

Malaysia Presidential Diamond  
Lam Yee Mun & Stanley Ho



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dōTERRA ESSENTIAL

Southeast Asia Recognition Magazine | 2

# LEADERSHIP



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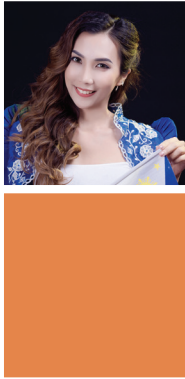
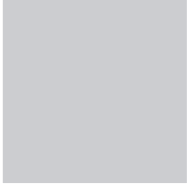
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# Generating Jobs

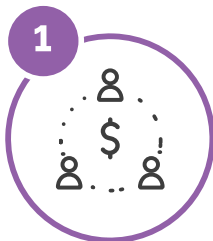
Take a look at our first sourcing principle in action in Nepal, where we source Wintergreen.

Over 1,100 jobs supported in Nepal through dōTERRA sourcing efforts.

In Nepal, Wintergreen is creating jobs for women and opening doors of access to education, improved nutrition, doctors, and medicine. Our partnership with Nepalese growers and families is an exciting circle of mutual benefit; they skillfully nurture and harvest their native crop, which allows us to distill the purest, most potent Wintergreen oil.

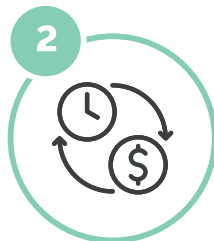
**Oils sourced from Nepal:** Wintergreen, Spikenard, and Turmeric

## Sourcing Guiding Principles



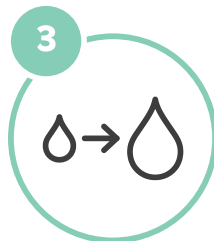
### Generating Jobs

Reducing poverty by creating and sustaining jobs



### Fair, On-Time Payments

Consistent, fair payments to producers, including pre-payments



### Building Supplier Capacity

Supporting farmers, producers, and distillers through training and financial support



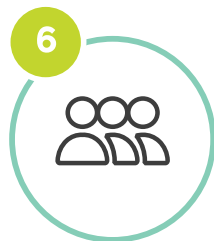
### Sustaining Long-Term Partnerships

Multi-year contracts with growers and distillers based on solidarity and respect



### Fair Labor Conditions

Healthy and safe working environments, free from harassment and discrimination



### Promoting Co-Operatives

Respect the right for all employees and producers to join and form co-operatives



### Environmental Stewardship

Promote energy-efficient technologies, renewable energy, and waste minimization



### Facilitating Community Development

The dōTERRA Healing Hands™ initiative helps support community development projects in sourcing communities such as schools, health clinics, training facilities, and clean water systems



dōTERRA  
**cō·impact**  
SOURCING®



# ask Dr. Hill



**DR. DAVID K. HILL, DC**

Founding Executive,  
Chief Medical Officer/Chairman,  
Scientific Advisory Committee



**Q:** What is the latest research on Copaiba?

**A:** With further investigation, we continue to find more benefits from using Copaiba essential oil. In the last three years, we have seen over 50 peer-reviewed publications regarding Copaiba, including our latest AromaTouch® Hand Technique scientific trial, which provided some intriguing evidence of Copaiba's benefits when applied topically. A recent meta-analysis acknowledged a number of recent publications that highlighted Copaiba's cellular health-supporting benefits. We are just scratching the surface of discovery with Copaiba. Expect more from doTERRA Science on this amazing oil in the future.



**Q:** I really enjoy the warm, woody scent of Cedarwood and often use it for its insect-repelling properties. What are some of its other benefits?

**A:** Cedarwood is unique among essential oils as it is primarily composed of complex sesquiterpenes that are often exclusive to conifers. Cedrol's primary benefits are aromatic, as scientific research suggests that it has a calming aroma that promotes peaceful and relaxing environments. Additionally, I like to use Cedarwood as an alternative to Lavender or Ylang Ylang in my bedtime routine, diffusing it to prepare myself for restful sleep. If you are looking for an alternative to florals in your skin toner or moisturizer, try adding a few drops of Cedarwood instead to promote healthy-looking skin.



**Q:** How is Pink Pepper different from Black Pepper?

**A:** While visually Pink and Black Pepper look very similar, pink peppercorns are in fact more closely related to cashews. Similarly, as we look into their chemical compositions, the essential oils steam-distilled from their fruit actually have more differences than similarities. In particular, Pink Pepper has a much higher concentration of limonene, contains significant amounts of myrcene, and has the highest concentration of alpha-phellandrene that we have ever seen in an essential oil. These differences provide it with an entirely different spectrum of benefits. New research suggests that Pink Pepper supports a healthy metabolism and nervous system.



# Wintergreen

*Gaultheria fragrantissima*

**Aromatic Description:** Sweet, minty, refreshing  
**Distillation Method:** Steam Distillation  
**Plant Part:** Leaf  
**Source Origin:** Nepal



In addition to Wintergreen (*Gaultheria fragrantissima*) being used in small amounts as a minty flavoring in candies, toothpaste and chewing gum, as an oil it also has therapeutic properties. Wintergreen essential oil is derived from a creeping shrub found in Nepal where it grows in the wild. The leaves are harvested by rural villagers, who don't have many options for work to provide for their families.

## HOW TO USE:

- ◆ Add three to four drops to your diffuser, to provide an uplifting and refreshing aroma.
- ◆ Wintergreen provides warming relief when applied to skin and is excellent to use as part of a soothing muscle massage. Dilute with doTERRA® Fractionated Coconut Oil to minimize any skin sensitivity, and apply one to two drops to desired area.
- ◆ Apply to temples and back of neck for relief from head tension.

**FUN FACT:** Methyl salicylate, a main component in Wintergreen, is used in topical creams and massage blends because of its soothing properties. In fact, Wintergreen and Birch contain the highest amounts of methyl salicylate found in nature.

# DigestZen®

Whether trying the cuisines of Italy or flying to the islands of Tahiti, introducing foreign food to the body and traveling long distances has the potential to disrupt the stomach's normal digestion. Using DigestZen can help maintain healthy digestion and soothe stomach upsets. Using DigestZen can help support healthy digestion.

## HOW TO USE:

- ◆ Use three to four drops in the diffuser of your choice for a calming aroma.
- ◆ Dilute with doTERRA® Fractionated Coconut Oil and massage on the stomach for relief.

**FUN FACT:** This unique blend contains various oils. Ginger, Fennel, and Coriander ease stomach discomfort, while Peppermint, Tarragon, Anise, and Caraway can help support healthy digestion.



**Ingredients:** Anise Seed, Peppermint Plant, Ginger Rhizome/Root, Caraway Seed, Coriander Seed, Tarragon Plant, and Fennel Seed essential oils.



# Black Spruce

*Picea Mariana*

Historically used by Native Americans to promote skin health and as part of their spiritual healing and cleansing practices, Black Spruce is a powerful wood essential oil. Distilled from the needles and branches of the *Picea mariana* tree, Black Spruce essential oil is high in bornyl acetate, a chemical component that promotes relaxation and calmness. Start your day off with the cooling and soothing benefits of Black Spruce, both topically and aromatically.

### HOW TO USE:

- ◆ After strenuous activity, combine 1 to 2 drops of Black Spruce with Fractionated Coconut Oil and massage into the skin for soothing comfort.
- ◆ When working through difficult circumstances, diffuse Black Spruce to help reduce stress.
- ◆ Apply topically to the skin to help soothe minor skin irritations.
- ◆ Inhale throughout the day to experience the refreshing aroma and to promote feelings of easy breathing.



#### Aromatic Description:

Balsamic, green, fruity, woody

**Distillation Method:** Steam

**Plant Part:** Branch/Leaf

# Rose

*Rosa damascena*

#### Aromatic Description:

Floral, dry sweet

**Distillation Method:** Steam

**Plant Part:** Flower

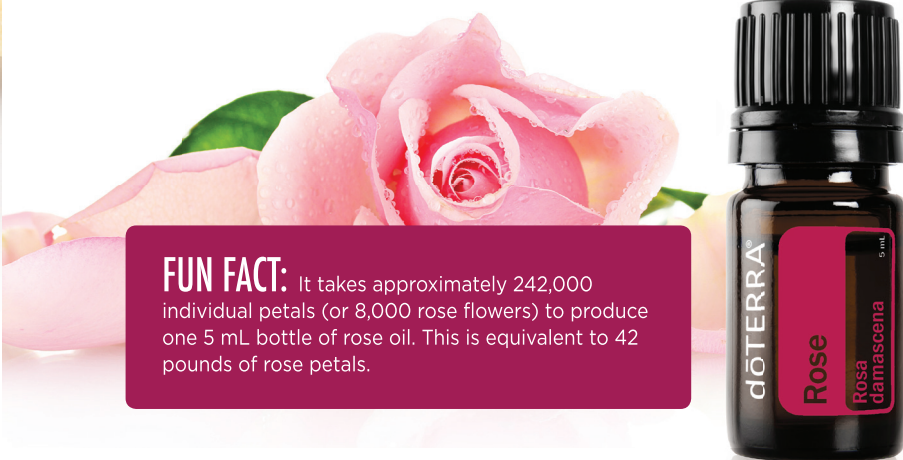
**Source Origin:** Bulgaria

Rose oil, one of the most precious essential oils in the world, has one of the most labor-intensive production processes and yields very little oil per petal. Because of this, Rose oil commands a high price.

### 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 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.





# Mother Nature's Cleaning Cupboard

It's out with the old and in with the new. With all those chemical-filled products on the market, how can you deep clean without running the risk of introducing toxins into your home? Naturally safe and effective, essential oils are powerful cleaning and refreshing agents: try these nature-based recipes to detoxify your spring cleaning routine.

## KITCHEN

- All-purpose cleaner: mix Tea Tree (Melaleuca) with distilled water and white vinegar
- Grease cleaner: mix Wild Orange with distilled water and Castile soap
- Glass cleaner: mix distilled water with white vinegar, rubbing alcohol, and cornstarch
- Wood cutting board cleaner: mix Fractionated Coconut Oil, and Lemon with distilled water
- Silver and stainless steel cleaner: soak utensils in white vinegar
- Grout cleaner: mix distilled water with baking soda, vinegar, and Lemon essential oil
- Floor cleaner: mix distilled water with rubbing alcohol and vinegar

## LIVING ROOM

- Carpet cleaner: mix Lavender with your favorite citrus oil, hot water, hydrogen peroxide, white vinegar, and dish soap
- Upholstery cleaner: mix rubbing alcohol with white vinegar
- Wood polish: mix Lemon with pure olive oil and white or orange vinegar
- Air cleaner: diffuse Purify

## BEDROOM

- Linen detergent: mix Tea Tree (Melaleuca) with Castile soap
- Dryer sheets: mix Lavender or Sandalwood with white vinegar and soak a small cloth with the mixture
- Linen spray: mix Lavender with distilled water and clear alcohol
- Indoor plant bug spray: mix Peppermint with distilled vinegar
- Dust cleaner: mix Lemon and Grapefruit with almond oil, vegetable glycerin, and apple cider vinegar





## BATHROOM

- Surface cleaner: mix Lavender, Lemon, and distilled water with vinegar
- Mirror cleaner: mix Peppermint with distilled water and white vinegar
- Rust remover: use white vinegar
- Mildew remover: mix Peppermint and Tea Tree (Melaleuca) with hydrogen peroxide
- Toilet bowl cleaner: mix Tea Tree (Melaleuca) with baking soda and vinegar

## IT'S GOOD TO HAVE OPTIONS

Because we know that so many people want a natural way to clean, we created dōTERRA On Guard® Protective Blend. This diverse proprietary blend contains cleansing properties, which makes it the perfect product to clean your home with essential oils.





# dōTERRA<sup>®</sup> ESSENTIAL OIL CHEAT SHEET THE BASICS

An at-a-glance  
reference for some  
of our favorite  
essential oils.

	Application	Blends well with
Lemon	(Neat) A T	Bergamot Cinnamon Grapefruit Lime Spearmint Wild Orange Wintergreen
Peppermint	(Sensitive) A T	Eucalyptus Frankincense Grapefruit Lavender Lemon Tea Tree (Melaleuca) Rosemary Wild Orange
Lavender	(Neat) A T	Basil Bergamot Marjoram Wild Orange





## Benefits

- cleansing and purifying properties
- energizing aroma that can uplift mood
- provides a clean, fresh aroma

## Uses

- diffuse to promote a positive mood, create an uplifting environment
- combine with water in a spray bottle to clean surfaces throughout the home
- combine with olive oil for a wood polish
- use to get rid of sticky residue
- use a cloth soaked in Lemon oil to preserve leather
- rub on silver and other metals to help remedy early stages of tarnish

- refreshing, minty aroma
- repels bugs
- promotes feelings of clear breathing
- helps promote healthy oral hygiene

- spritz around windows and doors to repel bugs
- diffuse to promote feelings of clear breathing, or for an energizing boost during study time
- apply to temples or palms and inhale for an energy boost

- significant soothing and calming properties
- inviting floral aroma
- soothing benefits for the skin
- helps to ease feelings of tension

- add to pillows, bedding, or bottoms of the feet at bedtime
- combine with water in a spray bottle to freshen linens, furniture, or car
- add a few drops to a warm bath
- apply topically to reduce the appearance of skin imperfections
- add to shampoo or conditioner
- diffuse to freshen the air, promote feelings of clear airways, promote a sense of focus, and promote positive feelings of self-awareness when trying to relax before sleep

**A Aromatic**

**T Topical**

**Neat:** Can be used topically with no dilution

**Sensitive:** Should be diluted before using on young or sensitive skin

**Dilute:** Always dilute before using topically







dōTERRA®

# *Douglas Fir*

New Zealand: A Cō-Impact Sourcing Story





Douglas Fir

## About New Zealand

The name for New Zealand in Māori is Aotearoa, which translates to “land of the long white cloud.” Located in the South Pacific Ocean, New Zealand is composed of two long islands, Te Ika a Māui, the North Island, and Te Wai Pounamu, the South Island, as well as some smaller islands. The Māori have lived in New Zealand since around 1300 AD.

With glacial lakes and fjords, active volcanoes, snow-capped mountains, black sandy beaches, pastureland, and major cities, New Zealand’s landscape is varied and dramatic. While the North Island is composed of active volcanoes, mountains, and black or white sandy beaches, the South Island is less populated with the Southern Alps mountain range covering its length. New Zealand has various climate zones, being sub-tropical in the Far North, and cool and temperate in the South.

# Aotearoa



New Zealand is also known for its unique birds and vegetation. New Zealand separated from the continent of Gondwanaland before the evolution of mammals, so there are actually no native mammals. Because of the high rainfall, much of New Zealand is lush and green, with more than 1,500 species of trees and plants, many not seen anywhere else on Earth. It is a country rich in biodiversity and one with a very fragile ecosystem. Under the native trees, a dense undergrowth of shrubs, ferns, mosses, and lichen generally grow. New Zealand native forests are multi-cultural and uniquely beautiful.

### The Right Tree in the Wrong Place

Native to the northwestern coast of North America, Douglas Fir trees were introduced to New Zealand around 1859. In New Zealand, the trees grow much faster than in the United States (estimated to be more than 20 times faster), and so the New Zealand State Forest Service chose to plant Douglas Fir as a timber species.

With the favorable climate in the South Island, the Douglas Fir trees found good form and reproduced well. However, the thick canopy created by mature Douglas Fir trees unfortunately crowded out the native undergrowth plants as a result. Douglas Fir requires only about 40% of full light to grow to canopy level, so the canopy created by the full-grown trees does not inhibit the growth of younger Douglas Fir saplings. When the trees release cones, they create an ankle-deep carpet on the forest floor, which prevents other plants from germinating. The seeds, which are produced by the thousand within Douglas Fir forests, are light and can be carried by the wind for many miles. Between the dense canopy blocking out the light, and the thick, acidic carpet preventing the germination of other plants, many native species cannot grow and native birds must find new homes.

Although Douglas Fir is permitted to be grown for timber in suitable and well-tended plantations, the favorable conditions in New Zealand for Douglas Fir along with its ability to inhibit the growth of native plants means that these wilding trees have covered huge areas of land. In the right place, Douglas Fir trees can offer economic opportunities through timber; but when they spread, they invade native ecosystems, farmland, and water catchments – and as such, organized action is required to control them and prevent further spread.







Wilding Douglas Fir

## Douglas Fir in New Zealand: A Solution

The invasive Douglas Fir trees are known in New Zealand as “wildings,” meaning trees that are spreading on their own in places they are not welcome. As the New Zealand government became aware of the problems caused by wilding Douglas Fir, they were forced to manage the continued spread of these and other invasive trees. Over the years, there have been multiple volunteer-driven groups and Government agencies actively engaged in control operations.

dōTERRA’s wholly-owned subsidiary in New Zealand, aōTERRA, collects and processes the needles of the young Douglas Fir saplings, as well as new growth of older trees, to produce the finest Douglas Fir essential oil. The production of essential oil from young “wilding” trees in pre-coning stages, as well as new growth, helps to prevent further spread of new “wilding” trees while also providing a sustainable outlet for these invasive trees to be removed. The removal of “wildings” in turn supports the ecosystem through the regeneration of native species which can once again flourish without

the suffocating canopy of Douglas Fir. For dōTERRA, this provides a sustainable opportunity to make available the beautifully beneficial and distinctive Douglas Fir essential oil while helping to preserve New Zealand’s very unique biodiversity.

aōTERRA, while owned by dōTERRA, is really a New Zealand company that supports not only the local environment, but also the local economy. Wholly built and managed by New Zealanders, aōTERRA provides value-added rural employment and uses unique, locally-made equipment to ensure that every aspect of their work gives back to the local community.





## QUICK FACTS

**One of the least densely populated nations,** New Zealand is 1,000 miles long and 280 miles across, at its widest point – slightly larger in surface area than the United Kingdom

**The Māori name for New Zealand is “Aotearoa,”** which translated means “land of the long white cloud”

**New Zealand is a bilingual country** speaking both Māori and English

**About one-third of the country is covered in mountains.** Aorangi, Mt Cook is 12,218 feet above sea level. Because of its harbors and fjords, New Zealand has a very long (9,300 miles) coastline relative to its size.

**“Wilding” Douglas Fir** is the New Zealand term to describe trees that have grown as a result of the propagation of seeds that have spread across the landscape of New Zealand on their own, becoming invasive

**Because of New Zealand’s location** on two tectonic plates and the Pacific ‘ring of fire,’ it has frequent earthquakes and active volcanoes

**Douglas Fir is an evergreen conifer** that grows natively throughout North America, but was introduced by the timber industry in New Zealand

**Douglas Fir trees are one of the tallest trees** in the world and can live for over 1000 years

**Douglas Fir trees are frequently used in the Christmas tree industry** and have a warm lemon-scented note that is sweet and refreshing





## Distillation

To produce dōTERRA's exclusive Douglas Fir essential oil, aōTERRA uses food-grade stainless steel mobile distillation units. The mobile distillation units allow the green material to be immediately steam-distilled as precious essential oil is lost by evaporation if not distilled within a few hours of collection. aōTERRA's distillation facility is surrounded by the majestic Southern Alps, and plans to continue producing aromatic Douglas Fir oil while also developing production of other unique and exquisite essential oils from native New Zealand species.

### References

<https://www.britannica.com/place/New-Zealand>

<https://www.doc.govt.nz/nature/pests-and-threats/common-weeds/wilding-conifers/>

<https://www.wildingconifers.org.nz/>





# aromatouch<sup>®</sup>

## HAND TECHNIQUE



**The AromaTouch Technique<sup>®</sup>** is a scientifically substantiated essential oil application method, shown to reduce feelings of stress and promote relaxation through the use of essential oils on the body.<sup>1</sup> However, performing the technique correctly takes a high level of expertise and a significant amount of time. If you haven't had the opportunity to become a certified AromaTouch Technique trainer, or if you don't have an hour to share a powerful essential oil experience with a friend in need, the AromaTouch Hand Technique (ATHT) is a convenient and simple alternative. And, as a recently published clinical trial suggests, the spectrum of benefits offered by ATHT is just as powerful.



## The Process

What makes ATHT so amazing is its simplicity. One to three drops of your favorite essential oil, five to ten minutes, and five simple movements are all that you need to provide that human connection and real measurable benefits. Furthermore, unlike the full AromaTouch Technique®, ATHT is highly customizable and can cater to the unique needs of any individual. Whether the recipient needs to be calmed, grounded, or uplifted, the application method remains the same; just use your dōTERRA Oil Chemistry Wheel to determine which essential oil to use. Don't leave home without your favorite oils because no setting or situation is too big (or too small) for ATHT.

## The Study

Having already proven the effectiveness of the full AromaTouch Technique in an earlier pilot trial, dōTERRA scientists recruited 36 participants to investigate the benefits of ATHT and two of their most popular oils: Copaiba and dōTERRA Deep Blue® Soothing Blend.<sup>2</sup> After a physician evaluated them and they completed baseline measurements, the participants were separated into control and treatment groups. All participants received ATHT from trained practitioners twice a day for five consecutive days for a total of 10 times. A combination of dōTERRA Deep Blue blend and Copaiba was applied to the hands of the treatment group, while the control group received the same ATHT protocol with Fractionated Coconut Oil instead. Measures were taken to control for the variances in aroma and color of the oil applied to the separate groups. After completion of the trial period, all participants were reassessed with the same questionnaire and functional tests that had been utilized to gather the baseline data. As reported in a recent publication of *Complementary Therapies in Clinical Practice*, the treatment group exhibited clinically significant improvements on both the self-reported questionnaire and the objective functional tests. The results provided robust evidence of the efficacy of Copaiba and dōTERRA Deep Blue® Soothing Blend, contributed a framework for future clinical trials, and showed that a caring hand and some essential oils are often all that is needed to brighten someone's day.

## The Service

The ATHT trial represents a novel area of research not just for dōTERRA, but also for the scientific community. It also provides outreach opportunities in the global dōTERRA community. In 2018, dōTERRA conducted 36 ATHT care events in the community surrounding their global headquarters in Pleasant Grove, Utah. Most of these events involved dōTERRA employees visiting senior care centers and introducing them to the wellness-promoting benefits of essential oils and the ATHT. With scientific validation of ATHT in hand, dōTERRA has plans to increase the number of community events in 2019.



## Find Trainings Near You

While there are over 2000 official AromaTouch Technique trainings worldwide each year, if an event hasn't been scheduled in your area, don't despair. You don't have to be a certified trainer to share the power of CPTG® essential oils and human touch with those around you. Visit [doterra.com](https://www.doterra.com) to locate a trainer near you, or simply watch the ATHT instructional videos on [aromatouch.com](https://www.doterra.com/aromatouch), grab your favorite oil and a friend, and apply the love one hand at a time.



### References

1. Bahr T., Rodriguez D., and Allred K. Immediate and lasting effects of the dōTERRA AromaTouch Technique®, a topical essential oil application procedure, on autonomic function and salivary biomarkers: A pilot trial. *Journal of Integrative Medicine & Therapy*. 2018;5(1):7.
2. Bahr T., et al. Effects of a massage-like essential oil application procedure using Copaiba and Deep Blue oils in individuals with hand arthritis. *Complementary Therapies in Clinical Practice*. 2018;33:170-176.



Introducing Double Diamond

# ANGIE NG

SGMY FOUNDER, MALAYSIA

**Congratulations on being the first to achieve Double Diamond rank in Southeast Asia. What are your thoughts on being the first ever Double Diamond in Southeast Asia?**

Achieving Double Diamond gives me a great sense of achievement, but it is the opportunity to give back and serve the community that truly inspires me. It is important to me to commit to my downline and help my leaders advance in rank. The best way to do this is by empowering people to let them take control of their own health and well-being – that is the most fulfilling experience for me.





# 6 Success Principles

**Belief. Gratitude. Courage. Love. Commitment. Integrity**

**While trying to achieve this, what do you think was your biggest motivation? Was this set in your goals from the very beginning when joining dōTERRA or how did it evolve?**

My biggest motivation comes from the support of my upline, Allyse and Patrick Sedivy, and the hard work of all my leaders, which allows me to experience this amount of success. My mission now is to empower the world with essential oils and help to create a community of people who take control of their health in order to experience more freedom in their lives. In order to do that, I have to continue to grow myself. The more I grow, the more I can give.

**Now that you are at the top rank in Southeast Asia, what is your next step? What advice would you give to leaders who find it hard to progress at the moment?**

Be brave to share your vision. I always share with my team members to have faith in dōTERRA and move forward helping people, sharing your love and care through dōTERRA, and educating others to adopt holistic methods to benefit their family's health. Pay attention to what you can do for people and keep doing whatever is helpful. You will feel a sense of excitement and joy as you travel around talking to people and sharing dōTERRA with them.

**As one of the foremost leaders in Southeast Asia, how do you think these markets will develop and how would you advise builders in this region?**

The most pressing challenge will be managing leaders' expectations. It is particularly difficult when they are all at different stages and come from different backgrounds. Beliefs play a more important role in our success than most people appreciate. It is important to work with leaders and focus on the beliefs that are appropriate for their levels. New members need to concentrate on their belief in the products and the company, whereas sharers and builders should work on their belief in themselves.



***“The best way to be committed to my downline and leaders is to empower them to take back control of their health and well-being - that is the most fulfilling experience for me.”***



## Introducing Presidential Diamond

# LAM YEE MUN & STANLEY HO

SGMY FOUNDER, MALAYSIA

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

The biggest hurdle was trying to galvanize the team to strive for the rank of Platinum and above, and to help them believe that they can achieve it. There are times when doubt starts creeping in and we must act like a lighthouse to guide our leaders to the shore.

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

It is important to build a strong foundation, namely, a sufficient customer base at a minimum of six lines where the majority must be solid LRP members. This can be done through the continuous education of our members: there is no shortcut. A short-term strategy, for example buy-up ranking, will not work in the dōTERRA compensation plan as it will be reset every month. The beauty of the dōTERRA business is that it emphasizes stability and consistency.

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

We constantly discuss any issues and share the teaching workload. Yee Mun will handle the counseling part while Stanley will focus more on the sales volume monitoring and goal completion. We found that by working together in dōTERRA, we can complement each other's strengths while reinforcing the bond between us. That is why we encourage couples to work together in dōTERRA!





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

Building dōTERRA is different from other businesses. We are not only building dōTERRA as a business, but we are also loyal users who cannot live without the oils. dōTERRA has become our lifestyle. We have learned many techniques of oil application that we can use to benefit our loved ones, leading to increased quality time and bonding between family members. Initially when we worked very hard for a period of time in order to lay a solid foundation, we did find it more challenging to find a balance between work and family. This lasted only for a period of time, but since things are now stable, it is not so much of an issue for us any more.

Yee Mun used to be a workaholic, whose lifestyle was all work and no play. For Stanley, he believes there must be a fine balance between work and play, in order to preserve our longevity in this business. Now, whenever we go on business trips we ensure that work, pleasure and family time are all taken care of. Our normal practice after a period of hard work is to take an extended holiday, which adds a much-needed element of fun and relaxation. It allows us to return to work recharged and filled with enthusiasm.

### 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?

If we want to achieve something great in life, there will always be challenges that we need to overcome. The benefit of this ranking is that it is a great inspiration to others, like a light at the end of tunnel for many still working their tails off in the business. Staying uncomfortable is the key to success!

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

Our motivation is to help all those who are still working hard in the business to be successful and to be able to achieve their dreams as well. Our vision is that all our great leaders will enjoy the same quality of life as we do, so that when we all have the time and financial freedom, we can go on holiday together from time to time. That is a great inspiration for us!

### How has this business changed your life?

This business has transformed our lives tremendously. Now we can generate a substantial passive income, help people when they are in need, and also enjoy a lifestyle that we once thought was beyond our reach. Most importantly, now we believe that nothing is impossible. We never expected to be able to touch so many lives! Our own lives have become so much more meaningful too as a result.

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

We must have a pioneer mindset, i.e., we must already believe in the great potential of the dōTERRA business long before we are successful. Logical thinking alone will not get us far in this business. Our heart is what will motivate us to push through all the obstacles and come out on top in the end!



**Staying uncomfortable  
is the key to success!**





## Introducing Blue Diamond

# ANNDALYNN LEE

MY FOUNDER, MALAYSIA



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

When you run a dōTERRA business, you are constantly dealing with different types of people. dōTERRA is not a business you can operate on your own. The position I occupy right now is built on the foundation of loyal dōTERRA leaders and users. But the saying, “Where there are people, there are contradictions” is undeniably true. The toughest problem to manage is always human relations. There were times when I was struggling and confused, simply not knowing how to keep everyone happy. It is through recollecting what I’ve been through to come this far and remembering the reason why I joined this business that helped me regain my motivation. The most important lesson I have learned is that you cannot please everyone. This is the same in both family and business. The only way to deal with it is to keep a positive attitude and continue to believe in yourself.

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

To achieve Blue Diamond, I believe you must start by having a strong desire to achieve, formulate a clear plan, and stay committed to it. Throughout the journey, have a laser focus on your end goal, think positively, and just do what you planned.



## HAVE A LASER FOCUS ON YOUR END GOAL, THINK POSITIVELY AND JUST DO WHAT YOU HAVE PLANNED.



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

I always believe that there's a silver lining to every cloud. At first, my reason for using dōTERRA was very simple: I wanted to give the best to my children. I also wanted to express my gratitude to the loyal customers who had supported me in my traditional beauty salon business for many years. I would give them a few drops of Peppermint at the end of their massage and they would be pleasantly surprised by the instant cooling sensation. That was how my dōTERRA journey started. Day by day, the number of orders increased. It was after joining the company's convention that I knew this was something I would love to work on and commit to every day. Life suddenly got much busier! I would work from day to night on dōTERRA and sometimes had to miss dinner with my family. Joining Diamond Club meant that there were rarely empty spaces on my calendar and I had to be away often, travelling to see my downlines. It was ironic that the reason I came to start dōTERRA was because of my family, but now I often had to be away from them because of it. Despite that, I never thought of giving up, and my family are very supportive. The silver lining is that our family communication improved. My children are more independent now and my husband spends more time with them.

### 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?

You will receive many benefits when you reach Blue Diamond. Part of it is financial freedom, but more importantly it is also the fulfillment of helping a lot of other people succeed down the line, showing them that it is possible to achieve their goals.

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

I have always wanted to be more flexible with my time while enjoying financial stability, and dōTERRA allows me to do both. The possibility of passing down the business to my children and loved ones in future is also one of my work motivations. When I first started using the oils, the intention was to improve my health and the health of my loved ones. Now I feel the extra motivation to achieve a common goal together with my family.

### How has this business changed your life?

This business has transformed me for the better in many aspects. I am now more confident to meet with people and share about the goodness of essential oils. I am also capable of talking in front of a large audience, which I was not able to do previously. My family's health and wellness is at an optimum condition and I am in a stronger financial position. Finally, I have become stronger and a more positive person, helping people to improve their lives.



## Introducing Blue Diamond

# CHOK SIN EE

SGMY FOUNDER, MALAYSIA



## BELIEVE IN YOURSELF, DARE TO DREAM

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

The biggest hurdle that I had was self-doubt. I had doubted my capabilities of achieving Blue Diamond as this is a high rank to hit, but I told myself that I needed to adjust my mindset and have the confidence to believe that I could do it.

As a mother of two and a housewife, I also needed to balance my time between dōTERRA and family. Before I planned for Blue Diamond, I communicated my plans to my husband and kids. This is important because they are very precious to me and I need to maintain our relationship.

I am grateful that they understood and gave me their full support. Nothing is greater than the love, encouragement and support given by your own family members.

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

If you want to succeed with dōTERRA, you must first use the products, love the products, and then share the products. Remember this: you are the product of the products. Your own story and testimony are the best tools to inspire others to join you as users or builders. So start with yourself, believe in yourself, and dare to dream.



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

After I started in dōTERRA, I learned to communicate with my husband even better than before. I would let him know my plans and activities in dōTERRA and even invite him to attend some of the events. This was important so that he was aware of my plans, and we could arrange to take care of our family more efficiently.

In addition, my husband is a businessman and has vast experience in managing his team. Aside from my upline leaders, he is the best person for me when I need to seek advice on managing my customers or team members. He always shares with me his management skills and guides me from a business perspective, which has been a great help to me in managing the people around me.

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

Currently, I have thousands of customers and a handful of sharers and builders in the team. It is my responsibility to lead and guide them in dōTERRA, be it product guidance or business guidance. I have never stopped sharing and conducting classes so that I could help more people to achieve their goals in

dōTERRA. We are more than just an essential oil company: everything we do is designated for opportunity and our mission is to empower others!

Blue Diamond is just a ranking. It is not a destination but a journey. It is a journey where we can help and empower more people to achieve their goals. Thus, we should invite more people into our dōTERRA journey. There is no reason for us not to share such an amazing lifestyle with others.

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

I was just a user when I first started with dōTERRA. I started using the products as my son had health issues. After using the oils on him for some time, I saw a major improvement in his health which I had not seen when we tried other products in the market. The oils also helped me to rest and sleep better every night. dōTERRA's products have improved my entire family's health, which is the most valuable gift I could have hoped for.

The next gift that I received from dōTERRA is the lifestyle that I have always dreamed of. After experiencing amazing results from the products, I started to share dōTERRA with others. I did not even think of the business opportunity or income that

I would receive when I first started as I just wanted to share and help more people. Eventually I managed to build thousands of customers and business builders in my team. The best part is that dōTERRA is paying me for my efforts so that I have the time and opportunity to share more.

Finally, yet most importantly, dōTERRA has empowered me to become a better wife, a better mother and a better leader. In this dōTERRA journey, I have gained so much growth that I never ever expected to see in myself. I have learned how to share oils with others, how to conduct classes, how to lead a team, and much more. This is a life-empowering company that has truly helped me to become a better me.

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

I would like to take this opportunity to thank everyone who has helped me in my dōTERRA journey. Thank you dōTERRA for being such an amazing company with great products, a great culture and great support from the corporate team. Lastly, I would like to thank my team leaders and team members who have been with me from day one. Your continuous support and guidance have made me who I am today.





dōTERRA® BLUE DIAMOND

Introducing Blue Diamond

**HENRY FONG**

SGMY FOUNDER, MALAYSIA





## SWITCHING ON TO SUCCESS

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

The biggest challenge has been to inspire my team members to work with me in order to help five people achieve Gold ranking. We cannot achieve Blue Diamond on our own, but by working together and fostering a strong team spirit we can overcome any challenge in our journey. Life consists not in holding good cards but in playing those you hold well.

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

Learn to switch ON and OFF! When we switch our business mode to ON, we should work hard, but we should enjoy our life when our business mode is OFF. Promise your family you will eat dinner with them at least once a week. Enjoy your time with them and that will be your motivation to help you persevere and achieve your goals.

### **Some people don't want to reach Blue Diamond because of how hard and**

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

**Don't let your dream just be a dream: dream it and make it possible!**

Before you decide to achieve Blue Diamond, you should learn the secret that leaders create leaders. What I mean by this is that achieving Blue Diamond should not just be your personal goal, but also the goal of your whole group.

### **stressful it seems. What are the benefits of this rank? Why would someone else want to reach it?**

Some things are so important that they force us to overcome our fears. Nothing is easy and there is no free lunch. Keep in mind how happy you will be when your dreams come true, and that will help you face your stress and keep things in perspective.

### **What are the benefits of this rank? Why should someone else want to reach it?**

Achieving this rank signifies a wholesale change from zero to success! Before this I was nothing; I just went to work and came home and repeated my boring routine again and again. My life changed 180 degrees when I achieved Blue Diamond. If you want to escape from your repetitive routine and experience an exciting and stimulating career, just join us and achieve your success in dōTERRA.

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

My ambition in life is now to help more people and have a healthier lifestyle. Before this I did not know how to help people change their lives, but now, seeing my business associates change 180 degrees because of dōTERRA gives me deep satisfaction and adds a lot of meaning to my life.

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

Life is a wonderful journey. Make it your journey and not someone else's.



## Introducing Blue Diamond

# LIM MIAN FOO

MY FOUNDER, MALAYSIA

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

In this amazing journey, the biggest hurdle I have had to overcome is sustaining my passion. Without passion and patience, the journey to success would have been much harder.

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

Passion and absolute belief in the goodness and efficacy of dōTERRA will inspire you to find ways to spread the word about the wholesome goodness of essential oils.

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

Ever since I found that I could help people feel better through the elimination of pain and the experience of a more healthy life, dōTERRA has become a passion of mine. The sheer joy and pleasure of enabling people to live again cannot be expressed in mere words. The great reward of knowing that you have helped someone feel better is elation that you can only understand if you have experienced it.







## PASSION · PATIENCE · LOVE

My belief in dōTERRA and my passion to promote has enabled me to run this business successfully and with heartfelt joy.

**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?**

Effort brings success. Whenever we want or need something, we have to put in a lot of effort in order to achieve it. The same applies to achieving a specific rank: we need to have passion no matter how hard or harsh the journey. I believe the benefit of being a Blue Diamond is to find fulfillment and joy in helping others. I hope to continue to grow my passion and find success as I share my love of dōTERRA with people all around me.

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

Again, it is passion, patience and love. It was a natural transition for me to move from making people happy through beauty products, to making life blissful for people by improving their health. In both cases the source is the same: nature. I realized that dōTERRA made my happiness even more meaningful and complete, as alleviating pain in people is more rewarding than just

making them happy through the appreciation of beauty.

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

Perhaps the fact that I was already an established businessman made it easier for me to think of ways, not so much to sell dōTERRA products, as to share their effectiveness. When people become happier as they recover from their ailments, I am elated and more energized. Belief in the products we are offering is the best way to succeed. With belief comes energy, creativity and sincere concern for people. It will help you succeed in all other aspects of life too.

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

My belief in dōTERRA and my passion to promote has enabled me to run this business successfully and with heartfelt joy. I confidently believe that I am just at the beginning of this journey and I will continue to share my love of dōTERRA by "changing the world one drop, one person, one community at a time."



## Introducing Blue Diamond

# PAULINE TEY

MY FOUNDER, MALAYSIA



## FACING DECISIONS, GROWING CAREER

I would like to sincerely thank my team, as I would not have been able to achieve Blue Diamond on my own. When I decided to strive for Blue Diamond, I asked my team if they were ready. All they said was, “Don’t worry, go ahead and strive for it! We will do our part.” I was very touched that my team was willing to work together with me on this.

The journey has not been easy, but I always tell my team that as long as we start out right, find our purpose, and are thankful in everything we do, there is no need to worry about the future. Last year, I was not able to rank up in the short amount of time allocated because I had not built up my 5th level well. Since then, I have learnt my lesson to better prepare myself and my team for what lies ahead.

Before I heard about dōTERRA, I was just an ordinary housewife. It was not until my husband experienced a health issue that I got to know about essential oils. What makes me luckier than some other women is that my husband is in full support of my career. Having had first-hand experience, he believes in the product and appreciates the opportunities provided by dōTERRA. Although he doesn’t play an active role in helping me manage my career, he often supports me with honest advice and assists me greatly at home.

Now our roles have swapped, with the wife focusing on her career and the husband occupied more at home. Although relatives and friends find it hard to understand, we really enjoy how we have structured our lives. We welcome the dōTERRA





I would like to thank everyone for their encouragement. And remember, as long as you set a target, the method to achieve it will come no matter how long it takes.

culture that educates us on the importance of family, which is usually not stressed in other jobs. Because of this, we always find time to be at home no matter how busy our schedule is.

Do I feel stressed or scared when I set a goal? Definitely, but I personally feel that this is normal. There are many decisions that we need to face at different stages of our lives that help us mature and grow. As your team grows, you too will step up a notch in your pace of growth. In this regard, setting an example to your team with what you do far exceeds whatever you say. For example, what I was most terrified of when I first started my career was going on stage to teach, so much so that I even told the organizers to leave me out of presentations. However, as time passed I realized that if I did not change this attitude my team would never grow. It is not a coincidence that when I decided to start giving presentations, that was when my team started to grow.

There is never an end to learning: it is important that we embrace learning in our lives and career. It is also through educating ourselves that we can be reminded of the person that we want to become. Essential oils have a charm that is attractive to many, with an array of uses, but always remember that an opportunity is only an opportunity for those who are prepared.

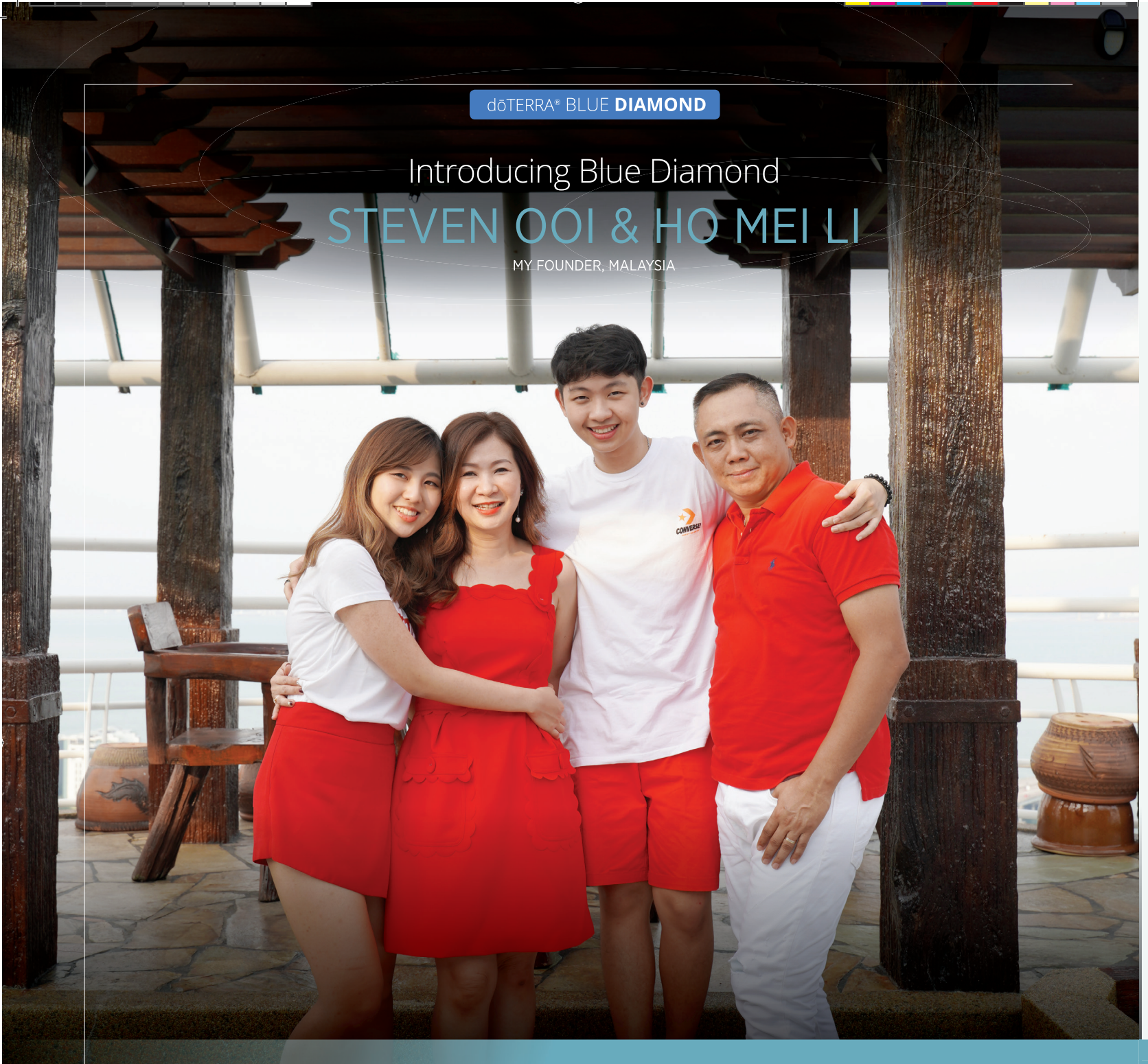
I am very thankful to dōTERRA for such a great career. Not only has dōTERRA helped me develop personally and changed my life, but it has also given my family financial independence. It was through essential oils that I learnt to give, to care and to lend help to those in need. If I had not entered this career, I do not think I would have learnt the importance of giving.





## Introducing Blue Diamond STEVEN OOI & HO MEI LI

MY FOUNDER, MALAYSIA



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

The biggest hurdle was developing a growth mindset and inspiring my team to participate in growth and improvement. It was also important to build new and back-up qualifying legs. There were times when I felt life getting out of control and I became overwhelmed, but I learned to step back and relax. There will always be challenges, but we just need to focus our energy on building our strength and character.

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

Every individual is unique. Invest in yourself and learn to stretch yourself. Never give up despite all the difficulties you face. Planning and setting priorities are the keys to success. Communicate with your leaders as teamwork is crucial in reaching this rank. As leaders we have to build this business in a happy and healthy environment so we can be true to what we stand for.



# Developing a positive mindset helps you in more ways than you might realize.

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

My husband Steven is extremely supportive of me. He experienced the benefits of these oils and found them astounding. He also likes dōTERRA's culture and sees the potential of the business as everyone benefits from using the oils. He is currently my mentor and is always there to coach and guide me in building my business.

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

I used to reserve my weekends for family time, but now that both my kids are pursuing their tertiary education in the UK, we have a group chat where we catch up with each other almost every day. I am always there for my family whenever they need me. Spending time with Steven is equally important too, so we always plan our outstation trips together and have short holidays in between.

## 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 would someone else want to reach it?

Don't let fear hold you back. Many of us let this hurdle stop us in our tracks. Set your priorities and goals, then align them and map a plan to get there. Many have failed to reach their goals because they could not maintain the momentum when hurdles appeared. Stay focused and jump over them. The excitement and satisfaction you get when reaching your goal are indescribable. In building this business, our builders look up to us and we should advance in ranking in order to motivate and inspire them to do the same.

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

Life is more fun when we are in control of our life and love what we do. I have always had a passion for sharing goodness, empowering people, and contributing to society, so dōTERRA is a great fit for me. I am also motivated to help my team to reach their individual potentials. They are great people with the aspiration to succeed. When your team is moving forward together, wonderful things can be achieved. In this business, we develop sincere and long-lasting friendships with our builders and help them achieve financial freedom.

## How has this business changed your life?

I enjoyed a comfortable life before I started this business. Three years in dōTERRA have stretched me and helped me grow in every aspect of life: emotionally, mentally, and spiritually. It has also opened me up to have confidence in myself. It is truly a blessing to be able to help and connect with people through dōTERRA. No beauty shines better than a good heart!

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

Developing a positive mindset helps you in more ways than you might realize. Positive energy brings a team together and builds relationships. Always keep a good relationship with your leaders so that you can inspire them. It is also important to work closely with the company in order for us to grow together.





## Introducing Blue Diamond

## WINNY YEOH

MY FOUNDER, MALAYSIA

## Effective Team Communication is Essential to Success

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


For me, it was my passion and persistence that pushed me all the way to Blue 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.







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

**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.

**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?**

Besides the big income difference between Diamond and Blue Diamond, your frontlines will be more independent and motivated once they advance rank to Gold. This is the time where you could allocate more time to prepare your Presidential Diamond advancement. Naturally, Blue Diamond is the stepping stone to Presidential Diamond.

**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 migraine 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.

**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.



## ADAM One Family (Iman & Ida)

MY FOUNDER, MALAYSIA

Iman is not new to network marketing, having previously spent over ten years in the industry working from home while taking care of his son Adam, who is autistic. It was his wife who initially got enrolled to use the oils for Adam, but when they saw how significantly the oils were benefiting their son they became extremely curious about dōTERRA. When they found out that the company had launched in Malaysia, they made the decision to start the business, despite the fact that it meant Iman was suspended from his previous company. However, he was confident that with his vast experience, he would be able to get started without much difficulty. He immediately began to prospect his old team and leaders of the industry, but after a whole week of back-to-back appointments he enrolled not even one person. His friends in the industry laughed at him saying that he was silly to sell oils. He was a little shaken and doubts started to creep in.

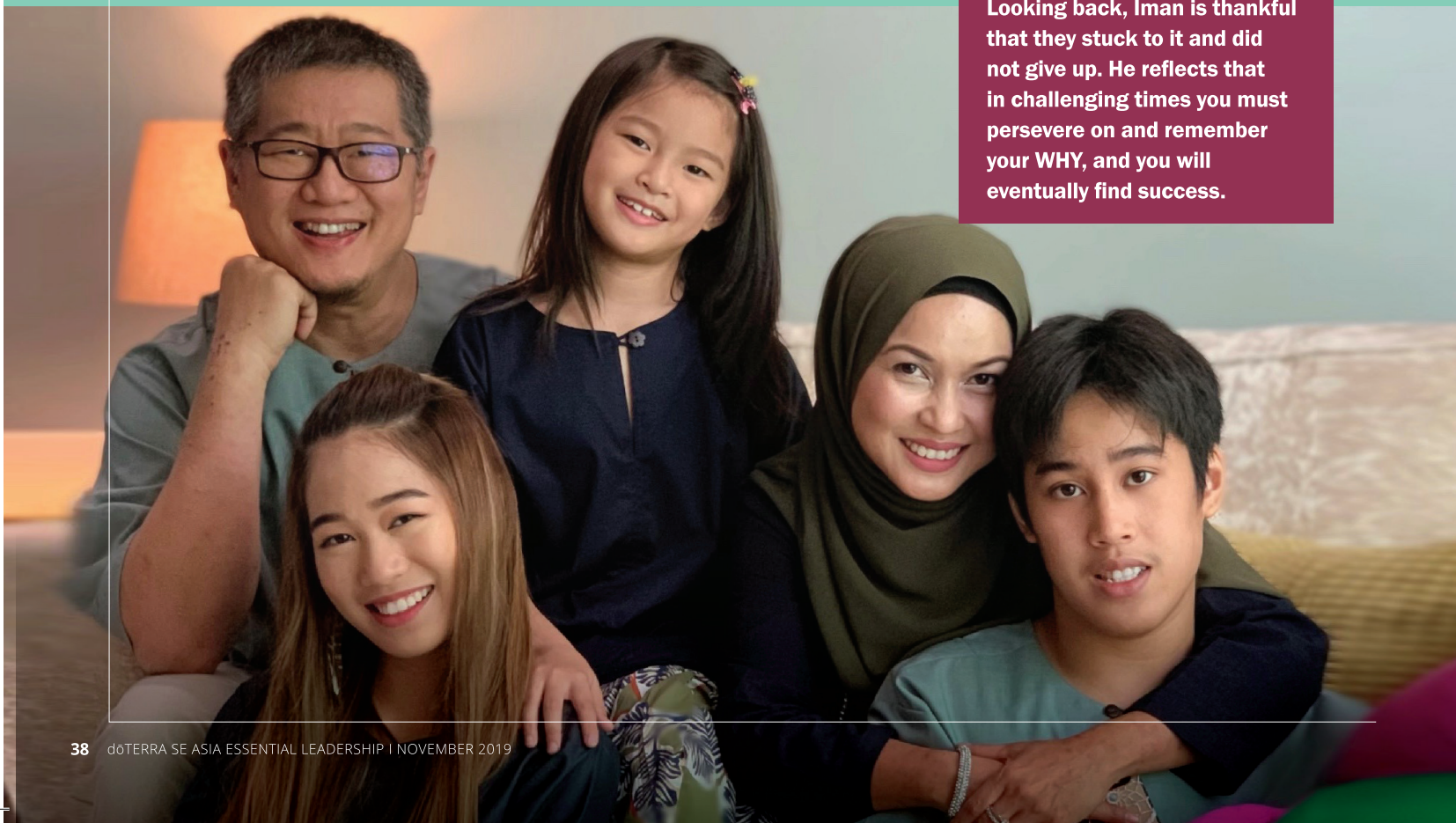
It was a difficult time — they had no income and did not know how to introduce their friends to dōTERRA. In the second week they managed to enroll a few friends, but they were no business builders. It was a rough and stressful first month.

At the same time, they were witnessing so much joy in Adam using the oils that they knew they were going to be using them for a long time, regardless of whether they did the business or not. Iman also remembered that his Blue Diamond upline, Jenn Oldham, had invited him to attend the 2017 Global Convention in Salt Lake City. It did not seem possible that he could go because his wife could not manage Adam's challenging behavior on her own, but after much discussion they decided that in order to be successful at dōTERRA they needed to relearn everything, and the best place to do that would be at the Convention.

It was a hard decision to make, but they felt they had to take the risk for Adam's sake. Their daughters were very supportive, and one of their best family friends offered to take a week off work to help with Adam at home. So the decision was made and in September 2017 Iman flew to Salt Lake City.

The Global Convention changed Iman's entire perspective about the business and grounded him solidly in the dōTERRA culture. He came home with clarity and confidence that he would have never acquired if he had not made that trip. He and his wife changed their approach and started focusing on the oils, trusting in the oils to speak for themselves. Since a large majority of their friends were not supportive, they turned to social media and focused on strangers. Miraculously, enrollments came pouring in and they qualified Silver in that same month.

**Looking back, Iman is thankful that they stuck to it and did not give up. He reflects that in challenging times you must persevere on and remember your WHY, and you will eventually find success.**





## Bryan Chew

SGMY FOUNDER, MALAYSIA



**Bryan would like to thank God, his wife Maria, his children, and his friends for supporting him in the privilege of partnering with dōTERRA to help make the world a healthier place.**

Bryan was too inexperienced to counter the other parties' aggressive statements and negative comments, and realised he had to take a back seat to equip himself with the necessary knowledge and hands-on experience.

What he learned from his corporate experience is that to be a good leader one must first learn to be a good student. Bryan had the privilege of observing and learning hands-on from upline leaders Angie and Khor, Dan, and Alysse and Patrick. Today he happily spends time, energy and resources on dōTERRA because he enjoys the company of his leaders and is convinced that dōTERRA is the right place for him to fulfill his goals and aspirations.

For many years, Bryan used healthcare products from different direct marketing companies and did not enjoy the experience. The biggest challenge for him, therefore, was not being sure whether he was in the right place, at the right time, with the right company, with the right people, and doing the right thing! However, as he points out, we never really know until we try. Only time will tell, but fear of failure is what stops many people from trying something new. Bryan is grateful that people he had known for years introduced him to dōTERRA and convinced him to believe in the products and join the company.

In order for him to assess dōTERRA's product effectiveness, he started attending several oil parties to get an overview. Next, he and his wife bought a package and started using the oils themselves, while at the same time giving out free samples to close friends to gauge their response. They were amazed at the speed of the feedback—and all the responses were positive.

Just as they began to get excited, they met with a challenging roadblock in the form of several essential oil competitors who were very knowledgeable people.

Of course, it is not always blue skies: building a successful business requires hard work, perseverance and grit. But Bryan says that no matter what lies ahead in this uncertain world, we must press on with hope, courage and determination. We must keep learning continually, maintain a teachable spirit, and treat any setback as an opportunity to make us stronger and wiser. Bryan reminds us that if we stay focused and make the daily choice to stay happy, we will attract like-minded people into our life and into our business. In his words, "The law of magnetism says, 'Who you are is who you attract.' If you are helpful, you attract others who are helpful, and soon a network of like-minded people forms to help each other succeed. Teamwork makes our dream work."





dōTERRA® DIAMOND

## Deborah Wong and Fabian Tan

SINGAPORE

**"Grateful to be  
part of this loving  
family, Deborah  
is excited to  
reach out and  
touch more  
lives!"**

For Deborah and her family, this past year has been an intense journey for them. Ever since the Global Convention 2018, she had aspired to be a Diamond and walk the Gala Dinner stage. The most challenging issue for her is her inability to talk audibly, so meeting someone face-to-face now requires her husband, Fabian, to be with her. Deborah acknowledges that she is prioritizing dōTERRA over family and wishes that she could spend more time enjoying activities with her children. However, she feels that this is only in the short term and would help her family achieve security. Bearing in mind the prognosis given by her neurologist, she wants to make dōTERRA a success in as short a time as possible.

One creative solution was to involve her children in the business—for example, they will help in preparing samples and attend events together as a family. Not only have her children been empowered to take care of their own well-being, they also care for their friends by sharing dōTERRA oils. Deborah was encouraged when she realized that she is equipping and inspiring her children with skills that will serve them well in the future, and giving them an invaluable example of how to overcome adversity. While she is a mom who cannot hold a conventional job and cannot walk or talk properly, she is still living her life with purpose and fulfillment. When Deborah saw their proud faces after she achieved her

goal of walking down the purple carpet at the Global Convention, she knew for sure that all her hard work was worth it, and is grateful to dōTERRA for providing her with a platform.

Deborah feels that the greatest mistake she made along the way was to impose her goals and dreams on her team members. She had a strong desire to succeed as fast as she could, but she learnt that everyone has their own preferred pace and she needed to respect their choices and support them at their own level of comfort. It has not been an easy journey for her. Many times, she was disappointed with the outcome of her efforts. She questioned why it was necessary for her to spend

so much time and energy on the business when she had a serious health challenge. She consulted a life coach who asked her to stop, rest and focus on loving herself. After which, she decided to listen to her heart and chose to persevere on. Deborah also said that she would have given up if not for the support of her mentors, Elizabeth Ho and Lee Seang Looi, her Diamond uplines, and the whole team. She readily expresses her appreciation for her fun-loving team's synergy and the love they have for each other as one big dōTERRA family. Grateful to be part of this loving family, she is excited to reach out and touch more lives!



## ■ Foo Siew Ping

MY FOUNDER, MALAYSIA

# OVERCOMING ISSUES, BUILDING UP SUCCESS

At the beginning of her dōTERRA business, Siew Ping found it very challenging to learn about all the virtual office procedures and marketing plans. This was especially the case when she started growing and she had to guide her new members and builders. It took her a long time to pick up all the operations.

Siew Ping would like to thank her amazing uplines, Winny and Angie, who not only believed in her wholeheartedly, but also sacrificed their time to patiently guide her step-by-step through all the virtual office procedures and marketing plans. There was even a point of time when she thought of quitting should Winny not be able to help her with the accounts, as it was so painful for her to learn how to conduct business online. Nevertheless, she overcame this problem and is now able to train and guide her new members and builders on the virtual office procedures and marketing plans. This, for Siew Ping, was a great breakthrough and she feels it is a great encouragement to others who may face similar problems.

Siew Ping felt that family time was her biggest sacrifice when building her dōTERRA business. This was especially so when she was building for Diamond rank. Sharing essential oils, conducting oil classes and team building consumed all of her evenings and weekends. However, Siew Ping persevered on. She mentioned that she felt lucky to have enormous support from her family, uplines and her team, encouraging her and providing her with much-needed support and care. She felt that she would not have achieved Diamond rank if it had not been for all their support.

dōTERRA® DIAMOND



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## Janet Kang

MALAYSIA

Janet had always dreamt of being financially independent, but at each attempt there seemed to be so many obstacles that she would quickly become demotivated and give up along the way. As an entrepreneur and a mother of two boys, time management was critical to her everyday routine. Equally, depending on a single income was insufficient to meet her family's expenses. When she first heard about dōTERRA from a family friend, she was skeptical. She thought that direct marketing would never be an option to help her achieve financial freedom, but she had heard of the products before, so she began to find out more through friends. Eventually she invested in a few products and started to use them for herself and her family. The oils worked amazingly, and most importantly helped with her husband's insomnia, from which he had suffered since childhood. She felt improvement in her children's health, and she was also able to relax more easily. All these positive results gave her the determination to press on and not look back.

Janet says that what makes her a Diamond today is self-belief, not being afraid of failure, and proper planning. Nobody likes to fail, but in Janet's eyes, failure is only a temporary setback on a bigger, more significant journey. Everyone encounters failure at some point in their lives, but what truly matters is how you react and learn from it.

As a Wellness Advocate of dōTERRA, Janet aims to learn something new every day. Her goal is never to stop learning, for there will always be new skills to absorb and new techniques to adapt. One of the most valuable lessons she has learned is the importance of setting a goal to give direction, and then to be single-minded in the pursuit of success.

**Set a goal to give direction and  
be single-minded in the pursuit of success.**





# Jen Tan

MALAYSIA

## ANSWERING WHY



The most challenging roadblock Jen experienced was difficulty in introducing dōTERRA to others when she was just starting out as a builder. Things changed after she attended trainings and coaching sessions with her uplines. She managed to slowly change her mindset and adopt a different approach, focusing on sharing her personal experience of using dōTERRA products and realizing that the growth of her organization will naturally follow.

Through all the years that Jen has worked with her downlines, she has discovered that the best way to help any struggling builder is to work together with them to discover their “WHY” (their purpose of building dōTERRA as a business). She always believes that a builder with a fundamentally strong “WHY” will be able to overcome any hardships and challenges they face, which will ensure their success in dōTERRA. Through this process, she has been able to build trust and strengthen her relationship with her builders, as well as develop her leadership skills.



dōTERRA® DIAMOND

## Joycelyn Chua

SG FOUNDER, SINGAPORE



**"Success leaves clues."**

- Tony Robbins



Ever since her graduation, Joycelyn has worked in major multinational companies in the oil and gas and petrochemical industries. However, none of her corporate experience prepared her for the journey that she has had with dōTERRA. In five years of leading a dōTERRA team, she learned so much more.

As a dōTERRA builder, one of Joycelyn's major roadblocks had to do with mindset. She joined dōTERRA in August of 2013, ranked up to a Silver eight months later, followed by Gold in 2015. However, her business hit a plateau the following year.

In order to succeed in dōTERRA, Joycelyn knew she needed to regroup, arm herself with a transformed mindset and a fierce tenacity. She started to focus on self development and attended a course conducted by mindset and sales coach, Tiffany Peterson. This turned out to be a game changer in her business. With a major shift in mindset, she started to see her challenges in a positive light. Doors started to open, until what she had previously deemed to be impossible became a BIG possibility.

Joycelyn advises anyone who aspires to share or build dōTERRA to seek advice from a mentor, regardless of whether it is from uplines, cross lines, or even someone from another industry. She urges everyone to continue to learn daily. "Our business stops growing when we stop learning," she added.

Joycelyn identifies her key ingredient in her dōTERRA success story as sharing the Gift of the Earth with Love, Grace and Focus. She realised that she had been sharing dōTERRA wrongly when she noticed that she was so stressed and was no longer enjoying herself in her dōTERRA journey. "During the 2016 global convention, I was inspired by the Goddards and decided to make a massive change to the way I was sharing dōTERRA. I want my team to share dōTERRA with pure love and grace from then forth. Our team has this motto that we abide to - Share dōTERRA from our heart and detach from the end results," Joycelyn explained. She adds that while certain level of motivation and stress is needed to achieve any rank or sales target, we should always enjoy the process for the long term sustainability of the business.

Focus, being the second key component in her success story, was something she mastered during Diamond Club. She used to be easily distracted by the latest sales tool or business systems that others are using, and started to second-guess her plans to the verge of mental paralysis. She completed the gruelling four months of Diamond Club with laser sharp focus.

Joycelyn also began to understand that different people have different perceptions and no one can claim categorically to be right or wrong. "One size fits all is a myth. There are numerous ways of handling any tasks, and different people respond to different communication styles," she added. Hence, her advice is to be flexible in communication methods with one's team. She emphasizes that it is especially important to be a good listener, as most people value being listened to carefully and with genuine interest.

-Sharing dōTERRA with Love, Grace & Focus



## ■ Lau C Hun

MALAYSIA

**“ Have an open mind, be willing to face challenges or receive abundance, be ready to give and share, to seek out people with a similar mindset, and to take purposeful action today. ”**



Four years ago when C Hun started building his dōTERRA business, there was no warehouse or corporate office in Malaysia. During that time the most challenging roadblock for him was getting products from overseas to his team. It took a lot of effort for him and his uplines to arrange for the products to be shipped from the US or Singapore, to Malaysia. It seemed like an impossible task and most people thought he was wasting time and effort.

However, through his perseverance and the support from his uplines, they managed to find a solution, and even maintained it for close to 2 1/2 years. This experience showed C Hun that when colleagues work together as a team to support each other during challenging times, nothing is impossible. He feels that the willingness to take up a challenge is actually the willingness to take up any opportunity that comes

along, stressing the importance to approaching life with an open mind.

Over the last four years with dōTERRA, C Hun has been fortunate to learn from many leaders who have helped him become who he is today. There were a lot of challenges along the way and he made a lot of mistakes. To him, having the correct mindset when faced with such challenges is the most basic requirement of a good leader. Continuous self-development is also important, so that he can prepare himself to face any challenges that arise.

He has learned that with the correct mindset, anyone can be successful, not only in dōTERRA but also in life. He encourages everyone to have an open mind, be willing to face challenges or receive abundance, be ready to give and share, to seek out people with a similar mindset, and to take purposeful action today.



## Lee Eng Kiat

SG FOUNDER, SINGAPORE



## Using the products, seeing lives transform

He learnt to focus his energy on finding like-minded people. The difficulty in finding such people was clear from the very beginning. One of Eng Kiat's downlines was a builder who dropped off the radar. He tried to understand what caused her to back off, and found that no one in her family was supportive. In addition she had a very casual way of sharing and low belief in the products, as well as little knowledge of how to use the oils effectively for her family. The bright side was, she was still willing to learn how to share effectively.

Eng Kiat went back to the basics by teaching her how to use essential oils daily. It took a lot of hand-holding and guidance, but Eng Kiat strongly believes that this is the way forward. The major reason he is still partnering dōTERRA always comes back to using the products and seeing lives transform.

Since day one, Eng Kiat realised that he would do better if he consistently helped someone with essential oils. Hence, he has not gone for 'rank success' or put himself under intense pressure to make painful sacrifices. For him, the worst times are when there are unpleasant human dynamics, which he handles using essential oils. Eng Kiat strongly believes in dōTERRA's mission and vision. He hopes to continue his work and allow more to benefit from essential oils.

Eng Kiat always comes back to the vision and mission of dōTERRA: focusing on helping those in need with the powerful benefits of essential oils, uplifting and empowering more people through better health, self-empowering knowledge and a reduced financial burden.

One of Eng Kiat's initial missteps was to start sharing and growing his team without understanding the business, partly because he was not keen when he first started, and partly because there was not much information available. Many assumptions he made in the early days were proven false. For example, he assumed that when someone had a 'wow' moment, they would share the benefits with others, which turned out not necessarily to be the case. The biggest lesson he learnt was to help people learn to love the oils, and to see whether they had the inclination to become an advocate.



## Lee Hui Ling and Ng Say Leong

MALAYSIA

Having the right attitude and being positive is the secret to Hui Ling's success. When she first started dōTERRA, she experienced many ups and downs. There were times of tiredness, excitement, anticipation, disappointment, happiness and anger. There were also times when she felt helpless in the face of reality. However, she knew it was unrealistic to expect life to be problem-free and was determined to overcome obstacles and achieve greater heights.

Hui Ling's view is that a person's way of thinking and their beliefs determine their perspective, which in turn determines their attitude. When she began to build her dōTERRA business, Hui Ling had a clear vision of what she wanted to achieve and how to accomplish it. Having this clear direction, and supported by the culture and system of dōTERRA, she was able to advance in the business and not give up. Right from the beginning, from creating a name list to contacting people and then inviting them to attend meetings, everything followed a natural progression. That to her was the starting point of success: allowing persistence to become a habit and a joy.



## Having the RIGHT attitude and being POSITIVE

Hui Ling is very thankful for her team, especially for their perseverance and their strength to fight on as they continue to pursue their dreams. Although some of her members were initially doubtful, she encouraged them and shared her knowledge with them so that they knew they were not alone. Together, they were able to press on.

Lastly and most importantly, she would like to acknowledge her family's support. For Hui Ling, family and career are equally important, so it is vital that both work well together and can accommodate each other's needs. Through good communication, she was able to assure her family of her love and care for them while focusing on her career. She is very grateful for this measure of understanding extended to her by her loved ones, thus enabling her to achieve her goals with dōTERRA.





## Michelle Yong

SG FOUNDER, SINGAPORE

Michelle had always aspired to be a Diamond, but found the going very tough. When her upline told her that becoming Diamond was possible, she could not believe it. At that time she was more than 8K short on her fourth leg, which was also her newest and youngest qualifier. At the same time, there was also work to be done for all her other legs in the organization. Michelle kept up with the weekly classes, even at times when there was zero attendance. With another ten days to go and more than 4,200 OV short, Michelle felt that she was almost at her wits' end. She vaguely recalled that Blue Diamond, Carrie Donegan, had almost double her shortfall at one time, but managed to pull through in three days. So she took strength and encouragement from that, made an extraordinary effort, and the rest, as they say, is history.

## STRENGTH, ENCOURAGEMENT & EXTRAORDINARY EFFORT



As a mom struggling with work-life balance and trying to cope with various challenging aspects of her girls' adolescent behavior, Michelle often felt overwhelmed. She tried to be friends with her daughters as she realized they had their own way of thinking, and she couldn't "control" them. She tried hard to be a good wife too, listening to her husband and making sure there was enough time for family bonding. She struggled daily to come to terms with her own inadequacies and to meet expectations, juggling various hats and often falling down on her knees in tears and desperation. Work-wise was no better, as she felt she had never worked so hard in her life, but was not seeing the fruits of her labor. However, despite feeling that she was going to quit at the end of every month, she managed to pull through.

Michelle felt that her lowest point was when she decided to run for Diamond Club again in April-July 2019. Her helper had to go back to Indonesia on a month's home leave in June, and Michelle also felt that the family support she needed was not forthcoming. Having taken for granted that the house would always be clean, the dog walked and meals on the table, it was exhausting having to manage the household on top of her work. However, despite these challenges Michelle found the unwavering faith and extraordinary effort to persevere, and eventually achieved her goal against all the odds. Kudos to you, Michelle!





## Nicole Tay

SG FOUNDER, SINGAPORE

When she first started building her dōTERRA business, Nicole was still holding a well-paid job in the banking industry. The tipping point came when she heard that Singapore Founder's club was going to be closed soon and that was the last time she could qualify. She had been sharing dōTERRA for a while but was too comfortable in her corporate job to be building full time.

Nicole had the desire to break out of the norm and felt that dōTERRA is the perfect platform for her to grow to become a better version of herself. Being in dōTERRA nurtured her to become a better person and leader. More importantly, she wants to inspire her kids to not just do well academically, but also have the heart and desire to make a difference in people's lives. She felt that sharing and teaching about essential oils was an example for her children to learn to reach out to more people. With these 2 big WHYS, she poured her heart and soul to achieve Founder's Club.

She also felt that there were no other products as amazing as dōTERRA's, versatile with a myriad of uses, meeting the needs from all walks of life.

**Nicole would like to thank her husband, Frederic Ong, and her lovely children, E'Shane and D'Wayne, for being there for her throughout her dōTERRA journey, and her two uplines, Wenhui and Shaan and her frontline leaders, for their constant support.**

However, she first had to convince her husband of the merits in pursuing dōTERRA. He was concerned that she might not persevere as she tends to go after the next shiny object. He is worried that a single income might not be enough to support their family. However, after much discussions and perseverance, he saw her determination and gave her his blessing. Things were not all smooth sailing as Nicole realised that she was nowhere near being a Founder at the end of the six months, and she was tempted to return to the corporate world.

It was the desire to show her children that they can succeed if they are fully committed to their dream, which helped her persevere. During this period, she made major adjustments to her lifestyle, both financially and time-wise. Her husband saw her determination and realised that this time, she was not going to call it quits as easily. He silently supported her by taking good care of the kids and their schedule so that she could concentrate on the business. With their support, Nicole achieved Founders Club within a year and never returned to her job since. Looking back on her journey, Nicole reflected that when she first started working with her frontline leaders, she had a tendency to offer too much help or even do their tasks for them. She had felt it was more efficient and tasks could be carried out in her preferred manner. She realized that by doing so, she had taken away the opportunity for them to grow and develop their own leadership style. Nicole learnt to adjust her expectations with her leaders, providing advices to empower them to grow.

She is grateful to have a team of like-minded business associates who made this dōTERRA journey fun, enriching and fulfilling. With them, Nicole always feel like she has another family in dōTERRA, a family that cares and supports each other.





## Shelly Tan

MALAYSIA

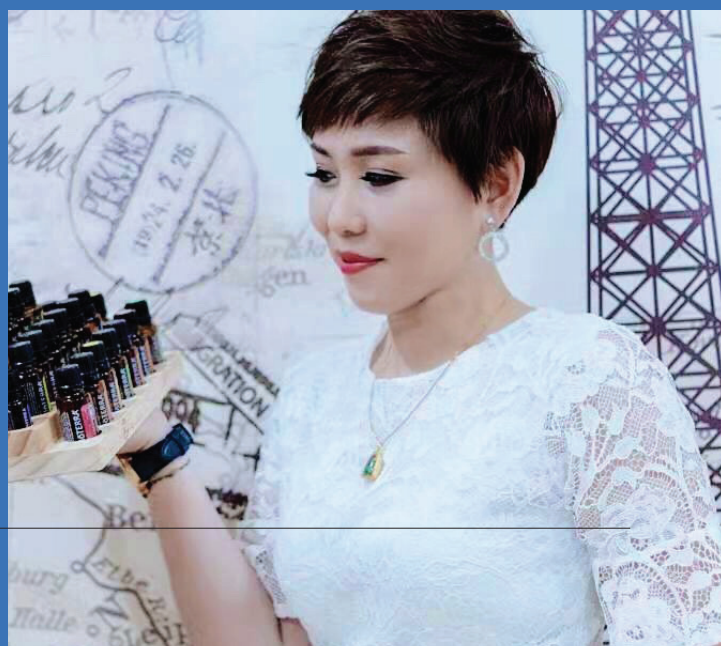
# IMPORTANCE OF TEAMWORK

Before she joined dōTERRA Shelly was a full-time employee in an office, facing the computer from 9am to 5pm. Her first experience of dōTERRA was eye-opening and she was very impressed by the oils. When she further understood the company's business model, she realized that this was the long-term career that she had been looking for. After mulling it over for three months, she decided to quit her highly paid job and join dōTERRA full time. Her initial understanding was that she would purchase products and then sell them on, or recommend friends to purchase the products. However, her leader encouraged her to build a team, saying that it would be impossible to achieve higher ranks if she were to go solo in the business. At that point Shelly did not agree with her leader as she was not keen to lead a team or attend any classes, and on top of that she felt she was not good at communicating. She preferred to merely buy and resell and take her time to grow the business. However, months later she felt extremely tired and discouraged, because despite all her hard work, her sales volume was disappointing. Only then did she recall what her leader had said previously about the importance of working in a team. Finally persuaded, she started to participate in training events and learned how to communicate more effectively. After months of effort, she is now convinced by the teamwork model and is glad to have the chance to share her experiences with others. If she could go back, she would participate in every event, listen to successful leaders and improve herself from the beginning. She would also share her personal experiences with friends in the dōTERRA family and show them the importance of working in a team.

During her dōTERRA journey, Shelly has come across many different types of people. For her it is always a challenge when she is starting out with a potential member, since they all have different issues. She feels that is important for us to prepare for the unexpected, because uncertainties are part and parcel of life. It is not the challenges that are difficult—the biggest hurdle is actually ourselves. Shelly believes that if you are not familiar with the products and are not willing to improve your knowledge, every single challenge you face will be difficult. But if you are fully prepared and well-equipped with knowledge, Shelly believes that you will be in a better position to deal with these issues.



**“Without the support and help I receive from my team members and family, I would not be where I am today. Thank you!”**





## ■ Sri Mulyadi and Paul Filmer

SG FOUNDER, SINGAPORE

### Loosen the shackles of your beliefs and move to the next stage of achievement

By looking inwards, Sri says that we are mindful of ourselves as we clear our emotional blocks and thoughts. She uses different healing modalities that she feels drawn to at a particular moment to help her find what needs to be released, so that new thoughts and growth can be achieved. The use of visualisation, manifestation and meditation of goals, helps to confirm beliefs and create the energy needed to attain one's goals.

Sri reminds us that being realistic about growth is helpful, as growth comes in stages. An example would be the stages of baby -> child -> teenager -> adult. If you can grow fast, do so, but if not then be prepared to move in stages. Chart your growth in time frames of three months, six months, etc. When you achieve your goal, always celebrate and be grateful. We all meet challenges and we all have times of hiatus: the question is whether we view them as catalysts for change. What needs to be changed could be our methods, thoughts, emotions, and our actions, depending on our own particular situations. By looking within ourselves, Sri believes we can then loosen the shackles of our beliefs and move to the next stage of achievement.



Sri's pattern of growth in dōTERRA is completely organic: her method does not follow the usual formula. She works from The Blue Lotus, her healing center. People are attracted to dōTERRA as she uses the oils in her healing work at the center. Since joining, her challenges have come in the form of finding it difficult to move up in rank. Each new level is followed by a time hiatus. To overcome this problem she uses her teachings to go deeper and ask questions such as:

- What am I not seeing ?
- What do i need to learn ?
- What areas do I struggle in? Is it in the realm of money, fear, relationships, support, health, success...?



## Wilfred Loh

MALAYSIA

The biggest challenge for Wilfred as a builder was to accept his weaknesses and be brave to change. He was at Silver ranking for a very long time, and then spent a long time at Gold. He was puzzled and tried to figure out why — was it his team members' lack of passion; or was it that the tools he used were not appropriate for his team; or maybe he was not suitable to be in this business due to lack of experience?

He reached out for advice, and was very grateful that his leaders, Yee Mun and Stanley, gave him many invaluable pointers that changed his perspective. If it were not for dōTERRA, he would not even be aware of these weaknesses, namely, a lack of urgency and not being brave enough to reach out to people to share essential oils.

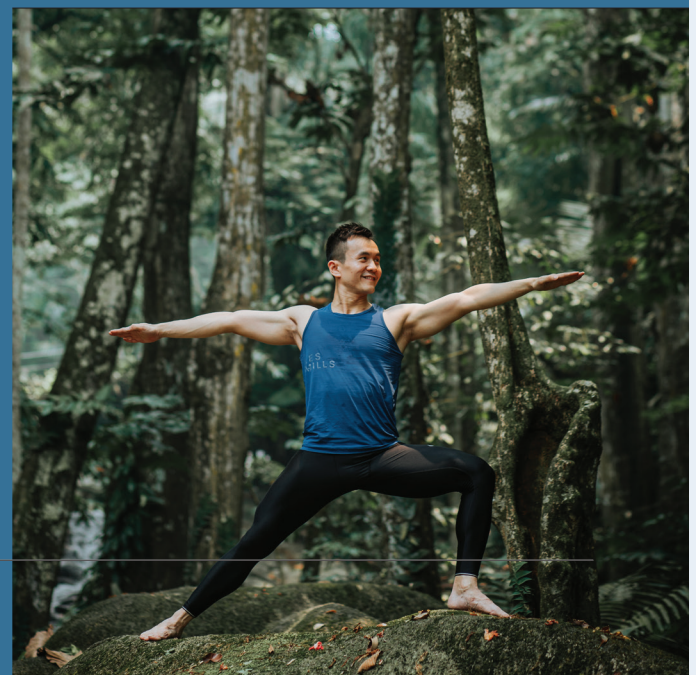
Bearing in mind his goal to be a Diamond in dōTERRA, Wilfred knew that change was crucial and he must be bold to take the first step. Firstly, he changed the way he handled dōTERRA tasks by listing them out and setting completion dates. This really helped him improve his sense of urgency so that he would not procrastinate. Secondly, he needed to expand his network. He started with a simple step: smiling at strangers and being genuinely friendly to them. He also started to approach new people and made an effort to be brave to share essential oils with them. Through this, he was able to set an example to his builders, and even achieve the Diamond rank he has aspired to achieve.

When he started his dōTERRA business, he unconsciously applied the same management style to his team that he had used in his previous banking job. For example, if he wanted to achieve a new rank he would give them a task or tell them what to do. After a while, he noticed that his builders would avoid him or refuse to meet him. In some cases, their performance even started to deteriorate.

Last year when he was in Taiwan and able to meet dōTERRA leaders, Wilfred vaguely remembered that one of the leaders said: "We should sincerely try to understand our builders and guide them on finding their 'WHY'. Help them find their strength and build their dream. Never push them when trying to achieve our own ranking!" Wilfred took this to heart and put the words into action. He felt that through that, his builders became more committed, more passionate and more confident in building their dōTERRA business. Most importantly, their team relationship improved and there was more collaboration. Wilfred was delighted to witness these changes, and is now convinced that building a team in dōTERRA is not about getting builders to build his dream, but about him helping them to build theirs.



**Building a team in dōTERRA is not about getting builders to build his dream, but about him helping them to build theirs.**





# ■ Paulette Joy Go

PLATINUM, PHILIPPINES



I'd often say "It takes a community to raise a healthy family." What an amazing experience it has been to be a part of the creation of our health-minded community. I feel a deep sense of gratitude for the incredible love and sacrifice that so many inspiring leaders have freely supported us.

My humble journey started from taking a big leap of faith and courage to pursue my passion, "to empower, inspire and motivate others towards a healthy lifestyle." As the former *No Excuse Moms (NEM)* Regional Director of Asia, my leaders and I have built a community all over Asia. It started from a global non-profit organization, *No Excuse Moms (NEM)*, to an educational platform in multiple spots within the Oil Tribe Community with dōTERRA. We know the measure of our calling is the same as yours – how many lives can we change? We love being here for the same reason as you.

We often do not realize the presence of stewardship even when it is around us. I am ever thankful for the most inspiring Andy and Natalie Goddard, and for their gift of "belief, words and intention."

Many people are curious about how I managed to sustain a high retention rate in the Philippines market, as well as how I approach my work. In this article, I hope to

humbly share my leadership style and the experiences that have helped me become an effective leader.

One of the keys to success is to find someone who can push you, ensuring that you make use of all the great resources to support your growth and development. Along with this, you need to be creative to survive, building a strategy that focuses on helping your leaders sustain their monthly LRP as they grow the business.

Understanding the Filipino culture, heart and mindset are also one of the fundamentals of being successful. I do not believe in micro-managing, it is important to empower those that are working with you because you are nothing without a good team. Lead by helping others reach their potential, make their goals and their dreams a reality. Invest in personal growth and development, cultivate a team culture or ethos within your tribe "to serve, empower and bless the lives of others," It is very important to surround yourself with a team whose opinion you can trust, and are not frightened to disagree with you. There is always a time when you know you have to break the rules as you are leading and not following. This is an important lesson to always keep in mind. You are driven by your heart, talent, and instinct. If you start to question and look at what other people are doing around you, you will lose the clarity to lead. Own your decisions, and own who you are without apology.

## 1 Mindset - Who You Are

Success Principles: Knowledge, Diligence, Creativity, Integrity, Gratitude, Belief, Love, Courage, Humility. The foundation of your success is who you are combined with what you believe and value.

## 2 Skill Set - What You Do

The four phases of the Success Cycle – Live, Share, Build and Lead – are made up of 12 Core Actions: Use, Live, Create, Plan, Share, Invite, Present, Enroll, Follow-up, Strategize, Mentor and Nurture. As you master these 12 Core Actions and form habits of success, you will naturally advance in dōTERRA.

## 3 Tools - What You Use

With dōTERRA's powerful product line and business tools, you will provide powerful solutions, naturally lead others along the Success Path, and create duplication.

## 4 Personal Growth and Development

Encourage and cultivate a culture that pursues personal growth alongside business growth, is a recipe for multiple levels of success. A business that clearly cares about the personal development of its people will have a more engaged workplace, which directly links to performance and profitability over time.

## 5 Lead by Inspiration

Discover and find inspiration to begin your journey. Commit and become the leader you wish you had, find and build the leaders who will work to make this vision a reality.



dōTERRA®  
SE ASIA WELLNESS ADVOCATE  
*Recognition*  
CURRENT AS OF AUGUST 2019

DOUBLE DIAMOND



FOUNDER SGMY

ANGIE NG



## PRESIDENTIAL DIAMONDS



FOUNDER SGMY

LAM YEE MUN & STANLEY HO

## BLUE DIAMONDS



FOUNDER MY

ANNDA LEE



FOUNDER SGMY

CHOK SIN EE



FOUNDER SGMY

CHUA HONG LEONG &  
LAW SHU LI



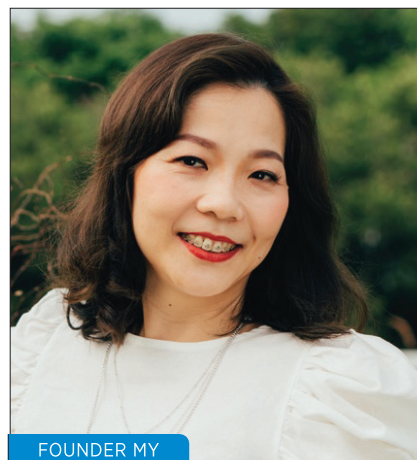
## BLUE DIAMONDS



HENRY FONG



LIM MIAN FOO



PAULINE TEY



STEVEN OOI & HO MEI LI



WINNY YEOH

## DIAMONDS



BRANDA WONG &  
DEREK PHANG



BRYAN CHEW



CHARLENE LU



## DIAMONDS



CYNTHIA WOON



DEBORAH WONG & FABIAN TAN



DR. TAN KUI CHIN



ELIZABETH HO



FOO SIEW PING



FOREST CHEW SOCK LING



ADAM ONE FAMILY  
(IMAN & IDA)



JANET KANG



JANICE GOH



## DIAMONDS



JEN TAN



FOUNDER MY

JOSHUA ANG DUN XIN



FOUNDER SG

JOYCELYN CHUA



KWEENIE OOI



LAU C HUN



FOUNDER SG

LEE ENG KIAT



LEE HUI LING & NG SAY LEONG



FOUNDER SGMY

LEE SEANG LOOI



FOUNDER MY

LIM BEE YONG



## DIAMONDS



FOUNDER SGMY  
LIU WENHUI



LOMAX ANG CHOON YEE



FOUNDER SG  
MICHELLE YONG



FOUNDER SG  
NICOLE TAY



FOUNDER MY  
RAYMOND PAN



FOUNDER SG  
SANDRA LEE



SHELLY TAN



FOUNDER SG  
SRI MULYADI & PAUL FILMER



SUMMER TAN



## DIAMONDS



VICKY CHANG



WILFRED LOH

## PLATINUMS



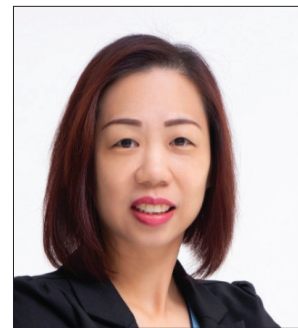
ALAN TAY



ALBERT AU



ANG YEAN KHIM



ANGIE ONG



APPLE YONG



CHRISTINE GUN



CHUAH SAI PEOH



DENNIS KOH



## PLATINUMS



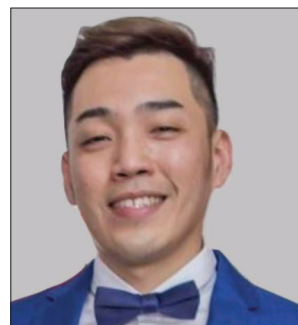
IRENE NGIAM



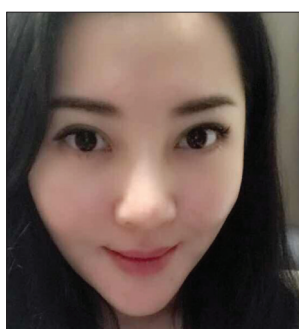
ENG ZEE LIN



JACKI LIM



JAMES NEO



JOCELYN TEH



JOVIN TAN



KEE MIAN CHAI



LEE SHIAO TAO



LIEW CHAN YIN



MARCUS WEE



MAX LEE



PAULETTE JOY GO



VANNI LING



VECUS & VIVIEN



YVONNE CHEAH

**PLATINUMS NOT PICTURED:**  
HOE CHI HWEI



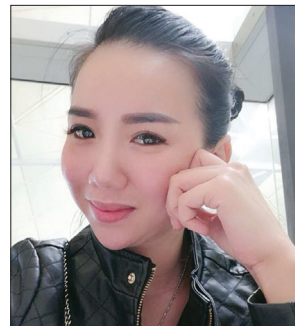
## GOLDS



ANDUS LOW CHING AN



ANGELINE VELOSO  
ROSALES



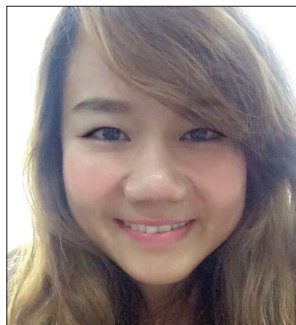
ANGIE TEOH EAN  
KHENG



ANN LOY



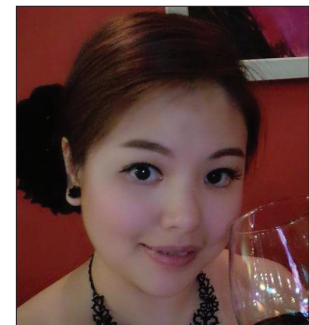
ARENA WAN



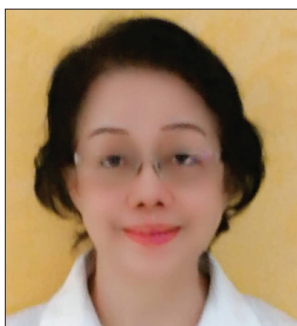
CARMEN TAN



CAROLINE &  
ROBERT HUYNH



CHERRY LIM



CHIN CHEW LIAN



CHIN SOON KHOON



CHOO SIEW FUNG



CHUAH AH TEEN



CHUAH YEW YEAN



CLAIRE LAU



DAVID YAP NIEN SUNN



DAISY LEE



## GOLDS



DENNIS TAN



DERRICK KOID  
WAH SEONG



ELAINE PHUA



EVA TEOH



GAN CHOON LIAN



GOH SUAN CHIN



GRYNN CHANG



HILDA LAU



IRENE LEONG  
YOKE MAY



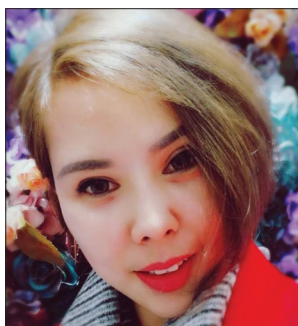
IVY LOH YOOK FUN



JACY LIM



JASMINE HO



JASMINE TAY



JENNY LIEW



JENNY LOO LAY YEO



JENNY WAI



## GOLDS



JOYCE LAW



KAVITHA  
KOLANDAVELOO



KWANG KHAI H'NG



LEE CHAN YUEN



LEE CHOOI LIM



LEE EAI LUAN



LEE GEN JIE



LEE SAI GUAT



LEE SEOW YUN



LEW YOKE MIN



LIEW JUNE HONG



LIM BEE HA



LING XI YUIN



LIRON HEE



LOKE CHANG CHIN



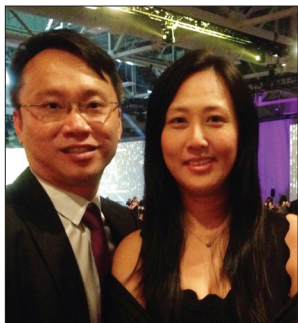
LOW CHAI ENG



## GOLDS



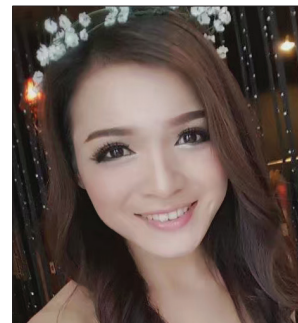
MELMEL HUI



NICOLE TAN &  
SHERWYN CHEW



NG CHING HWA



NG CHOON CHOON



NG SIEW LEN



ONG CHIU HWO



ONG POH CHIN



PATRICIA YEO



PITEULIA FOO



PUNG HUI HONG



RAISA ESPARTINEZ



RONA DHARMALI



ROSALIND LIM



SEAAAN YEW



SOONG SUK PUI



STEPHANIE YI



## GOLDS



SOO SHIH LING



TAN CHEW MOOI



TAN KEN TEN



TAN SHEAU LING



TAN SUAN BEE



TEOH QI YI



THANG YEOW KENG



TING SEE LING



VINCE LEAN



WONG BEE KIM



WONG SIONG BING



YASUKO & TAKAMORI  
UETSUHARA



YIT LI LING

### GOLDS NOT PICTURED:

ANG CHING MIN  
CHIN KOK FENG  
CHEANG POOI SAN  
CHEW PEK YEE

JUNE SIM  
KONG SIEW KEN  
LIEW CHOI HAR  
MAH SU YIN & LIOW LYE JUE WILFRED

NG SEOK LAN  
TEY CHIN LIAN & TEY CHUI LIAN

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



## SILVERS

ADDY CHANG	CHAI FONG YUE	CHONG LEE THENG	GINNY PHANG
ADELINE CHONG	CHAI PHEY PHEY	CHONG SUK MEE	GOH JIN LIEW
AGNES KHEW	CHAN AI LIAN RACHEL	CHOO SEOW MEI	GRACE NG CHEE WEI
ALAN TAN & JACELYN LOW	CHAN CHEE WENG	CHOOI YUEN CHIN	HANISAH AZHARI
ALECIA FOO	CHAN PEI LOO	CHOW CHIA LIH	HEE SIEW LAN JAYNE
ALICE AU STEENSON	CHAN YOKE GEN	CHOW YOON LING	HERE, HENG TUAN
AMANDA JONG XIN TONG	CHANG FUI FUI	CHU PEI FUN	HEW SIEW PHIN
ANG CHEE HING	CHARMAINE LEONG	CHU YUN SANG	HII SIK KING
ANG CHIA YEE	CHAU CHOK KAI	CHUAH YEW HONG	HO JENG JENG
ANG CHOON CHEAK	CHE LING ANG	CONNIE LIM	HOO MEI CHUEN
ANG WEE LIN	CHEE HOW LEOW	COREEN KEH	HO SIEW HUI
ANG WEE MING	CHEE KEAN WONG	DAI AN BIN	HO SOO YIN & GOH BOON YEOW
ANGELINA BLANK	CHEN KIAN LOY	DANCY LOH	HUANG MEI TING
ANG, SENG HAU	CHEN TAI SHYAN	DARREN QUAH HONG WAN	IRZA MARTINI ADINOTO
ANITA LAM FONG MEI	CHEONG JUN LI	DATO DR NOR S. KHAIRULLAH	ISMAIL ZAKARIA
ANNA HONG MIN MEI	CHEW CHIOU ER	DEVI A/L KARUPPIAH	JAIME SHUN
ANSON ANG & AMANDA QUAH	CHEW KOI SEE	DIORELLA ROSABELLE LAUS	JAMES LIM
ANTHONY YAN	CHEW PENG HOCK	DOROTHY NG POH HONG & VICTOR CHEN	JANE NEO
ASZARINA BUSU LEMAN	CHEW WENG CHUANG	DR. WAN JULIA	JENIIFER CHONG
AU LAI MEI	CHIA AIK NOI JOYCE	EDAMAN ZAINAL	JIMMY AMAN
AW LAI YOKE	CHIEW AI KIONG	ENG ZEE YNG	JOANNE KHAW CHUI SEN
AW YAN TSUEY	CHIEW GEOK PING	EVON LIM XIN YI	JOHNATHAN CHENG & YING PENG
BELINDA LIM	CHIEWHOOI LING	FANNY TAN	JOYCE LOO
BRENDA YONG	CHIM YEW KEAT	FELICIA SIAW	JOYCE LOW
BRYCE CHEE	CHIN CHENG YEAN	FRANCIS TEO	JUSTINA NAR
BUSERA ABDULLAH	CHIN CHOO NGO	FRANCISCA GO MORAN	KANG KEAT SEANG
CALLIE NG	CHONG CHEE KIEW	FU YONGZHEN	KATHLEEN SENG
CHA BOO TAN & TAN LEE KHENG	CHONG CHOON VOON	GINNY LENG	KEE SOO LI



## SILVERS

KELLY LIM LEW CHEEN	LEE CHIEN UN	LIM AI SEUW	MICHELLE KEOK HUI TEH
KHAW SHUENN CHENG	LEE CHIN NYIA	LIM CHIN YIN	MICHELLE TAN
KHOO CHENG HOOI & YUEN TATT	LEE CHOR YOKE	LIM CHWEE CHWEE	MLM RESOURCES
KHOR BEOW CHOO	LEE HUI THING	LIM DI YANG	MOHNG NEE CHONG
KHOR SOOK FERN	LEE LI TENG	LIM ENG HWA JESSICA	NCH EVOLUTION SDN BHD
KHOR SZE PING	LEE MEI YEO	LIM HOOI KHOON	NEO BENG HOCK
KHOR YIE PING	LEE MING XUAN	LIM KOK HONG	NG CHING SENG
KHRISTIANNE BELTRAN PUNZALAN	LEE SEE KOK	LIM PHAIK HOON	NG KIM YEAN
KIM BONG KUI	LEE SHI WEN & CHANG CHAY HONG	LIM PHOY WOON VIVIAN	NG KOK PIN
KIM GUAN YEE	LEE SIEW BEE	LIM SHIOW LEE	NG LAI YEE
KIM LAN LIM	LEE SIOW HOON	LIM SU KEN	NG NGUK YENG
KOAY LENG LENG	LEE SZE LIN	LIN KAH HUAY	NG PIK FEN
KOH HUI SIM	LEE VERN SHIH	LING CHEE HAN	NG SEE PUAY
KOH SIEW HUNG	LEE WAI	LING KUOK ENG	NG XIN WEE
KOK HUA LING	LEE WAI LENG	LIOW PEI FONG	ONG YEW SEE
KONG FUI CHAU	LEE YIN OOI	LOO YEN CHING	ONG YOKE MENG
KONG HUNG GEOK	LEE YOON FOON	LOO YENG HIONG	ONG SIEW KIN
KONG HUNG PUI	LEE YU LI	LOURDES & RENE MASCARINAS	PAN KWE CHIN
KONG JIA LING	LEE YUET PHIN	LOW ENG SUANG	PAN, YOON POW
KRISTY CHAN	LEE YUK YEE TERESA	LOW HUM POH	PANG KEE BENG
KU WAI SEE	LEE ZI THUNG	LOW OOI KOK	PANG YOKE PING
LAM BEE MAU	LEONG CHEW YEAN	LOW, KAH HENG	PAULINE CHEN
LAM KIT KWEE	LEONG CHU PING	LYNN SD	PAULINE FOO FONG TING
LAU HEE PHAY	LEONORA LEONORA	MAGGIE PARADISE	PAULINE YEO & VINCENT KANG
LAU HONG ENG	LEOW YIH YIN	MARCUS YEO	PEH YING YING
LEE KIM HONG & NG YEE LENG	LI CHIN LOI	MELANY ANG TING NI	PEMLA SAIGAL & RAMESH JAGGI
LEE KHIA KIAT	LIE PIK THO	MICHAEL HEALY	PHAIK BOEY BOO
LEE CHIA NEE	LIEW POOI WEN	MICHAEL TAY	PHANG DE REN



## SILVERS

PHUA POH POH	SYLVI AGUSTINA & TANDRIADI CHANDRA	TAN YEE CHUN	WONG HOOI MUN
POH SOO MEI	SYLVIA HAKIKI	TAN YEE WEI	WONG KAH PUI
POWERTOP MARKETING SDN BHD	TAI HUEY PING	TAN YOKE TUAN	WONG KAH WHY
QUEK KOK HEONG	TAN AI CHIEH	TAN ZI LING	WONG KUAN SENG
QUINNIE CHAN	TAN AI KIM	TANYA LAI & JANSEN KWOK JIAN SHENG	WONG LAY HUA
ROGER TAN	TAN BEE BEE	TANYA SNG	WONG LEE MAY
RONALD LIM ZHI HAO	TAN BEE HONG	TAY BEE LAI	WONG MEW TENG
ROSALIND TAN LI LENG	TAN CHENG SEE	TEE AI SEE	WONG SIEW KUEN
ROSE LOW GEK LEE	TAN CHIA SING	TEE LAY CHOO	WONG TENG SIONG
SEH KIANG SER	TAN GEOK CHING	TEELIA TOH	WONG YOKE PENG
SEOH MENG HONG	TAN HUNG HOON	TEH BAT KUAN	WONG YONG HEE
SEOW BEE EAN	TAN KOK TIONG	TEO GWEN BEATRICE	WONG YUET OR
SEOW SIEW KUAN FRAEDA	TAN KWAI KUAN	TEO HEE KEE	WUN WAI PENG
SERENE KHOO	TAN LEE PHENG	TEO JOON FAR	YAK HUA SIAW
SHIRLEY TAN MING LUAN	TAN LO THIAM	TEO NONG MUI	YAK SIEW GIM
SIAU SHIANG YEAP	TAN PEK YUN	THE, LOE CHI	YAP SEOW TING
SIM LI FUNG	TAN POH LING	TINA TIONG	YAT FOOK LOY
SIM YI JIN	TAN QI HAN	TING SHA ING	YEOH PHAIK EAN
SIMON LEW	TAN SHI FUNG	TOPER SDN BHD	YEW CHUAN OON
SIOK HUA DING	TAN SHU KENG & CH'NG CHIN AIK	TRACY TOH	YONG HOI CHING
SO LEE LEE	TAN SIEW WAN	VASUDRA DAVI SINNASAMY	YONG SU THAU
SOO YOKE HUI	TAN THENG HAN	WAN POH WAH	YOOK CHOON SHOW
SOONG SUK MEN	TAN TIAN HONG	WAN YIN GEE	YU LEE MING
SOONG SUK PING	TAN WEI CHUAN	WANE TENG YAW	YUN NEE SOON
SUNI WIJAYA	TAN YAM CHUAN	WANG CHUN LI	YVONNE SUMM CHI CHAN
SWEE HONG WEE	TAN YANG CHENG	WONG AH YOKE	ZELINA TAN
SWEE KUAN SONG	TAN YANG NAI	WONG HOI LIN & YEAP HEONG MOI	ZHANG YIN DI
SWEE YING TEE			



## Notes





A large rectangular area containing 25 horizontal lines, intended for text input or writing.