepreneur and manage other business as well, such as my newly opened café. Financially, it is tough running a café business because I need to attract new customers and keep customers returning in order to maintain a modicum of success. Time management then becomes important for me, in order for me to prioritise all my work tasks and grow both this as well as dōTERRA in a sustainable manner. Managing multiple businesses may sound daunting, but it is not impossible. I simply have to learn how to balance and manage the time for my café and my dōTERRA businesses.

The challenges I have faced, and constantly still face, make me stronger and more powerful; they give me confidence in achieving my dream of an early retirement.



How the dōTERRA business motivates me to continue is that it has really helped me in my personal health. It has also benefitted my family and friends so that they can have quality of life. I have grown in self and have become a better version of me.

They key to the successes in my journey is keep learning every day, for example, attending company events are rewarding experiences.

They provide me opportunities to grow professionally and to improve my skills. These new insights and ideas bring me new perspectives to problems and they help me to better understand a person or situation. Learning new things makes me a competent leader, and competence leads to confidence, which has driven a positive change in my life.



## Introducing Blue Diamond LEE SEANG LOOI

SGMY FOUNDER, SINGAPORE

# Touching Lives with dōTERRA

### What have been the biggest hurdles you have had to overcome on the way to Blue Diamond?

Time management.

This is one of the biggest hurdles. As our team grows, we have leaders at different stages of their careers and thus need different kinds of coaching and support. While it is more efficient to teach and coach everyone together to create synergy, it is not always easy and possible.

It is perfectly normal to be attracted to work with your strongest team, as the builders in the team want your time and rapid growth. On the contrary, it is actually your weakest team that requires your energy and focus.

Balancing all that becomes an art and on top of that, I want to have time for my family. It is not an easy task to do all that.

### What advice would you give to someone who is trying to reach Blue Diamond?

Know your teams, build lifelong relationships - I find these very important. Knowing what everyone wants, helping them align their wants with their dōTERRA business. Get them to realise what dōTERRA can do to help them get what they want in life and get them to where they really want to go.

You need to know your individual leaders, their strengths, their weaknesses, their fears, their passion, and even their dispositions. Work with them on these and help them make it their business to grow.



### How have you learned to balance running your business and taking care of your family?

Scheduling is important and I try to be efficient in running my home. I set aside time weekly to be at home with my family to spend time with them and to connect with them. I also set aside time for running errands and other such activities. I am blessed through dōTERRA I do not have major health issues nor do my family members. However, whenever there is anything major, my dōTERRA business allows me to be at their side 24/7.

### Some people don't want to reach Blue Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone else want to reach it?

Apart from financial stability, Blue Diamond enables us to meet other the Blue and Presidential Diamonds at events. They help me see a completely different world where there is passion, love, vision and positivity. The energy and culture of dōTERRA really shine true on these platforms. It is not easy to describe it. Only when you reach it will you know what I mean.

As leaders, we want to reach Blue Diamond because all of us essentially walk the same path where we can guide, mentor and help another. Let's be honest - Every rank has its own share of challenges. However, whichever rank you are currently at makes the previous ranks seem so much easier to reach. This realization allows you to help others succeed because you have gone through the same process.

### At this stage, what motivates you to continue building your business?

Touching lives is what drives me to build my business. Other than reaching out to more people to help them get healthy, what drives me daily is to see the success of my team members. Getting my leaders to attain at least the rank of Diamond (if that is what they aim for) is what gets me out of my bed every day.

### How has this business changed your life?

The business has given me my life purpose. Though I loved my job before dōTERRA, I always feel empty and questioned myself about what to do after I retired. Now, there are no more doubts.



*"I have found something that lets me love my life even more"*

## Alan Tay & Coei Choo

SINGAPORE



“Begin while others are making excuses. Keep going while others are quitting”



### NO ONE IS EVER ALONE IN THE dōTERRA JOURNEY

One of Alan Tay’s favourite quotes is from Billy Cox. It goes like this, “Begin while others are making excuses. Keep going while others are quitting.”

Alan feels that he has learned more things in his five years in dōTERRA than he has had in his first 30 years of life. If anyone wants to start his or her dōTERRA journey, Alan will be the first to tell you it is not an easy road, but a very fruitful one. He believes one’s life will be turned right around, and one will appreciate and live a healthy life, enjoying the financial freedom and the availability of time to spend with loved ones.

When Alan first started his dōTERRA business, he was fortunate to have 15 enrolments in the first month, but that meant he had to be responsible for the 15 people who were willing to be open and to follow him on the dōTERRA journey. An example of a challenge was when Alan had to order his products from the US before the local offices were opened, ship them to Singapore, then hand-carry

them to Malaysia for his members.

He is amused when he recounts that he had to consciously avoid going near people when he had his heavy backpack because if anyone came near him, he was in danger of toppling over at the slightest touch.

Although times were tough, Alan never once doubted dōTERRA, its culture, the products, the business decisions and the marketing plans because he knew in his heart those were right. True enough, Alan is where he is today, achieving his first dream as a dōTERRA Diamond leader.

Alan always tells his teammates, “We are all friends and family in dōTERRA. We learn new things, face challenges, grow and become wiser together. No one is alone in dōTERRA, regardless of culture, colour, gender, or even country.” With a belief this strong, it is no wonder he has his team’s trust.

## Candy Ong

MALAYSIA



Candy witnessed first-hand the amazing benefits of the dōTERRA essential oils and found that the potency of the products spoke for themselves. She personally started using the essential oils daily and kept the bottles on her wherever she went. It was her unwavering passion and strong belief in dōTERRA that piqued the interest of friends and family, who started asking her about the company and the products.

That was then, and now, Candy is more than thrilled to see more and more people joining her team to share about dōTERRA products. She feels that she is fortunate to have a great upline and mentor, Blue Diamond Annda Lee, and a group of leaders who are selfless in their support and guidance.

Candy also believes in learning, growing, and improving herself every day. The more experience she has, the more competent and skilled she is. Candy’s responsibilities are vast. She attends the company’s events, she seeks to understand and to support the company’s initiatives and overall direction, she makes sure she takes care of her team members and customers, and she constantly seeks to improve herself. All of these are not lost on her team members. Candy influences them in that they too become better, act with more determination, and are more committed.

Everyone has a dream, and Candy is no different. She professes that dōTERRA brings her hope. She loves to travel to different countries and to discover new cultures – and she is working hard toward that. Candy is determined to find success in dōTERRA. Even with her many hats as beauty entrepreneur, wife, mother, and daughter (her mother lives with her after her father passed on), Candy strives diligently to manage her work and her time; she is assiduous about balancing her work life with her family life. Clear communication to her family about her schedules and plans are a must. And it is not so different to how she balances the many aspects of work in her team because Candy treats her team like her other family. She fosters positive relations and ensures she is effective in her business communication and interactions. It is this mindset, coupled with determination that sets Candy apart.

“A balanced work and family life can set you apart”

### It’s All About Family At Home, and with the Team

It was the quality of dōTERRA oils and the company’s core mission that convinced Candy to start her own dōTERRA business to empower people and change lives.

One of the biggest challenges she faced was that she regarded her network as too small and she did not think she was good at socialising. She also initially struggled in sharing about dōTERRA’s oils. You would think that with all of that, Candy is not a good fit for dōTERRA. Now, she will tell you with nary a doubt that dōTERRA changed her life.

## Charlene Lu

SINGAPORE

### CARING FOR SELF, HELPING MORE STEP BY STEP

Charlene Lu's first experience with essential oils was when she was pregnant with her first child in Kobe, Japan in 2001. A nurse who also happened to be an aroma-therapist taught Charlene ways to utilize essential oils by diffusing them to help her relax and prepare for breastfeeding. Charlene's favorite oils during her pregnancy were citrus, lavender, and frankincense. It was only in 2004 that she decided to learn more about using essential oils for different purposes.

In 2009, when Charlene's entire family had moved to Beijing, there was an episode where her children came down with the flu. Her oldest child developed asthma and would cough many times at night before finally falling asleep on Charlene's lap. Her second child also had allergies, and therefore most of Charlene's time was put into taking care of her children. She tried various remedies from multiple medical professionals; however, Charlene had long forgotten about supporting her family's health with essential oils.

Things intensified in 2010, when her oldest son's asthma took a turn for the worse and her second son was hospitalized with a severe allergic reaction. A friend had recommended dōTERRA, and Charlene decided then to give it a go. Leveraging her knowledge of acupressure, she used dōTERRA to massage her sons and diffused oils every night. She complemented the medications that her children received with essential oils to support healthy immunity. Soon, they were on the road to recovery.

She feels that dōTERRA essential oils also helped support her youngest daughter's immune health. She started adding dōTERRA to her daughter's daily regime from two years old and felt that it helped to support her well-being. Charlene also believes in keeping her well-being on track and feels that dōTERRA is the reason behind it. Charlene is thankful to have found dōTERRA.



However, her work with dōTERRA has not been without challenges. She has found it difficult to maintain consistent contact with her team as her family has often relocated to different parts of the world, including China, Singapore, and the US over the past 10 years. She has lost members, but she has used various social media platforms to keep up with her team (WeChat, Line, WhatsApp and FaceTime) Sometimes, Charlene travels to China to meet with her team members to provide training and counselling because she feels responsible for their growth. Whenever frustration has mounted or there was a sliver of doubt, Charlene focused on her passion for essential oils and emphasized how she could serve others. She finds fulfilment in being able to help people with dōTERRA.

Charlene is convinced dōTERRA products are a natural form of therapy, and she is moved to share her experiences with people so that they, too, may benefit as Charlene has. She says that dōTERRA makes her want to share the importance of self-care: a balanced life, exercise, the use of natural forms of therapy like oils to improve one's health - all these make life much more enjoyable for everyone. Charlene's bottom line is to help people in however many ways she can.



## Cynthia Woon

MALAYSIA

As a business builder in dōTERRA, Cynthia Woon believes that it is important to learn, teach, and introduce people to essential oils. What is even more important to Cynthia is for her to lead and manage a team. This knowledge could only come about from her journey to Diamond where she faced many challenges and difficulties. As someone who ran a traditional business, it was a whole new world when it came to the dōTERRA business, says Cynthia.

One of the challenges was for Cynthia to understand the needs of her sharers and builders. So in order to do that better, she strived to show empathy, paid better attention, and tried to connect with them on an emotional level. She also stays in constant communication with her team so she can closely support them to achieve their goals.

At the start, although Cynthia knew next to nothing about essential oils, she believed in dōTERRA and persisted in the business because both she and her children had benefited from the products. Her first encounter with dōTERRA was the Oil Sharing Kit, where she used it to support her children's immunity health. She also used dōTERRA oils for stress relief and relaxation because she was a busy entrepreneur whose stress was causing insomnia. The products did wonders for her. What was even better was that it brought her closer to her children.

These amazing experiences increased Cynthia's confidence and moved her to take the first step on a journey to empower people to embrace change. Step by step, day by day, Cynthia kept learning and kept sharing with others her experiences. She reaped the benefits and eventually gained control over her life. She is grateful to dōTERRA because it changed her life and has allowed her to step up and become a leader. Cynthia is now able to stand on a stage and be recognised. dōTERRA gives her the opportunity to meet and connect with incredible teammates and allows her to experience a type of freedom she has never felt. Her joy is beyond words.

It is an understatement but it must be said that Cynthia is inspired and touched by dōTERRA's mission to change the world one drop, one person, and one community at a time. The mission resonates with her heart and mind and she is determined to share the oils with the world and to empower people to make a positive change.



ONE STEP, ONE DAY, AND ONE HEART  
TO EMPOWER PEOPLE TO EMBRACE  
**CHANGE**



## Derek & Ncsanda

MY FOUNDER, MALAYSIA



### FINDING JOY AND LOVE IN THE JOURNEY

“Closer Family Bonding, Better Health & Love is the resultant from the Journey”

Ncsanda Wong believes that ‘Life is a journey with many ups and downs’. It’s full of surprises, from joy to sorrow and opportunities to challenges. When faced with challenges, she embraces it head-on and breaks it up into manageable problems. She will have with her various solutions to address these different problems.

Amidst these challenges, there are a bountiful of opportunities while sharing dōTERRA oils. The opportunities to meet new friends require her to acquire a keen eye in identifying and differentiating a user, a sharer of the oils or a builder of the dōTERRA business.

Through Ncsanda’s journey, she has two lessons to share. One of them is to inculcate a positive mindset as a leader. She is fully aware that every individual has his or her expectations and ‘baggage’. She trains them to think and stay positive because the right mindset will resolve the most challenging obstacles. It will help us be innovative and to stay on course in our business.

Knowing to prioritise and learning to let go are key lessons she picked up in her journey. Ncsanda will provide pointers and collaborate to prioritise the activities with her leaders. She will be always watching over them to support and coach them when they need her. She is not one who shares half-heartedly, but

puts in her heart and soul in sharing and training her leaders. Nonetheless, she also knows when to draw the line to empower her leaders to grow. Providing empowerment and trust in your leaders will nourish motivation and innovation for better growth.

For diamonds in the rough, she holds discussions and develops a plan tailored to each leader. This is in addition to holding 1-to-1 sessions and training workshops to educate the potential leader in product knowledge and service offerings. In these sessions, she will strategize and customise programmes so that there are opportunities to build their business. Ncsanda will look out for the knowledge gaps and provide on-the-job or online live training to build their self-confidence. As Ncsanda says, ‘Teach a man how to fish and you will feed him for a lifetime’.

The journey with dōTERRA is tough, albeit rewarding. That’s why quitting has never crossed Ncsanda’s or her team’s mind. They feel that the company’s principles of giving back to society via Healing Hands align with their life goals. dōTERRA has also given to Ncsanda and her team in other ways. They now have precious time to bond with their family and children.

She knows now that dōTERRA is not just offering essential oils to the family and community but LOVE – something Ncsanda believes will last a lifetime and applies to all of us.

## Janice Goh Soo Boey

MALAYSIA



## Start With a Heart for Sharing, and Everything Else will Follow

“Treat the business as a business for sharing, and you will reap the rewards”



Janice Goh was introduced by a friend to dōTERRA essential oils. She bought a few bottles without knowing any of the benefits that came with them. At that time, Janice thought that these bottles of oils were ones that could be easily purchased from any store. Little did she know that her thinking would change after using the dōTERRA oils.

In a nutshell, Janice was amazed by the potency and all the benefits that came with her dōTERRA products. She is now convinced about their efficacy and is passionate about sharing her experiences and knowledge of the oils.

Right from the start, Janice never entertained the thought of starting a business of her own. She still does not treat this as a ‘business’- business of sorts, but instead, she focuses on sharing because she believes earnestly that sharing her love (for the oils) is the only way to grow. Janice’s intention is to help

people to improve the quality of their lives through the goodness found in the essential oils. The beginning saw Janice not knowing the reward system nor the business plan. You could say that Janice unknowingly ‘fell’ into her rewards. She simply and honestly shared about dōTERRA products and reaped what she calls her ‘extra income’. However, after that moment of enlightenment, Janice decided to learn more about dōTERRA and sought out more information wherever she could.

Now, Janice is firm in this belief – in dōTERRA, great businesses do not start with a plan. It starts when you share, and sharing will open to you a whole new world of opportunities. The foremost quality Janice is certain one should have is to really love what one does. “If you love it, you will do it well. There is no success if you do not do well at what you are working at.” Wise words indeed.

## Jenny Wai

MALAYSIA

### WE NEED EACH OTHER TO GROW THE BUSINESS BESTIES, UPLINE, DOWNLINE, FAMILY



If anyone were to ask the hard question – Who is Jenny Wai? The answer would be short and simple. Jenny is a survivor of life.

Prior to dōTERRA, Jenny lived a hard life. Her earnings were just enough to pay for the living expenses. There was no way she could stop working no matter how fatigued she was. As a mother, her heart was especially torn when she had to leave the care of her son to a nanny because she had to earn a living. Sadness and guilt was the norm until Jenny met Henry Fong. He came at one of the most difficult times in her life, and he was constantly encouraging and supportive. He also brought dōTERRA into Jenny's life. That was a major turning point because from then on, everything changed.

In the past, Jenny always felt great pressure from every aspect of her life and she ended up being hormonally imbalanced, moody, overweight, and she suffered from amenorrhea (the absence of menstruation) for almost 16 years. However, thanks to dōTERRA's essential oils, Jenny's conditions improved in just six months and she was empowered to take back control of her health. The newfound confidence she had in dōTERRA was what drove her to start her business.

There are many hurdles along the way although Jenny is fully aware that it is never easy to embark on a new business. The first was a spouse who was not fully supportive because of the little time the couple had together due to their financial stresses. So Jenny dug down, and hung on to her belief that dōTERRA will empower her to achieve her dream. She worked hard and she built her business. However, Jenny was never alone. She is thankful for those she calls her, "Besties" who support her unselfishly and unconditionally so that she is able to sustain the growth of her business.

As someone who is down-to-earth, Jenny knows that conflicts and arguments are unavoidable in a team because everyone comes from different cultures and backgrounds. Personally, she does not focus on negative feelings but instead concentrates on what she can do about a situation and how she can create a positive environment so that everyone is still

on board and is still driven to work toward the targeted goals.

Only after a year of building the dōTERRA business, and with a steadily growing team, was Jenny able to generate sufficient income to cover her household and living expenses. Her husband has also benefited from the use of the essential oils and he has begun to accept and respect Jenny's decision and foray into this area of work. Things are looking up for Jenny, and she is ever so grateful to have an awesome mentor, a fantastic upline, Henry, and amazing best friends and team members. She readily admits she could not be where she is today without any of them.

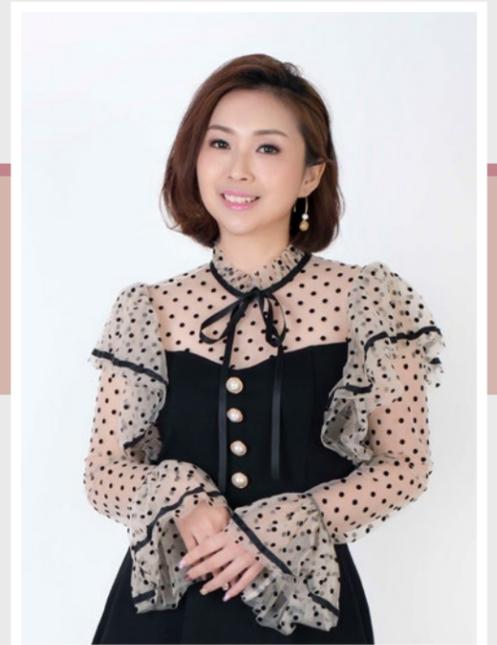
**"To succeed, be realistic about what you want to achieve and all the possible obstacles"**



## Kweenie Ooi

MALAYSIA

### Working Hard in dōTERRA Gives Me MORE Time with My Family



It was a very different story for Kweenie Ooi before she started building her business with dōTERRA. She had never needed to go outside her comfort zone, and never needed to do any other activities she was not used to doing prior. Now, she faces all her challenges head-on and approaches her work with determination and gusto. At every turn, Kweenie takes the opportunity to grow ever more independent.

For Kweenie, the team must consistently feel that their leader is approachable and that there is always harmonious and effectual communication with one another.

However, Kweenie recognises that she is not alone. She always practices a working culture of friendship and mutual trust with her team. This is so that everyone feels at ease in this sort of an environment. This is the key to how the work becomes efficient. Kweenie is also someone who will always remain open and welcoming regardless of whatever positive or negative situation her downline is facing. Problems can then be solved together.

On a personal note, Kweenie never feels like she has had to sacrifice much in order to build her business in dōTERRA, contrary to what many people think. Her belief holds strong that she and her team must look at dōTERRA and build dōTERRA as if it were one of their hobbies. This way, one will not feel pressure and stress at needing to do the work, but one will instead feel love for what they are doing. The opposite is true; if working for dōTERRA is devoid of interest and passion, then one will not feel like putting in the effort and time required.

Speaking of which, Kweenie always ensures she puts time aside for her family and friends, and not forgetting about time set aside for herself. She does not ever compromise on that. This turned out to be easy enough because, to Kweenie, dōTERRA is a family-oriented business. It is one of those rare times where one can think and also do it all. In fact, after she started her work with dōTERRA, Kweenie feels that she has even more time now to meet her friends, handle her family matters, and to enjoy a balanced lifestyle.



## Lee Shiao Tao

MALAYSIA



“IT IS ONLY WITH THE CHALLENGES OF LIFE THAT YOU CAN RISE UP FROM THE DEPTHS TO GREAT SUCCESS”



## ONE STEP FORWARD EACH DAY WILL BENEFIT THE BUSINESS IN THE LONG RUN

Sometimes, people ask Shiao Tao how she has achieved so much in her life. Her answer is that the achievements come from experiencing numerous challenges and failures on a long journey. There were many things that hurt her but she knows they are a necessary part of growth and life.

When she first started using dōTERRA oils to help support her daughter’s immunity health, she had to order products directly from US because there were no offices yet in Singapore and Malaysia. It would take Shiao Tao more than a month to acquire the products due to the issues with customs, penalties, etc. She also ended up paying more than what she should have.

Shiao Tao was introduced to dōTERRA by her upline but the latter lived abroad, so there was very little support for Shiao Tao. She thought of quitting but then realised that the essential oils did actually help people live a life where they felt better. So it was only after three years of using the oils herself that Shiao Tao started sharing about it to her neighbours and friends. She started with them because her knowledge of the dōTERRA products, the culture, and the business were limited. She took a long time to learn it all but she eventually did.

When dōTERRA announced the opening of the Singapore office, Shiao Tao had just decided to be a builder. The meetings she attended there helped pushed her to be more committed and strengthening her belief that as long as she persevered, she will succeed. That was then, and now, dōTERRA Malaysia has an amazing team to support Shiao Tao’s team and area growth. For that, she is grateful.

Prior to dōTERRA, Shiao Tao was a stay-at-home mother. Now, she is a dōTERRA business builder and housewife. She feels like a different person, empowered by the company and perfectly capable of balancing family and her career. She manages this by planning well. It helps too that she has a husband who supports her decision to join a business that is meaningful to her.

Shiao Tao’s confidence and belief in dōTERRA has further fuelled her passion to help others through the sharing of knowledge of the essential oils. She always tells herself that she can do a little bit better than the day before; these small but positive steps forward benefits her business over time. What Shiao Tao tells her children is something similar – dōTERRA is an amazing company and when they grow up, she hopes they too will bless the gift of the earth to others, and that they will continue to empower people to change the world one drop, one person, and one community at a time. This is a truly fulfilling experience.

## Ling Kuok Ee

MALAYSIA



Ever since she joined dōTERRA, she has fallen in love with the oils’ aromatic qualities and has reaped their amazing benefits. It has become a habit for her to use the essential oils every day and everywhere she goes. Over time, her friends’ and family’s curiosity were piqued and they asked Vanni what exactly was she using.

When Vanni embarked on her journey to share about the essential oils, there were many touching stories that abound. One that moved her most was when in 2019, her neighbour’s child was having a health issue. The doctor’s advice was to encourage to “be close to nature”. Vanni recommended the oils to her neighbour and they helped support the child’s health.

## CONNECT WITH PEOPLE HEART TO HEART

Helping others in need is not only a responsibility of life, it is what gives meaning to Vanni’s life. This passion has made her want to learn more about dōTERRA essential oils. In dōTERRA, Vanni feels blessed to have a group of partners who are more family than business associates because they complement and support each other. She remembered that Dr Hill said that the most precious value of essential oils is everyone’s experience. Therefore, Vanni believes that she must create a knowledge base of oils so that she can empower her customers. She strives to put herself in the other’s shoes and to show him or her empathy, passion, and care – empathy to her being the most important. To Vanni, connecting with people, heart-to-heart, means that, “the resonant frequency is strengthened and amplified”.

Translated from Mandarin, there is a saying that goes like this – ‘It takes a strong fish to swim against the flow, because only the dead fish go with the flow.’ In the face of adversity, Vanni always remembers to fight with courage and with strength. She knows that life is never going to be smooth-sailing and that there is nothing to be ashamed of when one loses. The most important thing after a perceived failure is to stand up, again and again. “We can’t choose where we come from, but we can control our fate,” Vanni says determinedly.

Vanni is realistic. She knows that along her dōTERRA journey, she will experience difficulties, frustration, and even rejection. Her success and failure depend on her determination and courage to dream, so she has chosen not only to dream, but to also plan and act. She knows success will find her as long as she keeps reminding herself of what she wants in life, and is persistent in working toward it.

## Lomax Ang Choon Yee

MALAYSIA



“The power of the team comes from empowering others, and to be empowered”

Lomax Ang’s personal experience with dōTERRA essential oils is straightforward – he loves the oils and they have empowered his family to live healthily.

In the past, Lomax learnt that it was OK to go through life at his own pace but things changed when he started his dōTERRA business, something he never thought he would be doing. Although he was someone who never gave up once he set his mind on something, he did feel the strain as he was untrained and inexperienced in the direct selling. He learnt the hard way that “teamwork is dream work”.

Lomax learnt that in a team, conflict is very much inevitable as everyone has different viewpoints and perspectives. He had difficulties understanding and managing different members of his team, to the point where he even thought about quitting. However, he was fortunate that during the time when he felt lost and confused, he met many amazing individuals, mentors and Taiwan uplines like Monica Lin Hsiung, Kai Hsun, Pei Ling, Chih Jen, Tsai Man, and many more who gave him lots of encouragement and advice. Lomax is thankful to all of them for guiding him along his way to the rank of Diamond. He is also grateful to all the people he met and the Team On partners. It is through their continuous support that his own team has become stronger. Lomax is deeply touched by the outpouring love and support from his family. He promises one and all he is appreciative and will move forward with gratitude in his heart.

Lomax feels that it is through dōTERRA that he learnt that teamwork is important because it promotes an atmosphere that fosters friendship and loyalty. Since then, he has actively collaborated with his team to organise activities to share his personal experience and knowledge of essential oils.

### KEEPING A STRONG SENSE OF GRATITUDE AND APPRECIATION



Lomax has had to overcome his internal self-limitation. He has started stepping outside his comfort zone to understand others’ needs and to lovingly lend a helping hand. He has come to recognise the individual differences among his team members and now knows for a fact that communication is crucial in keeping everyone engaged. Lomax is firm in his belief that to be a truly powerful team, every member should be empowered, be able to empower each other, and to feel valued in the group. Lomax is deeply thankful and blessed to have an awesome team.

## Max Lee

MALAYSIA



‘ JUST DO IT  
SINCE ONE CAN’T EXPIRE FROM IT! ’

“HAVE AN ‘EMPTY GLASS’ MENTALITY, SO THAT YOU CAN LEARN AND RELEARN IN ORDER TO BE SUCCESSFUL”



It might sound slightly shocking at first, but the motto, ‘Just do it, since one can’t expire from it!’ has been Max Lee’s motto since he started his business in dōTERRA. Before that, Max was working in various sectors and held different jobs - until he discovered the direct-selling industry. It is the one thing he professes to have injected excitement into his life.

Max’s journey is one of learning. Previously, he worked in insurance, telecommunications, and even tourism, and he thought that it was going to be a breeze to succeed in dōTERRA since he had a plethora of experience. He soon found out pretty quickly how mistaken he was, but he never gave up. Max pushed on, learning and re-learning, stumbling and picking himself up. The taste of success was all the sweeter every time he overcame a challenge.

Max’s journey is not a solo one. He has a team which always strives to keep the unity and harmony. Encouragement and motivation are the norm, and Max feels blessed to have been given opportunities to attend various dōTERRA events. There, he treasures meeting individuals who are more than willing to share their stories.

The one thing that Max has gleaned from all these encounters are that these individuals are simply ordinary

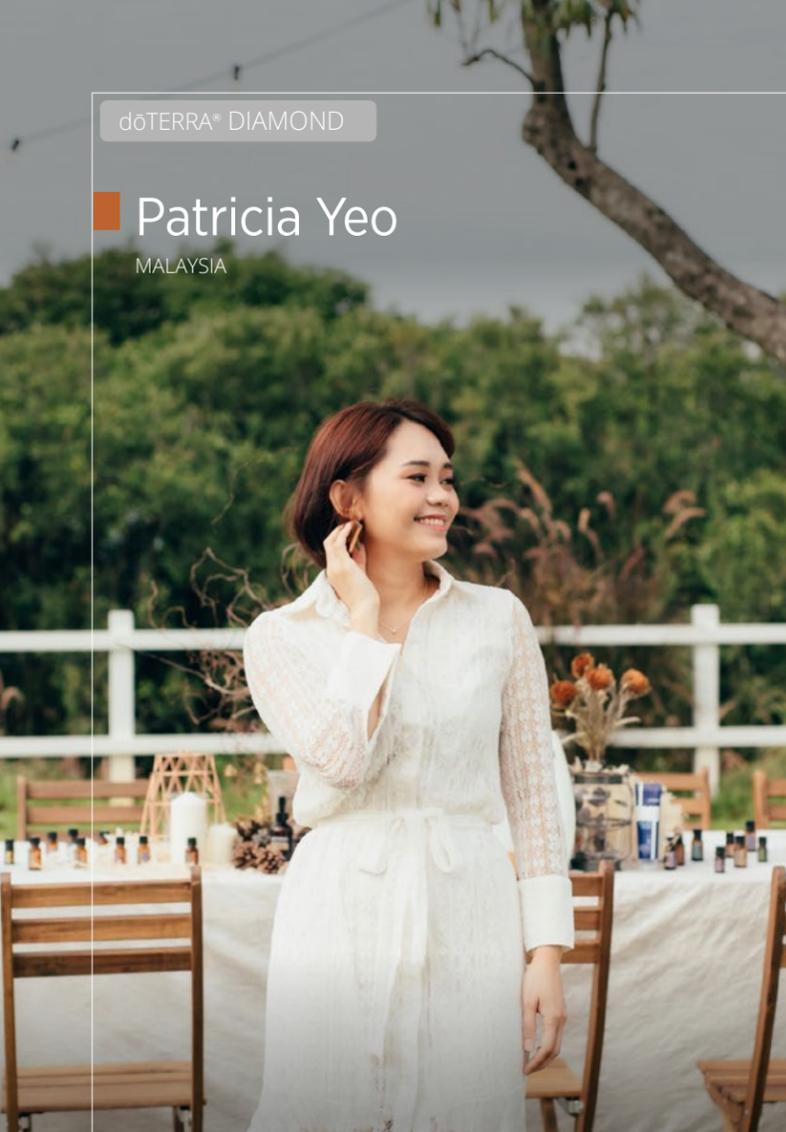
folks who have done well for themselves. It is all about persistence, resilience, and having a generous spirit of sharing the love with others. Once Max discovered that he was over-relying on his past experiences, and all he had to do was to have an ‘empty glass’ mentality, he could then start afresh and start reaping the successes that were previously eluding him.

For Max, the basis for everything was the company – he feels dōTERRA is the best company he has ever come across, and that his team members are wonderful, friendly, and attentive. With people such as these who have Max’s back, it is no wonder that he set his goal for Diamond in 2019. Max feels that to advance in rank is a must and he communicates that to his team so that one and all are working toward the same goal and headed in the same direction.

Max is unfazed even as he faces the truth about the journey in achieving his dreams. He might be scared or have to make difficult choices, but he resolutely says, “So what?” Indeed, it is just a shorter version of his motto - ‘Just do it, since one can’t expire from it!’

## Patricia Yeo

MALAYSIA



**THERE IS ALWAYS MORE THAN ONE WAY TO SOLVE A PROBLEM**

*“It is only through teamwork that each member supports and motivates another”*



As a leader, one of the biggest challenges that Patricia Yeo faces are builders who might be dissatisfied and are unwilling to cooperate with the team. In order to resolve this, she always makes the effort to spend time to listen to the unhappy persons and to allow herself to learn from the experience. Patricia is fully aware, however, that there is no one single ‘best’ solution, so she makes sure she is open to learn, re-learn, and to improve herself along the way.

It is just part of any journey that there are mistakes, and there was an incident once when Patricia was facing a challenging situation where she reacted hastily and thus was perceived as being aggressive. Now, she is more patient and tries to understand any situation in its entirety so that she can handle it with thought and care.

With her team, Patricia always holds a meeting once a month with all her members. For those who are further away, she holds video calls. Her team will attest to Patricia always asking them why they love dōTERRA, and what they want to do in their lives with dōTERRA. That is because Patricia is adamant that she gets to know her builders well, and to ensure she understands what they truly want to achieve in life. Through much sharing, everyone in the team is brought closer, and through communication, Patricia passes on her experiences in order to instil confidence in her members. One of the oft used ways she builds up her team is to acknowledge a problem, come up with a strategy, and then to solve it together.

Patricia believes that her builders and clients are her rock, especially when she feels moments of loneliness and helplessness in her journey. There have been times when Patricia received warm and heartfelt messages from her clients, thanking her for introducing them to the dōTERRA essential oils.

All in all, Patricia is grateful to her builders because they are committed and often stay later than they should for appointments, and never miss an opportunity to share about dōTERRA. She is also motivated by her other support system, which comprises of her parents, who support and care for her wellbeing and are understanding about her struggles in the business. Patricia has made a promise to herself to never let them down. You could say, her business is more family than business, and that is how one thrives.

## Piteulia Foo

SINGAPORE

### Life’s Philosophies Applies to All Aspects of dōTERRA Work

*Teamwork, dream work, and doing it all ... together  
Life is a discovery, giving, receiving, and rhythm*



For Piteulia Foo, she always looks upon the bigger picture and has a philosophical take to almost everything. In essence, she looks at everything from the perspective of ‘life’.

#### “Life is a journey of discovery.”

It is fundamentally how Piteulia experiences the beauty and benefits of dōTERRA essential oils - this journey of learning and the discovery of the empowering and transformative essence of the gift of the earth. Piteulia is adamant that the more she knows and experiences, the more she is able to share with others.

She acknowledges she has a wonderful team and uplines, and is extremely thankful to Bryan and Maria Chew, Mr Khor and Angie, and Allyse and Patrick Sedivy. All these people have generously made available their time to assist and advise Piteulia and her team. Her husband would be the key person to thank next to God, for he has been the most supportive in her life! Patrick would always give timely and important advice and give her the time and space she needed. For Piteulia, husband-wife partnership is vital for growing a healthy dōTERRA business. Piteulia gives thanks to all her uplines for their commitment and dedication to the team even when the uplines themselves are stretched to the maximum.



#### “Life is about giving and receiving.”

Piteulia believes that the more we give, the more we will receive, and the more we receive, the more we need to give. Piteulia’s principle is to show genuine care and concern to people around her. Piteulia feels that natural solutions can help others in health issues. She feels that she is being entrusted to share her experiences in oils, and more importantly, to serve more people.

Leadership is about influence, and everyone has some form of influence. Piteulia postulates that every team member has their own gifts, talents, and different styles of communication. Instead of being divisive, all of these encourage mutual support, each helping to fill in any gaps even as the team as a whole contributes to the vision the group has set. As the African saying goes, “If you want to go fast, go alone. If you want to go far, go together”.

#### “Life has priorities and rhythm.”

Piteulia is no stranger to managing her time, resources, energy, and health. With that, she is then able to master the ‘rhythm of life’, when one focuses one’s energy, passion emerges. Having vision means that there is clarity to what one deems the purpose of life. Thus, with both passion and vision, one will find joy and satisfaction in the journey to fulfil one’s life mission.

To Piteulia, everything on earth has a purpose; everything is created to solve another problem. We will reach another level of achievement when challenges and obstacles are overcome. As a leader, Piteulia confronts problems and tackles them head-on. She puts it aptly, “Teamwork makes for dream work. Alone, we cannot, but together, we can.”

## Raymond Pan

MY FOUNDER, MALAYSIA

### STABILITY IS KEY, AND A STRONG FOUNDATION SUPPORTS THAT

Raymond Pan has it all. He has 25 years of experience in the healthcare and network marketing industry; he is an entrepreneur managing multiple businesses, and he owns a skincare company and a Japanese healthcare wholesale business. However, before he joined dōTERRA on the last day of 2015, his health had deteriorated day by day due to being severely overworked. Angie Ng, his current upline, was the one to introduce Raymond to dōTERRA. Soon after using the oils, Raymond regained his health as well as the quality of his life.

Then, with the confidence he had in the company, he was driven to share the amazing products with his friends. Surprisingly, they joined dōTERRA as well. Soon, Raymond's team grew rapidly with the support of Angie. Raymond is honest that in the beginning, he had very little knowledge about essential oils and he is extremely grateful to Angie for her constant guidance. He professes he would not be where he is now without her.

However, it was not all a bed of roses. In the first eight months in dōTERRA, Raymond did not take the initiative to understand the company and the products. He also did not put in enough effort working with his team. It was only until August 2016 when Raymond attended a seminar organised by dōTERRA in Hong Kong that he was excited and inspired by the wise words of the speakers. He decided then to make an effort to understand the company and the business plan better.

Raymond is honest when he says that he feels he is lucky to have advanced in rank to Diamond because the market potential is huge and it appears that few have heard of dōTERRA essential oils. With committed team members, Raymond was able to quickly build his business. Soon after, however, he had to slow down in his dōTERRA work because of his clinical research projects. Nevertheless, he says he was very happy for his upline, Angie, and his downline, Winny Yeoh, when they became the top leaders in the Southeast Asia market during that period.



2020 is a brand new year for Raymond. It is also the year that he feels most gratified. His research projects are nearly completed and he is excited to relaunch his dōTERRA business. There is one thing you should know that has never crossed Raymond's mind – he has never thought of quitting dōTERRA, and he has never regretted any decision he has made in the business. His past twenty years of experience in the network marketing industry has taught him that stability is the key. If the foundation is weak, it is akin to a high rise building that has collapsed due to structural failures. Thus, the first thing Raymond is going to do is to build a solid and strong team.

He knows that that is not easy at all. His advice is that if one is feeling tense, it will give rise to anxiety, and the latter will spread easily to others in one's network. This is why Raymond always reminds himself to stay relaxed and calm in order to maintain clarity of mind so that he can focus on leading his team. He is also very clear that he wants to follow in the footsteps of his leaders, Angie and Winny, and to achieve his goals in dōTERRA. Raymond feels that the rising popularity of dōTERRA in the global market has opened up many new opportunities and he has made all the necessary preparations to be ready to seize the opportunities that are bound to come along. In a nutshell, Raymond knows that as long as he keeps moving forward, he is sure to reach his desired destination.

## dōTERRA® SE ASIA WELLNESS ADVOCATE

# Recognition

CURRENT AS OF FEBRUARY 2020

### DOUBLE DIAMOND



FOUNDER SGMV

ANGIE NG

PRESIDENTIAL DIAMONDS



FOUNDER SGMY

LAM YEE MUN & STANLEY HO



FOUNDER MY

WINNY YEOH

BLUE DIAMONDS



FOUNDER MY

ANNDA LEE



FOUNDER SGMY

BRYAN CHEW



FOUNDER SGMY

CHOK SIN EE



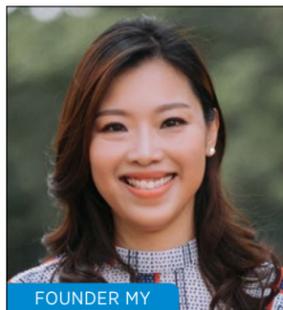
FOUNDER SGMY

CHUA HONG LEONG & LAW SHU LI



FOUNDER SGMY

ELIZABETH HO



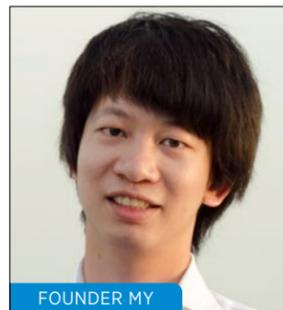
FOUNDER MY

FOREST CHEW



FOUNDER SGMY

HENRY FONG



FOUNDER MY

JOSHUA ANG DUN XIN

BLUE DIAMONDS



FOUNDER SGMY

LEE SEANG LOOI



FOUNDER MY

LIM MIAN FOO



FOUNDER MY

PAULINE TEY



FOUNDER MY

STEVEN OOI & HO MEI LI



SUMMER TAN

DIAMONDS



FOUNDER MY

ADAM ONE FAMILY



ALAN TAY & COEI CHOO



CANDY ONG



CHARLENE LU

DIAMONDS



CYNTHIA WOON



DEBORAH WONG & FABIAN TAN



FOUNDER MY  
DEREK PHANG & NCSANDA



FOUNDER MY  
DR. TAN KUI CHIN



FOUNDER MY  
FOO SIEW PING



JANET KANG



JANICE GOH



JEN TAN

DIAMONDS



FOUNDER SGMY  
LIU WENHUI



LOMAX ANG CHOON YEE



MAX LEE



FOUNDER SG  
MICHELLE YONG



JENNY WAI



KWEENIE OOI



LAU C HUN



FOUNDER SG  
LEE ENG KIAT



FOUNDER SG  
NICOLE TAY



PATRICIA YEO



PITEULIA FOO



FOUNDER MY  
RAYMOND PAN



FOUNDER SG  
SANDRA LEE



SHELLY TAN



FOUNDER SG  
SRI MULYADI & PAUL FILMER



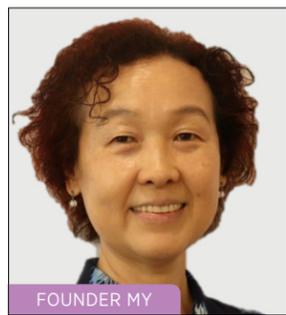
VICKY CHANG



FOUNDER MY  
LEE HUI LING & NG SAY LEONG



LEE SHIAO TAO



FOUNDER MY  
LIM BEE YONG



LING KUOK EE



WILFRED LOH

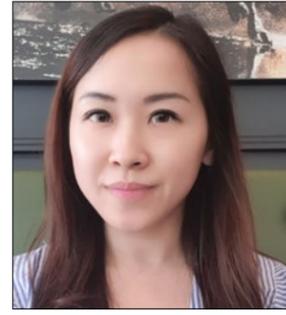
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ANGELINA



ANGIE ONG



APPLE YONG



CHIN CHEW LIAN



CHRISTINE GUN



CHUAH SAI PEOH



DENNIS KOH



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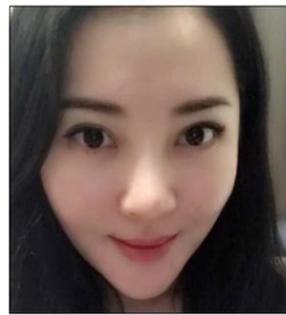
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FOUNDER MY

JOVIN TAN



KEE MIAN CHAI

PLATINUMS



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PAULETTE JOY GO



RONA DHARMALI



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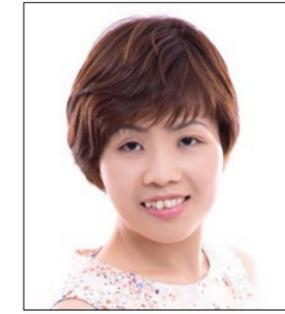
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VECUS & VIVIEN



WONG BEE KIM



YVONNE CHEAH

PLATINUMS NOT PICTURED:

CHEW PEK YEE  
HOE CHI HWEI

LEE QIAU ROU  
YEOH JING LI

RECOGNITION IS BASED ON THE MAXIMUM RANK REACHED. RECOGNITION IS CURRENT AS OF FEBRUARY 2020

GOLDS



ANDUS LOW CHING AN



ANG CHOON CHEAK



ANGELINE VELOSO ROSALES



ANGIE TEOH EAN KHENG



ANN LOY



ARENA WAN



CARMEN TAN



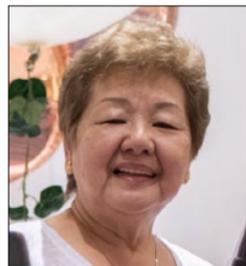
CAROLINE & ROBERT HUYNH



CHERRY LIM



CHIA PEI SHAN



CHIN SOON KHOON



CHUAH AH TEEN



CHUAH YEW YEAP



CLAIRE LAU



DAISY LEE



DAVID YAP NIEN SUNN



DENNIS TAN



DERRICK KOID WAH SEONG



ELAINE PHUA



EVA TEOH



GAN CHOON LIAN



GOH SUAN CHIN



GRACE NG CHEE WEI



GRACE PHOON



GRYNN CHANG

GOLDS



HILDA LAU



IKE YUANITA



IRENE LEONG



IVY LOH



JACY LIM



JANICE CHOO



JASMINE ALIYA HO



JASMINE TAY



JAYNE HEE



JENIFER CHONG



JENNY LIEW



JENNY LOO LAY YEO



JOYCE LAW



JUNE SIM



KAREN CHANG



KAVITHA KOLANDAVELOO



KONG HUNG GEOK



KONG HUNG PUI



KONG JIA LING



KWANG KHAI H'NG



LEE CHAN YUEN



LEE CHOOI LIM



LEE EAI LUAN



LEE SAI GUAT



LEE SEOW YUN

**GOLDS**



LEE SIEW BEE



LEE SZE LIN



LEW YOKE MIN



LIM BEE HA



LIM CHIN YIN



LING XI YUIN



LIRON HEE



LOKE CHANG CHIN



LOO ZHI QING



LOW CHAI ENG



MANDY LOH



MANSON SOO



MARCUS YEO



MELMEL HUI



MICHAEL TAY



NG CHING HWA



NG CHOON CHOON



NG SIEW LEN



NICOLE TAN & SHERWYN CHEW



ONG POH CHIN



OOI LEE YIN



PAULINE YEO & VINCENT KANG



PEARLY WONG KAH PUI



PUNG HUI HONG



RAISA ESPARTINEZ

**GOLDS**



REGIE PASTERA MENDOZA



ROSALIND LIM



RACHEL LIM RUI QI



SEAAAN YEW



SEOW BEE EAN



STEPHANIE YI



SYLVI AGUSTINA & TANDRIADI CHANDRA



TAN CHEW MOOI



TAN SHEAU LING



TAN SUAN BEE



TAN THEAM CHUN



TAN THENG HAN



TEOH QI YI



VINCE LEAN



WONG SIONG BING



YASUKO & TAKAMORI UETSUHARA



YIT LI LING

**GOLDS NOT PICTURED:**

ANG CHANG MIN  
BRANDON CHEW  
CHEANG POOI SAN

CHIN KOK FENG  
CHOI HAR LIEW  
KONG SIEW KEN

LAW KUNG PUI  
LEE YOON FOON  
MAH SU YIN & LIOW LYE JUE WILFRED

MICHAEL CHAN  
NG SEOK LAN  
TEY CHIN LIAN & TEY CHUI LIAN

RECOGNITION IS BASED ON THE MAXIMUM RANK REACHED. RECOGNITION IS CURRENT AS OF FEBRUARY 2020

**SILVERS**

ADDY CHANG	BRENDA CAM	CHU PING LEONG	KONG CHIH WEI
ADELIA HARIYONO	BRENDA YONG	CHU YUN SANG	GEOK PING CHIEW
ADELINE CHONG	BRYCE CHEE	CONNIE LIM	GINNY LENG
ADELINE WONG	BUSERA ABDULLAH	COREEN KEH	GINNY PHANG
AI KIONG CHIEW	CALLIE NG	CUNMIN LEE	GLOBAL NETWORK PTE LTD ET
AI LIAN RACHEL CHAN	CATHERINE GUNAWAN	DAHLIA SURAPATI SASIANG	GOH CHAI YUN
AI SEUW LIM	CATHERINE KONG YII SING	DAI AN BIN	GOH JIN LIEW
ALAN TAN & JACELYN LOW	CHAN PEI LOO	DANCY LOH	GOVIND DASWANI
ALECIA FOO	CHAN YOKE GEN	DARYANTI SUTANTO	GWEN BEATRICE TEO
ALICE AU STEENSON	CHANG YI I-CHEN	DATO DR NOR S. KHAIRULLAH	HANISAH AZHARI
ALVIN TAN	CHARMAINE LEONG	DEVI A/L KARUPPIAH	HERE, HENG TUAN
AMANDA JONG XIN TONG	CHAU CHOK KAI	DING SIOK HUA	HII SIIK KING
AMY ANG	CHEE HOW LEOW	DIORELLA ROSABELLE LAUS	HO SOO YIN & GOH BOON YEOW
ANG CHE LING	CHEE KEAN WONG	DOMINADOR JR. & MAIRAVIC OFICIAL	HONG ENG LAU
ANG CHEE HING	CHEELING ANG	DOROTHY NG & VICTOR CHEN	HONG PING LEI
ANG WEE MING	CHEN KIAN LOY	DR. WAN JULIA	HONG WAN DARREN QUAH
ANGIE NG	CHENG MEE LENG	DUDY DUDY	HOOI LING CHIEW
ANITA LAM FONG MEI	CHENG SIONG LIM	EDAMAN ZAINAL	HOOI MUN WONG
ANNA HONG	CHEONG JUN LI	EDLYN PALARA	HUANG MEI TING
ANSON ANG & AMANDA QUAH	CHEW KOI SEE	ENG HWA JESSICA LIM	HUEY PING TAI
ANTHONY YAN	CHEW PENG HOCK	ENG ZEE YNG	HUNG HOON TAN
ARIANNE AILIE DIZON	CHEW WENG CHUANG	EVOLUTION SDN BHD NCH	IRZA MARTINI ADINOTO
ASTRID SUSANTIO	CHEW YEAN LEONG	EVON LIM XIN YI	JAMES LIM
ASZARINA BUSU LEMAN	CHEW YEAN MOO	FAN HOO CHANG	JANE NEO
AUDRY	CHIA LIH CHOW	FANNY TAN	JANICE CHONG
AW DEREK	CHIN CHENG YEAN	FELICIA SIAW	JENNIFER PHOON
AW YAN TSUEY	CHIN CHOO NGO	FRAEDA SEOW	JENNY ONG
BAT KUAN TEH	CHING SENG NG	FRANCIS TEO	JIMMY AMAN
BEATRICE CHRISTIANAWATI	CHIOU ER CHEW	FRANCISCA GO MORAN	JIN WEN YEOH
BEE HONG TAN	CHONG LEE THENG	FREDERICK FOO CHERNG CHING	JOANNE KHAW
BEE KIM LORRAINE KHOO	CHOO SEOW MEI	FU YONGZHEN	JOHNATHAN CHENG & YING PENG
BELINDA LIM	CHOOI YUEN CHIN	GEE WAN YIN	JOON FAR TEO
BENJAMIN ROSAL	CHOON VOON CHONG	GEOK CHING TAN	JOSEPHINE GO
BONG KUI KIM	CHU CHIN TUAK	GEOK MING CHIEW &	JOYCE CHIA

**SILVERS**

JOYCE LOO	LAY SEE LINDA YONG	LOO YEN CHING	PAN, YOON POW
JOYCE LOW	LEE CHIA NEE	LOO YENG HIONG	PANG KEE BENG
JUSTINA NAR	LEE CHIEN UN	LOUISA GOMULYA	PATRICK FOO
KANG KEAT SEANG	LEE CHIN NYIA	LOURDES & RENE MASCARINAS	PAUL NAVARATNA SENEVIRATNE
KATHLEEN SENG	LEE CHOR YOKE	LOW ENG SUANG	PAULINE CHEN
KEE ENG WONG	LEE HUI THING	LOW HUM POH	PAULINE FOO FONG TING
KEE SOO LI	LEE LING JIE	LOW, KAH HENG	PEI FUN CHU
KELLY LIM LEW CHEEN	LEE MEI YEO	LYNN SD	PEMLA SAIGAL & RAMESH JAGGI
KHAW SHUENN CHENG	LEE SHI WEN & CHANG CHAY HONG	LYNNETTE TAY	PHAIK BOEY BOO
KHIA KIAT LEE	LEE SIOW HOON	MAGGIE LIANG	PHAIK HOON LIM
KHOO CHENG HOOI & YUEN TATT	LEE THEN POO	MARIA SHERLETTE LAUS	PHANG DE REN
KHOR BEOW CHOO	LEE VERN SHIH	MARICEL CUA	PHEY PHEY CHAI
KHOR SOOK FERN	LEE WAI	MARY JOAN LANDICHO	PHOY WOON VIVIAN LIM
KHOR YIE PING	LEE WAI LENG	MEI CHUEN HOO	POH POH PHUA
KHRISTIANNE BELTRAN PUNZALAN	LEE YUET PHIN	MELANY ANG	POH SOO MEI
KIM GUAN YEE	LEONORA LEONORA	MICHAEL HEALY	POWERTOP MARKETING SDN BHD
KIM HOE OON	LEOW YIH YIN	MICHELLE KEOK HUI TEH	PRIME STEEL RESOURCES
KIM HONG LEE & YEE LENG NG	LI TENG LEE	MICHELLE TAN	QIAU YING LEE
KIT KWEE LAM	LIBERTY TOLEDO	MOHNG NEE CHONG	QUEK KOK HEONG
KOAY LENG LENG	LIE PIK THO	NEO BENG HOCK	QUINNIE CHAN
KOH HUI SIM	LIEW KWAI CHOONG	NG CHIN NAM	RESOURCES MLM
KOH SIEW HUNG	LIEW POOI WEN	NG KHAI LI	RIANA XAVERIUS
KOK HONG LIM	LIEW SYUEH LING	NG KIM YEAN	ROGER TAN
KOK HUA LING	LILY AW	NG KOK PIN	ROMINA JOY DUMPIT
KOK KEN KONG	LIM CHWEE CHWEE	NG PIK FEN	ROSALIND TAN LI LENG
KOK SIEW LING	LIM DI YANG	NG SIAH FUM	ROSE LOW
KONG FUJ CHAU	LIM HOOI KHOON	NIKKO THALAWATHUGODHA	ROSY TANG
KRISTY CHAN	LIM KIM LAN	NOELLE ANGELICA POLACK	RUDYARD BUSCATO & REGGIL VILLASIS
KU WAI SEE	LIN KAH HUAY	NOVIANA DARMADJI	SAMANTHA SEAH
KWE CHIN PAN	LING KUOK ENG	ONG LEE LEE	SAMMIE SAN
LAI MEI AU	LING LING NEO	ONG SEOK CHIN	SAY BIN LIM
LAI YEE NG	LIOW PEI FONG	ONG SINE HOCK	SEE KOK LEE
LAM BEE MAU	LOH WAN QI	ONG YOKE MENG	SEE PUAY NG
LAU HEE PHAY	LOI LI CHIN	OOI KOK LOW	



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