

LEADERSHIP



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Introducing Presidential Diamond

Angie Ng

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?

Belief

In my journey of 28 months to become a Presidential Diamond in dōTERRA®, the most challenging roadblock was managing the leaders' expectations. It is even more difficult when they are all from different levels and backgrounds. Belief, therefore, has

played a very important role in my career — far more important than most people realize. To overcome leaders' expectations I always make sure that I work with them and focus on what they believe in. New members tend to find their 'belief' in the products and the company, while sharers and builders tend to rely heavily on believing in themselves. All these require me to adapt accordingly when working with different individuals.

6 Success Principles

Belief. Gratitude. Courage. Love. Commitment. Integrity



What do you think was an important factor to help you grow into the leader you are today?

Gratitude

Whenever it gets tough, people tend to feel the need to know that everything is going to be fine. To do so, they inevitably look to their leaders for motivation and encouragement. As for me, I came to a point in my dōTERRA career when I was not happy and could not figure out how to progress. Thankfully, my uplines, Allyse and Patrick Sedivy, were there to encourage and support me. They injected hope and positivity in me and kept me focused on my career. My gratitude towards them reminds me to always make sure that I am there for my downlines to provide encouragement and support.

How did you leverage on your strengths to achieve a specific goal?

Courage

My courage to share my vision with my leaders and work collaboratively with them to create and achieve their goals not only helps my team stay engaged, but also allows them to be an integral part of the organization.

How have you been able to lift or support your downlines? What insights into effective leadership did you gain as a result of working with your team?

Love

I believe that my support for my downlines comes through sharing my love for dōTERRA oils, and sharing how to use them holistically to benefit their family's health. I love helping others; there is a great joy in serving those in need. I want my organization to help the people for whom the members care the most, and I would love for everyone to be a part of that.



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?

Commitment and Integrity

In the 28 months before I became a Presidential Diamond, there was definitely a time when I felt exhausted and caught between family and work. However, I always remind myself of the commitment to my downlines: to empower individuals to take control of their health and wellbeing. I love the work that I do and the fruits of my hard work show with every phone call and email I receive from people who want to thank me for the positive impact I have had on their lives.

Introducing Blue Diamond CHUA HONG LEONG & LAW SHU LI

SGMY FOUNDER, SINGAPORE

Building your dōTERRA team is **AS SIMPLE AS 4 & 5**

"We are grateful for our uplines (Elena Yordan, Fred & Carrie Donegan, Nick Killpack, Rob Wilson, Justin Harrison and Eric Larsen), who believe in and support us.

We are grateful to our team leaders who trust us and join us on this journey.

We are grateful to our members for supporting us with their purchases.

We are grateful to the many dōTERRA® leaders who inspire a culture of caring and sharing.

We are grateful for our dōTERRA friends even if we are not on the same team.

We are grateful to dōTERRA for bringing the Gifts of the Earth to us and for inspiring us to attain greater heights!

We are grateful for the collaboration with our most capable local dōTERRA corporate teams, who take care of the million and one details for us.

"Thank you. Thank you. Thank you!"



For Hong and Shu Li, using dōTERRA is really fun and simple, and sharing with others is also straightforward. They feel that building dōTERRA helps them to become better versions of themselves every day. By reaching out to their key leaders, they in turn reach out to their leaders, and then to their sharers and loyal customers. They also say that it is a blessing to get help from their uplines. "Success in dōTERRA is truly a team effort – it will grow to include the entire family."

According to Hong, there are many reasons why people choose to join dōTERRA. Some people may join to help others benefit from using essential oils and products, others for the possibility of having their own income through the sharing of essential oils, while yet others may derive purpose and passion from witnessing those that they share with uplift themselves and live a better lifestyle.

In the previous 23rd US Leadership Magazine¹, Hong wrote on "Purpose and Passion", where he shared the three key mindsets (The Three Flowers) they planted in their minds as they grew to become Diamonds. In addition, they have decided to share their four steps to success and the accompanying activities.

Hong mentioned that building dōTERRA as a career is similar to having a business with a low start-up capital. There may also be a mentor to guide you along the way, be it locally or remotely. In addition, dōTERRA also offers an Empowered Success system that guides you as you build your organization. The key investment for Hong, is the time you need to invest in daily activities to build up the organization.

THE 5 DAILY ACTIVITIES

1	HAVE AT LEAST 1 PERSONAL CONVERSATION (face-to-face, video call, voice call etc.)	
2	GIVE OUT 2 SAMPLES	
3	OBTAIN 3 AGREEMENTS FROM YOUR PROSPECTS BEFORE GIVING OUT A SAMPLE <ul style="list-style-type: none"> • Agree to use sample • Provide contact details • Allow follow-up 1 week later 	
4	HAVE A 4-MINUTE PERSONAL IMPROVEMENT TIME <ul style="list-style-type: none"> • Visualize success • Positive affirmation • Reading / listening to audio tapes • Meditation (quiet "ME" time) • Prayers if appropriate 	
5	SEND OUT 5 OR MORE MESSAGES <ul style="list-style-type: none"> • To know your new prospects better, or simply to reconnect with old friends, use the FORM (F : Family, O : Occupation, R : Recreation, M : Money) Framework. Slowly steer the conversation toward the wellness or wealth aspect of dōTERRA. • For existing users, share a small nugget of information for continuous education. This can be a product, a wellness tip, a DIY blend, etc. It should be something short and simple, 1 minute or less. • For your sharers and builders, you may share a variety of messages depending on what they need. It can be to inspire them, reconnect them to their whys, or remind them that they are part of a team. 	

[1] <https://view.joomag.com/leadership-magazines-doterra-issue-23/0950331001479243381?page=14>

4 Steps to SUCCESS

USE

As you use the products, you garner experience over time. More positive experiences will result in increased trust and confidence in the brand and products. These experiences will become something you share.

It is also important to try a new product every month (whether it is from Product of the Month, Loyalty Rewards Program point redemption, or purchase). This way, you will always have a new product experience to share with others.

SHARE

From a sharing session, interested parties may get one sample (10-20 drops) to try. Do not give them the whole bottle, as some may not value it when it is given for free. It normally takes at least five touch points before a person is ready to enroll. Do not give up when someone says "no": it may just be that they are not ready yet.

ENROLL

When someone enrolls as a Wellness Advocate, not only do they enjoy the benefits of being a Wellness Advocate, but they are also now part of the dōTERRA family. Connect them to your system and tools for product and wellness education.

LRP

The Loyalty Reward Program (LRP) allows Wellness Advocates to receive even more benefits. Encourage them to continue using and sharing the products. Before they know it, they may have three or more people purchasing regularly on LRP, giving them a significant discount on their monthly purchases. Their monthly purchase may even become FREE!

Introducing Diamond

VICKY CHANG

PHILIPPINES

“You must truly WANT something for yourself and do whatever it takes to get it, because no one else in the world will want it for you.”

What was the biggest hurdle you had to overcome in your career?

One of the most challenging roadblocks I experienced as a builder was the tendency to do everything for everyone. With a “been-there and done-that” mentality, I had the urge to create a safe nest for my downlines and hope that they did not get hurt the same way I did. However, the reality was that it was not possible, and what I thought of as protective may have seemed to others as controlling. Changing this part of myself was a difficult hurdle for me to overcome. Thankfully, I had great leaders who were willing to point this out and work with me – allowing my team and me to be in a position where we now have the freedom to explore, make mistakes and learn from them.

Some of the most influential and lasting lessons are learned from mistakes. Is there a memorable

misstep along your journey that helped you grow into the leader you are today?

My biggest misstep was that I did not set goals at the beginning of my journey. I did not know where I wanted to be, which meant that it was difficult for me to align specific actions to get there. Not only was I stuck in limbo, but this mindset also trickled down to my leaders, creating frustration in my team. From then on, I learned to set specific goals with a time frame and clear-cut actions to get me from where I am to where I want to be.

How did you leverage your strengths to achieve a specific goal?

Being an introvert is both my strength and my weakness. Though I have a limited capacity and low energy level during meetings or when speaking to people, it is because of these limitations that I find my strength in social media. Social media

greatly impacts my business growth. It has allowed me to share myself on my own terms, and my reach is limitless. Through social media I have been able to meet many wonderful people and help them with essential oils, and they, in turn, have helped me come out of my shell.

What insights on effective leadership did you gain as a result of working with a struggling team member?

I think the most powerful thing you can do as a leader when trying to help a struggling builder is to enter his situation – acknowledge that you might not have all the answers, but always be willing to figure it out together with him. I feel that those little moments when you and your builder actively discover solutions is what allows them to feel empowered, and at the same time builds trust within your team.

Investing in the success of your business often requires sacrifices in other important areas of your life. How did you balance conflicting commitments while leading a team?

The one thing I have sacrificed is a relationship I had been in for nine years. The truth is, as I have been growing my team, I have also grown as a person both personally and professionally. I feel that growing apart or closer to different people is part and parcel of making progress in my business. Difficult, but necessary. However, I have never considered quitting, nor will I allow myself to quit, because there are too many people counting on me. My team is what keeps me going. If you get to know me you will find that when I set myself towards achieving something, I go for it. Growing up, I always believed that being lukewarm will not get you anywhere. You must truly WANT something for yourself and do whatever it takes to get it, because no one else in the world will want it for you.



Winny Yeoh

BLUE DIAMOND, MY FOUNDER, MALAYSIA

CONGRATULATIONS TO SGMY 2018 DIAMOND CLUB GRAND PRIZE WINNER

When asked what the biggest challenges in Diamond Club were, Winny replied that they were the tons of paperwork, tight deadlines and the many Diamond Club activities that were required of her. Ensuring that all her participants were enrolled on time to receive their entitlements often kept Winny working till the wee hours. There was a real fear of missing a name, which would have been considered a disaster for her and her team. This made her really exhausted at the beginning of Diamond Club, causing her to want to take a break.

However, her love for the products and a supportive team kept her going. She admitted that she was not good at arranging meetings and keeping records but said, "I know

quitting will not help me move forward. The only way to achieve my dream of building a successful business is to find solutions to improve my weaknesses." A few oil parties, and some fine-tuning of arrangements and time schedules later, and Winny found the rhythm to move forward again. Once a system kicked in, Winny mentioned that things became a lot smoother and she was very glad that she had persevered through the difficulties.

She also said that it was the strong support from her team, as well as her upline Angie Ng, that helped her through the Diamond Club contest period. Everyone was actively involved in her Diamond Club activities, and they shared many brainstorming sessions on how she could perform better.



She felt that Diamond Club not only helped her achieve her goals, but also fostered strong bonds between her team members, which will help her organization move together towards future growth.

Winnie's family also played an important role during Diamond Club. Her husband encouraged her to press on, and even joined her in all her activities, travelling all over Malaysia with her. Although Winnie felt that she had initially underestimated Diamond Club, both physically and mentally, it had proved to be one of the best activities that she had taken part in. She was able to overcome her weaknesses and build strong, lasting relationships with her team. Lastly, Winnie added, "I don't think I could have finished it without any of them, my family and my team."

EFFECTIVE TEAM COMMUNICATION WAS ESSENTIAL TO MY SUCCESS

WEEKLY CALL UPDATES

Winnie solved her initial issue of an overload of paperwork and difficulty in arranging meetings by having weekly alignment calls. Tasks were then assigned and divided evenly among team members.

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GOAL SETTING

Winnie had targeted to finish in the top three from the very beginning. This gave her and her team momentum as they moved toward their goal.

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AWESOME TEAM AND FAMILY SUPPORT

Family support was essential for Winnie. With Diamond Club taking up a lot of time, Winnie said that she could not have completed it without the support of her team and family.



The only way to achieve my dream of building a successful business was to find solutions to improve my weaknesses.

– Winnie Yeoh



Stanley Ho & Lam Yee Mun

PRESIDENTIAL DIAMONDS, SGMV FOUNDER, MALAYSIA

COMPLETION IS MORE IMPORTANT THAN PERFECTION

With only two weeks to complete 18 enrollments during the first month of their Diamond Club, Stanley and Yee Mun mentioned that they were worried at the start that they would not be able to complete the task. However, with determination they gathered their leaders to conduct one to two classes a day for the whole two weeks and pulled through the first and most difficult month of Diamond Club. They continued to strive on and completed a task that they had thought daunting to begin with, making them pioneers in the SGMV 2018 Diamond Club.

When asked what they felt is the most important quality required for Diamond Club, teamwork was the first thing that came to mind. Whether it was in planning events, the paperwork that they had to run through, or ensuring that their new enrollees signed up with their entitlement, they always strove to find the most effective way to get the job done as a team. Stanley and Yee Mun realized through their Diamond Club experience that when they got all their leaders involved and when everyone pitched in they could galvanize the team to achieve a common goal. This to them was one of the most memorable takebacks from the contest.

Though it had initially seemed an uphill task, they knew what they wanted to achieve from Diamond Club from the very beginning and were prepared for challenges and stress. However, with careful planning and sharing of the workload with their team, Stanley and Yee Mun said that Diamond Club did not turn out to be as daunting as they had


envisaged when they decided to join. All the adjustments that they made along the way were all directed back towards achieving the same goals that they had started with. "With the momentum built up during the activities, we managed to not only reach but also exceed our enrollment target," said Yee Mun.

Stanley and Yee Mun felt that their organization had grown as a team through Diamond Club. Even some of their builders who had previously found it challenging to invite friends to their presentations were able to find confidence and improved in their skills through Diamond Club events.



SETTING TARGETS, ACHIEVING GOALS:

1 Stanley and Yee Mun hoped to groom more teachers to eventually become leaders in their team. They believe that "completion is more important than perfection". They used Diamond Club events as an example and encouragement for their leaders to step up and conduct classes on their own. This proved to be a success as through Diamond Club Stanley and Yee Mun were able to cultivate a number of builders who can now conduct classes independently.



Stanley and Yee Mun felt that the strategies that had the most impact on their organization were setting the right goal at the very beginning and understanding how to adjust and adapt the goal along the way. They also felt that being some of the first to complete Diamond Club in SE Asia put them in a better position to help team members who wished to take part in the next Diamond Club, as they had first-hand experience with which to assist others in their journeys.

2 They also wanted Diamond Club to help grow their organization through increased enrollments from the events they organized. Through conducting more classes, Stanley and Yee Mun's builders felt that they had improved their skills and confidence in doing a presentation. Diamond Club also created substantial growth in their organization, both in enrollments and development of leaders.

Deborah Wong

GOLD, SINGAPORE

SMALL RIPPLES TO BIG WAVES

For Deborah, the initial days of her dōTERRA[®] business were the hardest. She felt that her lack of confidence had limited her progression. "How can someone who cannot speak audibly or open the oils properly share dōTERRA[®] with others?" Her doubts in herself also made her and everyone around her exhausted.

It was her love for essential oils and the desire to share them with others that kept her going. She wanted to be able to leave a legacy for her family, as she did not know how much longer she was going to live. When she felt stretched for time, was physically exhausted due to her ALS condition, or wondered if

dōTERRA was worth pursuing, thoughts of how others could benefit from using dōTERRA kept her going. "I had nothing to lose, so I decided to hold on to my mentors, Elizabeth and Seang Looi, and worked with them to run events every week," said Deborah.

Slowly, Deborah seemed to naturally overcome her initial fears. What she had thought was a hindrance was no longer an issue. Wanting to progress faster and not be limited by her mentors' schedule, she started to meet up with people on her own. "I realized that the more I shared, the more confidence and conviction I had in the oils as I saw more and more families and lives transformed." She realized that her

journey in dōTERRA could also be filled with fun, love and fulfilling moments. In the end it was all a matter of her own choice!

Deborah also felt that she resonated well with mothers. As a mother of three daughters herself, she was able to empathize with the dilemmas mothers face daily. The need to juggle expectations at work, be there for aging parents, and be a good mother all at the same time, made her feel constantly drained. She had felt it was impossible to lead a balanced life – until she got to know essential oils. Collaborating with mothers became one of the most fulfilling parts of her dōTERRA journey.



Gwen, one of her first few friends in dōTERRA, is an example of one of the mothers whom Deborah actively worked with. Gwen was initially nervous to share or be in front of a crowd. With much encouragement, she slowly transformed from a simple housewife hoping to earn an extra income of \$200-\$300 a month, to a confident mother who aspires to help other mothers and lead a passionate team. This showed Deborah that her decision and commitment to share dōTERRA could make a positive impact on others. "I saw the ripple effect of how my one decision brought so many benefits to families, and how dōTERRA can be a platform for mothers to shine."

Her children also saw how Deborah is giving her all in sharing her love of dōTERRA, so now they are all sharing the benefits of essential oils to their classmates in school when they are not feeling well.

Deborah felt that being diagnosed with ALS was actually a blessing in disguise. It forced her to slow down and to consider dōTERRA. She feels that through her one-year

journey with dōTERRA, she has learnt to see the needs and potential of different people and is still learning to inspire and support those in need.

With a whole kampong behind her, Deborah said that there is no longer a need to have any fear or doubt! "Looking at the small ripples I'm making now, I have faith that my efforts are going to create big waves with the whole dōTERRA family."



CO-IMPACT SOURCING TRIP TO NEPAL

Have you ever wondered where dōTERRA®'s amazing essential oils come from? In November 2018 some of our incredible leaders from Malaysia and Singapore got to find out first-hand! Lee Seang Looi, Elizabeth Ho, Joshua Ang and I were able to visit some of the villages in Nepal where dōTERRA sources its Wintergreen essential oil. What an amazing experience!

We started our trip in Kathmandu, and from there drove 10 hours to the village of Rasnalu in the Ramechhap district. We stayed here for several days to witness the wintergreen harvest and to live with the local villagers and experience their everyday life.

It was on our second day in Rasnalu that we were able to see what we had originally come for. After a beautiful (though challenging) two-hour climb to another village, we arrived at a location where several distillers were set up preparing wintergreen oil. Much of the trail we followed was covered with wintergreen plants, allowing us to see what the plant looks like and to get an idea of what the harvesting process entails. Things only got more amazing as we approached the village we were hiking to. It seemed the entire town had turned out to welcome us, and the kindness and enthusiasm they showed made us quickly forget any fatigue we may have had.

What an amazing time we had as we learned directly from those who harvest and distill Wintergreen essential oil! We were also favored to witness women who had gathered

wintergreen on the hillside bring in their baskets of leaves, have them weighed and receive immediate payment for their efforts. We saw the distillation process take place to produce pure wintergreen oil and were even given pure samples directly from the distillers. Everyone came away from the experience knowing much more than we had ever imagined about what is required to create Wintergreen essential oil.

While the highlight of the trip was to see Wintergreen being harvested and distilled, we also had the opportunity to help the village of Rasnalu prepare a new school building for use. We spent most of the following days sanding, painting and finishing desks, tables and other furniture for the local students. Without this school, many children would travel more than two hours each way to attend schools in other villages and towns. The school was badly needed for the local students, and all of us felt a special sense of support and contribution to the students who would use the desks.

Although we were blessed to take part in the harvest and helping the community, the best part was spending time with the people of Rasnalu, Nepal. What wonderful people! The hospitality and the gratitude they showed us was so touching. We got to know many of the town elders and also many of the students that we were helping. I was truly inspired and moved by their overwhelming kindness.





After returning from Rasnalu, we spent a day in Pokhara to sightsee and to enjoy the beauty of the Himalayan mountains. Some were even treated to a flight over Mt Everest and the surrounding mountain ranges. The beauty of the country truly defies description!

I strongly encourage anyone who is curious to know how pure essential oils are made to attend one of these trips. Take the opportunity to know the sacrifice that others go through to make pure, CPTG® oils possible for you and your family to enjoy. If you would like to learn more about Co-Impact Sourcing and the dōTERRA Healing Hands initiative, please visit the website at

https://www.doterra.com/SG/en_SG/difference-co-mpactsourcing for Singapore,
https://www.doterra.com/MY/en_MY/difference-co-impact-sourcing for Malaysia and,
https://www.doterra.com/PH/en_PH/difference-co-impact-sourcing for the Philippines.

WILL HALTERMAN
 Regional Director
 dōTERRA SE Asia





PRESIDENTIAL DIAMOND AND BLUE DIAMOND HAWAII SUMMIT

A LOHA! The start of 2019 was truly wonderful as I got to attend my first dōTERRA® Presidential and Blue Diamond Summit 2019 in Kailua-kona, Hawaii.

500 dōTERRA Wellness Advocates, representing the top 1-2% of the company, also attended this summit. They represented many different ages, backgrounds and skill sets from all around the world.

What was so amazing was the common thread among them. Everyone had grown a thriving community-centered business sharing dōTERRA while guiding and supporting others to do the same. They were all using the amazing

dōTERRA oils and at the same time mentoring others in the business as well.

It was so inspiring for me to hear some of the life-changing stories of how these top leaders started working with dōTERRA, and to know about the diverse oil-sharing journeys that brought them to their dream lifestyle.

Singapore's first-ever Blue Diamond also attended the trip. To be able to share this trip with our Blue Diamond, Chua Hong Leong, made it extra special!



Ka Lā Hiki Ola – Dawning of a New Day!

To support dōTERRA's reforestation efforts in the Kealakekua Mountain Reserve (KMR) we got to plant Hawaiian sandalwood trees, which was meaningful and memorable for me! The KMR Reserve, coupled with management objectives, an extensive nursery and dōTERRA's reforestation efforts, will all synergize to help sandalwood and other native Hawaiian species thrive once more. I feel that dōTERRA Co-Impact Sourcing is a great effort to allow the sustainable harvesting of sandalwood without compromising our initiative to restore the forest to its original beauty.

Our dōTERRA Founders also joined us in planting sandalwood trees, making this Co-Impact Sourcing experience extra special for everyone. I really hope to be able to see the tree I planted fully grown and ready for distillation in 30 years. As I planted my sandalwood tree, thoughts came to my mind of how we should treasure every drop of oil, and how grateful we ought to be that we are part of a company with Founders that have sufficient vision to plan 30 years into the future.

I have truly enjoyed and loved my dōTERRA journey over the past seven months and feel so blessed and grateful to be part of the management team. I look forward to supporting our Wellness Advocates as they unleash their full potential to achieve their dreams.

This trip was an incredible experience for me. Not only have I gotten to be part of a growing wellness movement, I also got to understand and experience the great efforts that dōTERRA has put into its Co-Impact Sourcing initiative. Let us continue to share the goodness of essential oils and fulfill our mission to change the world one drop, one person, one community at a time.

Geraldine

GERALDINE TOH
General Manager
dōTERRA Singapore



Did you know?

In order to distill the best quality Sandalwood essential oil, the wood needs to be harvested at the proper age of maturity. The best age to harvest Sandalwood is when the trees are 30-50 years old.



SE ASIA INCENTIVE TRIP CEBU, PHILIPPINES



2019 was off to a great start as our Wellness Advocates hopped onto the island of Cebu in the Philippines for the first SE Asia incentive trip (15 to 19 January) to celebrate the achievement of success. A total of 58 Wellness Advocates qualified for this dream holiday as they successfully enrolled new members and encouraged retention through the Loyalty Reward Program during the qualification period for the trip.

A MEMORABLE EXPERIENCE

This trip provided a memorable experience for participants to celebrate all their hard work and sterling efforts. They enjoyed a wonderful week-long tropical escape, with mouth-watering local dishes and many fun activities! Being able to spend quality time with the management team and amazing leaders made the trip an even more valuable experience. The memory of this trip will definitely result in greater momentum to share dōTERRA® with others, and will continue to encourage members to be dedicated so that they can qualify to join future such trips.

LEARNING FROM THE BEST

A half-day training allowed participants to work on developing their leadership skills. They had the opportunity to learn and gain invaluable insights from successful leaders on building the team and growing the business long-term.

This was indeed a privileged learning experience for our Wellness Advocates eager to build their dōTERRA business.

BE MOTIVATED AND INSPIRED

The best part of the trip was definitely the chance for participants to be able to engage and mingle with other amazing Wellness Advocates, not only for fun, but also for inspiration. It is important to know other top enrollers and learn their secrets to success in building their organization. There is absolutely no greater joy than being motivated and inspired by all these success stories. With strong determination, our Wellness Advocates also got to sit down and set goals to work toward qualifying for future trips.

I would like to urge our Wellness Advocates to strive on and take up the challenge to qualify for our next incentive trip to TAIWAN in 2020! You will get the opportunity to experience the ultimate getaway filled with memories, networking and new friendships that will last a lifetime. Get yourself and your team ready for it! Be there to experience it all!



ETHAN WANG
General Manager
dōTERRA Malaysia



THE PHILIPPINES

A BRIGHT SPOT OF OPPORTUNITY



The Philippines is famous for family values, religious devotion and attentive hospitality. With 10.5 million Filipinos living overseas, these values are now well-known by many and have become a well-deserved characterization. My family and I have been here for eight wonderful months and we can attest to how great a place the Philippines is and how kind and service-oriented the Filipino people are.

The Philippines is now considered a rapidly growing country and is estimated to become the 16th largest economy in the world, 5th largest economy in Asia and the largest economy in the South East Asian region by 2050. While life is getting better, lagging GDP is a challenge and healthcare numbers remain underdeveloped. As a result there are opportunities here for wellness companies like dōTERRA® who offer a unique product with therapeutic benefits: it is a platform for the entrepreneurially-minded to meet the demand for natural, safe, effective products that can help address a family's wellness needs.

dōTERRA has been following the growing interest in the Philippines for essential oils for years and has determined that, given the current pace of growth, it is now necessary to meet that demand and formally open the market. Currently, it seems the most important factor limiting dōTERRA's rapid growth is the difficulty accessing products. Accordingly, the primary reasons for dōTERRA opening now are (1) to meet swelling demand; (2) to reduce logistical barriers; and (3) to support leaders in focusing on what they do best — share products, and support users and fellow Wellness Advocates.

Very shortly we will launch in the Philippines market with almost all of our essential oil products; have a seamless global compensation plan; offer robust e-commerce and domestic shipping; offer a Founders Club; and will have many other attractive promotions and incentive programs which will be familiar to those in the dōTERRA family. I encourage all of you who have Filipino friends in your phonebook, within your



Evan & Melissa Esguerra,
left for California in 1985

"My mom was born and raised in Sta. Mesa, Manila and my father in Quezon City. Before coming back to build a dōTERRA business in the Philippines, I had only been back once for a month – when I turned seven years old. Now, I have been back home nine times in the last ten months! I love everything about the Philippines – mostly the wholehearted hospitality and the weather. I also love sharing the therapeutic benefits of essential oils with my fellow Filipinos." - Evan



Holan & Cassy Nakata,
born and raised in Hawaii
since 1987

"People all over the world are looking for ways to take care of their family's health naturally. dōTERRA equips us to help them find these natural solutions. No matter who you are or where you are from, essential oils will benefit the entire family. My parents told me to always remember my roots, and that if I ever had the chance to support the Philippines, I should take it. Now that dōTERRA is coming to the Philippines, this is my chance to share the magic of essential oils with Filipino families." - Holan



Brian & Maria Chew,
residing in Singapore in
the last 13 years

"Health is a very important aspect of life. Without it, we would not be able to do the things we want to do. It is my heart's desire to see my family and friends healthy; that is why I fly to the Philippines to share dōTERRA with them. Watching their lives improve with the power of essential oils is very fulfilling for me." - Maria

EMPOWERING FAMILIES IN 7,641 ISLANDS

In February 2019 dōTERRA Philippines concluded their first Education Tour in three key cities – Cebu (Feb 19), Davao (Feb 21) and Manila (Feb 23). The tour marked the introduction of dōTERRA Essential Oils to Filipino families and a chance for them to understand the benefits they can get from daily use.

With over 1,000 guests and Wellness Advocates in attendance, participants gained basic knowledge about dōTERRA, the unique culture upon which the company is based, and the dōTERRA CPTG® essential oils available that have helped millions of households adopt a wellness lifestyle.

“dōTERRA essential oils represent the safest and most beneficial oils available in the world today,” said Will Halterman, dōTERRA Regional Director of the South East Asia Region. “Ultimately, you – the people who use our products – are at the center of our mission. You are the reason we never

neighborhood, or even in the Philippines to reach out to them and invite them to begin their journey with dōTERRA. The time is now to participate in the opportunity and growth that will happen in the years and decades to come.



MICHEAL CARSON

General Manager
dōTERRA Philippines

cut corners in sourcing the purest, most potent and most effective oils on earth.”

Selected Wellness Advocates joined the event to share their dōTERRA experience and the difference it has made to them and their loved ones. Paulette Go, Christine Racilla and Cassie Yu all made Cebu an even more colorful city with their exciting stories. While in Davao, Sharon Mascariñas and Rica Gadi shared their inspiring stories to their fellow Davaoeños. And lastly, let us not forget how Vicky Chang, Noelle Polack, Kathlyn Co, Rochelle Shing-Lao and their amazing experiences left everyone in Manila wanting more.

With these kinds of events, dōTERRA hopes to continue inspiring and empowering individuals to use essential oils as natural solutions with their families and friends in all 7,641 islands in the Philippines.

“dōTERRA is for people who care about improving their own health and the health of their loved ones,” said Micheal Carson, General Manager of dōTERRA Philippines. “So it’s a great time to introduce this product to one of the most family-oriented nations in the world – and that’s here in the Philippines.”



Paulette Go,
living in China for 9 years

“I want to bring hope and healing to the Philippines, and to inspire others to do the same. I’m passionate about sharing these oils by creating an oil community platform in many places in the Philippines. It is a way for people to get connected and learn more about how to take care of themselves better through the use of essential oils as alternative natural solutions.”



Espie Pasigan,
migrated to California to work in 1990

“The miracle of seeing and hearing people feel better because of dōTERRA products is priceless. As such, I have decided to move back to the Philippines and fulfill my ultimate dream of making a difference in the lives of others, especially my family and my kababayans. I am now sharing the benefits of dōTERRA full time. It is indeed a blessing to be able to provide an answer to someone’s prayer for better health and a better life. Mabuhay!”



JR & Carsen Tuazon,
living in Canada since 1979

“Sharing dōTERRA in the Philippines has been a blessing for us. The opportunity for us to help make positive changes in other people’s lives with better health and economic stability is our way of giving back. We look forward to continue providing unconditional support to those who wish for success for themselves and others by spreading the gift, message and love of dōTERRA!”

dōTERRA®

SE ASIA WELLNESS ADVOCATE

Recognition

CURRENT AS OF JANUARY 2019

PRESIDENTIAL DIAMONDS



ANGIE NG



STANLEY HO & LAM YEE MUN

BLUE DIAMONDS



FOUNDER SGMY

CHOK SIN EE



FOUNDER SGMY

CHUA HONG LEONG &
LAW SHU LI



FOUNDER SGMY

HENRY FONG



FOUNDER MY

STEVEN OOI & HO MEI LI



FOUNDER MY

WINNY YEOH

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ANNDA LEE



BRANDA WONG OI LOO &
DEREK PHANG



CHARLENE LU



CYNTHIA WOON



ELIZABETH HO



FOREST CHEW SOCK LING

DIAMONDS



JANICE GOH



FOUNDER MY

JOSHUA ANG DUN XIN



FOUNDER SG

JOYCELYN CHUA &
TONY CHIN



FOUNDER MY

DR. TAN KUI CHI



KWEENIE OOI



FOUNDER SG

LEE ENG KIAT



FOUNDER SG

SANDRA LEE



FOUNDER SGMY

LEE SEANG LOOI



FOUNDER MY

LIM BEE YONG

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



MIANFOO LIM



LIU WENHUI



LOMAX ANG CHOON YEE



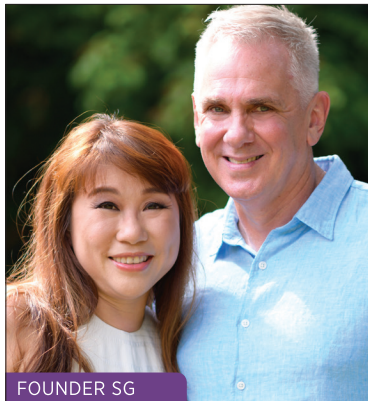
NICOLE TAY



PAULINE TEO



RAYMOND PAN



SRI MULYADI & PAUL FILMER



SUMMER TAN



VICKY CHANG

PLATINUMS



ALAN TAY



ALBERT AU



ANGIE ONG



APPLE YONG



BRYAN CHEW



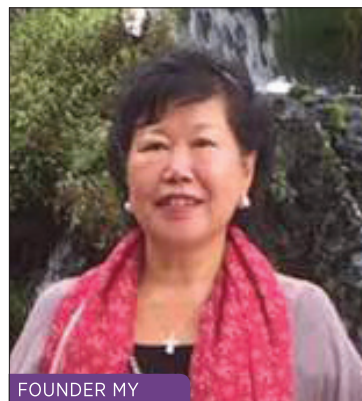
CHRISTINE GUN



CHUAH SAI PEOH



DENNIS KOH



FOO SIEW PING

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



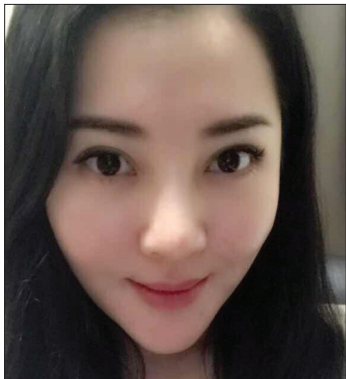
IRENE NGIAM



JACKI LIM



JANET KANG



JOCELYN TEH



JOVIN TAN



KEE MIAN CHAI



TAN KEN TEN



LEE HUI LING &
NG SAY LEONG



LIEW CHAN YIN

PLATINUMS



MARCUS WEE



MICHELLE YONG



YVONNE CHEAH

GOLDS



ADAM ONE FAMILY
(IMAN & IDA)



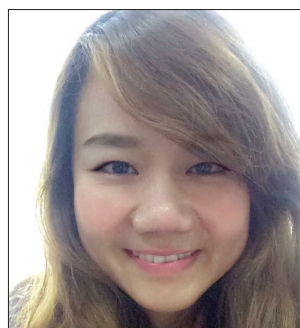
ANGIE TEOH EAN
KHENG



ANG YEAP KHYM &
CK LAW



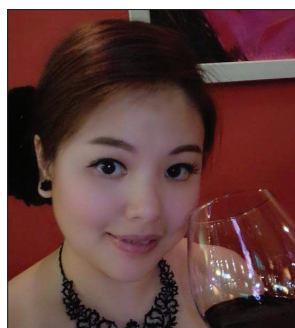
ANN LOY



CARMEN TAN



CHAN YUEN LEE &
LI TENG YAP



CHERRY LIM



CHIN SOON KHOON

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



CLAIRE LAU



DAVID YAP



DEBORAH WONG &
FABIAN TAN



DERRICK KOID WAH SEONG



ELAINE PHUA



ENG ZEE LIN



EVA TEOH



GAN CHOON LIAN



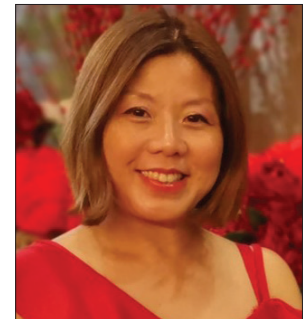
GRYNN CHANG



HILDA LAU



H'NG KWANG KHAI



MELMEL HUI



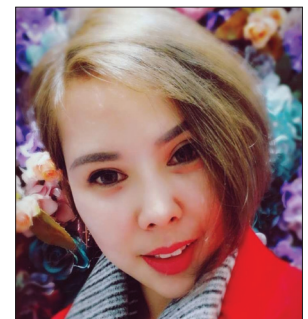
IRENE LEONG



JACY LIM



JASMINE HO



JASMINE TAY

GOLDS



JENNY LOO LAY YEO



JENNY WAI LOW MING



JOEY TAN



KAVITHA
KOLANDAVELOO



LAI LEE PENG



LAU C HUN



LIEW WAI CHEN



LIM BEE HA



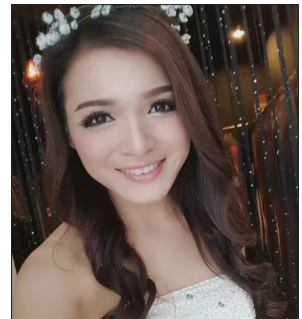
LIRON HEE



LOW ENG CHAI



NG CHING HWA



NG CHOON CHOON



NG KIM BEE &
TAN KOK THONG



NG SIEW LEN



NICOLE TAN &
SHERWYN CHEW



PATRICIA YEO

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



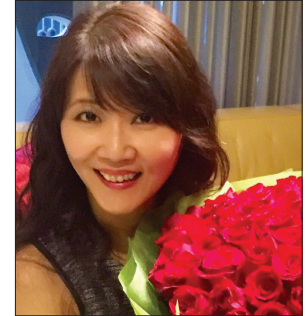
PAULETTE JOY GO



PUNG HOI HONG



RAISA ESPARTINEZ



ROSALIND LIM



SEAAN YEW



TAN SHEAU LING



LEE SHIAO TAO



STEPHANIE YI



SUNNY WONG BEE KIM



TAN JEN LEE



TAN SUAN BEE



TEOH QI YI



TING SEE LING



VANNI LING

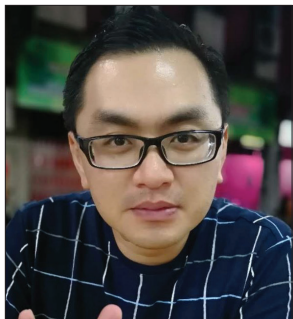


VINCE LEAN



WILFRED LOH

GOLDS



WONG SIONG BING



YIT LI LING

GOLDS NOT PICTURED:

LIEW CHOI HAR
JUNE SIM

LEW YOKE MIN
CHEW PEK YEE

CHEANG POOI SAN
KONG SIEW KEN

SU YIN MAH & LYE JUE WILFRED LIOW

RECOGNITION IS BASED ON THE MAXIMUM RANK REACHED. RECOGNITION IS CURRENT AS OF JANUARY 2019

dōTERRA® WELLNESS ADVOCATE Recognition

SILVER

ADDY CHANG	CHAU CHOK KAI	DOROTHY POH HONG NG & VICTOR CHEN	JOYCE LOO
ADELINE CHONG	CHEN KIAN LOY	DR. WAN JULIA SHAM	JOYCE LOW
AGNES KHEW	CHEONG JUN LI	EDLYN PALARA	JUSTINA NAR
AH YOKE WONG	CHER KOK HENG	FANNY TAN	KATHLEEN SENG
ALECIA FOO	CHEW WENG CHUANG	FELICIA JONG HUI CHI	KENNIE LOKE
ALICE AU STEENSON	CHIA AIK NOI JOYCE	FELICIA SIAW	KHAW SHUENN CHENG
AMANDA JONG XIN TONG	CHIEW AI KIONG	FRADED A SEOW SIEW KUAN	KHOR BEOW CHOO
ANDUS LOW	CHIEW HOOI LING	FRANCIS TEO	KHOR SZE PING
ANG CHEE HING	CHIM YEW KEAT	FU YONGZHEN	KHOR YIE PING
ANG CHIA YEE	CHIN CHENG YEAN	GINNY LENG	KHRISTIANNE BELTRAN PUNZALAN
ANG CHING MIN	CHIN CHOOI YUEN	GINNY PHANG	KIM HONG LEE & YEE LENG NG
ANG CHOON CHEAK	CHONG CHEE KIEW	GOH JIN LIEW	KOH HUI SIM
ANG WEE MING	CHONG CHOON VOON	GOH SUAN CHIN	KONG JIA LING
ANGIE NG NGUK YENG	CHONG LEE THENG	GOVIND DASWANI	KONG SOOK PING
ANITA LAM	CHONG MOHNG NEE	GRACE NG CHEE WEI	KRISTY CHAN
ANNA HONG MIN MEI	CHONG PEI FANG	GWEN BEATRICE SHI YIN TEO	KU WAI SEE
ANSON ANG & AMANDA QUAH	CHONG SUK MEE	HANISAH AZHARI	KUAN BEE SIM
ANTHONY YAN	CHOO SEOW MEI	HERE, HENG TUAN	KYO IKUYO
ASZARINA BUSU LEMAN	CHOW CHIA LIH	HII SIIK KING	LAM KIT KWEE
AU LAI MEI	CHOW YOON LING	HO JENG JENG	LEE CHAN YUAN
AW LAI YOKE	CHU YUN SANG	HO SIEW HUI	LEE CHIA NEE
BELINDA LIM	CHUAH AH TEEN	HONG ENG LAU	LEE CHIN NYIA
BENJAMIN ROSAL	CHUAH YEW YEAN	HOO MEI CHUEN	LEE CHOOI LIM
BERNICE TAN	CHUN LI WANG	HSU CI SYUEN	LEE CHOR YOKE
BONG KUI KIM	CYINDY LIM	IRENE SONG	LEE KHIA KIAT
BRENDA CAM	CONNIE LIM	JAIME SHINE	LEE SEE KOK
BRENDA YONG	COREEN KEH	JAMES LIM	LEE SIOW HOON
BRYCE CHEE	DAI AN BIN	JAYNE HEE SIEW LAN	LEE SZE LIN
CALLIE NG	DARREN QUAH HONG WAN	JENNY LEE	LEE VERN SHIH
CHAI PHEY PHEY	DATO DR NOR S. KHAIRULLAH	JESSICA LIM ENG HWA	LEE WAI
CHAN CHEE WENG	DEVI A/L KARUPPIAH	JOANNE CHUI SEN KHAW	LEE WAI LENG
CHAN MENG YEE	DING SIOK HUA	JOHNATHAN CHENG & YING PENG	LEE YOON FOON
CHAN PEI LOO	DIORELLA ROSABELLE LAUS	JONG SIEW PHIN	LEE YU LI
CHAN YOKE GEN	DORIS KONG HUNG PUI	JOYCE LAW	LEE YUET PHIN

SILVER

LEE YUK YEE TERESA	NGO CHIN CHOO	SOO YIN HO & BOON YEOW GOH	TRACY TOH
LEE ZI THUNG	ONG POH CHIN	SOON YUN NEE	TRACY YAP
LEONG CHEW YEAN	ONG SIEW KIN	TAI HUEY PING	VASUDRA DAVI SINNASAMY
LEONG CHU PENG	ONG YEW SEE	TAI SHYAN CHEN	VIRGINIA AILEEN CAYCO BONIFACIO
LEONORA LEONORA	ONG YOKE MENG	TAN AI CHIEH	VIVIAN LIM PHOY WOON
LEOW CHEE HOW	OOI KOK LOW	TAN AI KIM	WAN POH WAH
LIBERTY TOLEDO	OON YEW CHUAN	TAN BEE BEE	WEE SWEE HONG
LIM CHIN YIN	PAN KWE CHIN	TAN CHIA SING	WONG HOI LIN & YEAP HEONG MOI
LIM CHWEE CHWEE	PAN, YOON POW	TAN KWAI KUAN	WONG KUAN SENG
LIM KAH HUAY	PANG KEE BENG	TAN LEE PHENG	WONG LAY HUA
LIM KIM LAM	PANG YOKE PING	TAN QI HAN	WONG MEW TENG
LIM KOK HONG	PAULINE CHEN	TAN SHI FUNG	WONG SIEW KUEN
LIM PHAIK HOON	PAULINE TAN	TAN SHI-KWAN	WONG TENG SIONG
LIM SHIOW LEE	PEMLA SAIGAL & RAMESH JAGGI	TAN SIEW WAN	WONG YIN KENG
LIM SU KEN	PHANG DE REN	TAN THENG HAN	WONG YOKE PENG
LING XI YUIN	PHUA POH POH	TAN TIAN HONG	WONG YONG HEE
LIOW PEI FONG	PIEULIA FOO	TAN WEI CHUAN	WONG YUET OR
LOO YENG HIONG	QUEK KEA NGAP & LEE VERN NGAP	TAN YANG CHENG	WUN WAI PENG
LOURDES & RENE MASCARINAS	RACHEL CHAN AI LIAN	TAN YANG NAI	YAK SIEW GIM
LOW HUM POH	RONALD LIM ZHI HAO	TAN YEE WEI	YAT FOOK LOY
LYNN SD	SER SEH KIANG	TAN YOKE TUAN	YAW WANE TENG
MARIA SHERLETTE LAUS	SHELLY TAN	TAN YONG HOE	YEE KIM GUAN
MARICEL CUA	SHERWIN TAN PEK YUN	TAN ZI LING	YONG HOI CHING
MELANY ANG TING NI	SHIRLEY MING LUAN TANG	TANYA SNG	YONG LAY SEE LINDA
MICHAEL HEALY	SHIRLEY TEO	TAY BEE LAI	YONG SU THAU
MICHAEL TAY	SHOW YOOK CHOON	TEAY RUI XUAN	YONG WEE LEE
MICHELLE KEOK HUI TEH	SHU KENG TAN & CHIN AIK CH'NG	TEE LAY CHOO	YU LEE MING
MICHELLE TAN	SIAW YAK HUA	TEELIA TOH	YVONNE SUMM CHI CHAN
MOLLY KONG HUNG GEOK	SIEW PENG WONG & YAN YANG PENG	TEH BAT KUAN	ZAKARIA ISMAIL
NG CHING SENG	SIM YI JIN	TEO NONG MUI	ZELINA TAN
NG KOK PIN	SIMON LEW	THANG YEOW KENG	ZHANG YIN DI
NG LAI YEE	SO LEE LEE	TINA TIONG	
NG SEE PUAY	SOO MEI POH	TING SHA ING	
NG XIN WEE		TOPER SDN BHD	

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Notes

[illegible]

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