

A photograph of lavender flowers. In the top right, a woven basket is overflowing with fresh lavender sprigs. In the center left, a clear glass bowl is filled with dried lavender buds. In the bottom right, a wooden scoop holds a small amount of dried lavender. The background is a textured, grey stone surface with some scattered lavender buds.

dōTERRA MALAYSIA RECOGNITION PROGRAM



Welcome Message



The journey to success is often challenging. There is no elevator to success and often times we find ourselves climbing long steep stairs to be at where we want to be. We at dōTERRA continue to praise and recognize your efforts in helping others live better through our essential oils.

In line to ensure that your success continue to be long term, rewarding and sustainable, the new recognition package is in place to motivate you and your team to maintain highest paid ranking which will then cause a ripple rank effect in your organization.

It is also important to keep the momentum going in your organization with continuous planning, sharing, enrolling and mentoring. As we know dōTERRA means more than just "Gift of the Earth", it means wellness, healing and hope. Continue to share the love and amazing culture of dōTERRA one drop, one person, one community at a time.

May your journey in dōTERRA continue to be full of success and meaning.

Ethan Wang

*General Manager,
dōTERRA Malaysia*



Content

Main Channels for Recognition	Pages
1. Certificate & Pin	4
2. Social Media	5
3. SEA Leadership Magazine	6
4. Website Recognition	7
5. Malaysia Anniversary Event	8
6. Congratulatory Card	8
7. Rank Advancement Box	22
8. Summary	24

1

Certificate & Pin

Criteria: Hit new rank for the 1st time

Rank	Certificate/ Pin/ Charm
Executive	Certificate 
Elite	Certificate & Pin  
Premier	Certificate & Pin  
Silver	Certificate, Pin & Bracelet with charms   
Gold	Certificate, Pin & Charm   
Platinum	Certificate, Pin & Charm   
Diamond	Certificate, Pin & Charm   
Blue Diamond	Certificate, Pin & Charm   
Presidential Diamond	Certificate, Pin & Charm   

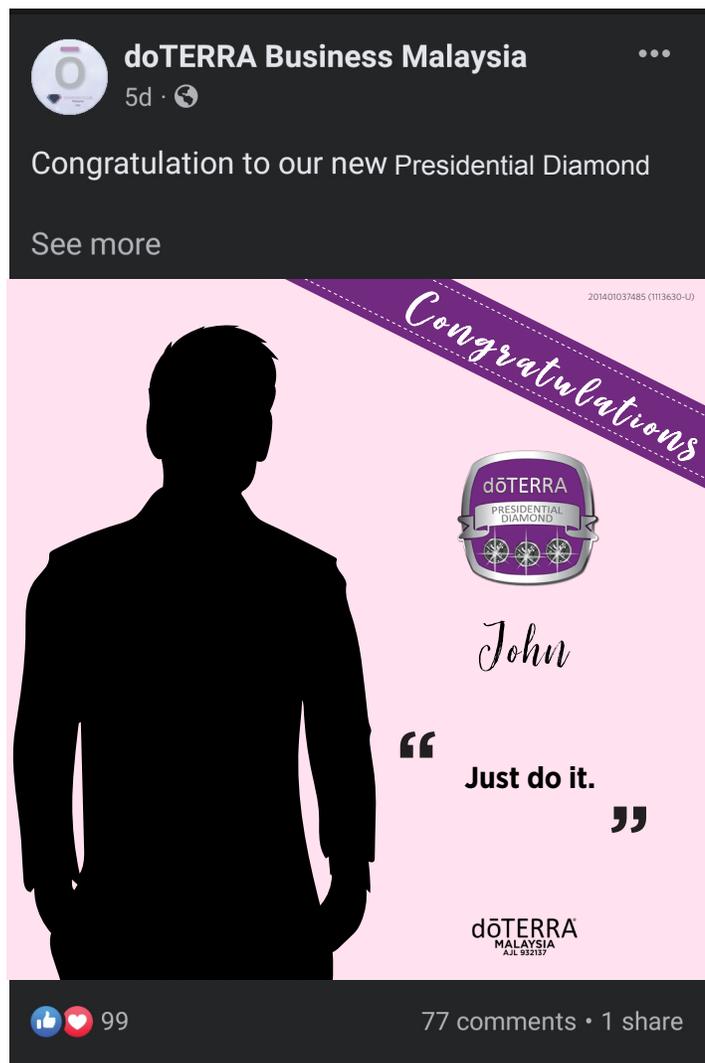
**You are expected to receive the certificate and pin 3 to 4 months from your new rank advancement month.*

2

Social Media

Platform: dōTERRA Malaysia Facebook Business Page

Rank	When to be recognized	Example
New Silver to Presidential Diamond	3 - 4 weeks from your new rank advancement month	John rank advances to Diamond in the month of July. Recognition posting will be published on FB from 20 th August onwards.



4

Website Recognition

Platform: Official Site of dōTERRA Malaysia

RECOGNITION TIER		
Silver	Gold & Platinum	Diamond & Above
Name only	Name & Photo	Name & Photo

Qualification Period

April Update — January 2021 to February 2022

August Update — July 2021 to June 2022

Criteria

Silver to Platinum — Hit 1x time Silver

Diamond & above — Hit 1x time Gold

Meet Our dōTERRA Leaders

Double Blue Diamonds Double Diamonds Presidential Diamonds Blue Diamonds

Diamonds Platinitums Golds Silvers

Recognition Program New Rank Advancements Founders Club

*Recognized as highest rank if meet criteria within qualification period.

*No recognition if did not meet criteria.

*All new rank advancements in the year will be recognized by default.

5

Malaysia Anniversary Event - *New Silver to Presidential Diamond*

Criteria

Trophy will be awarded to

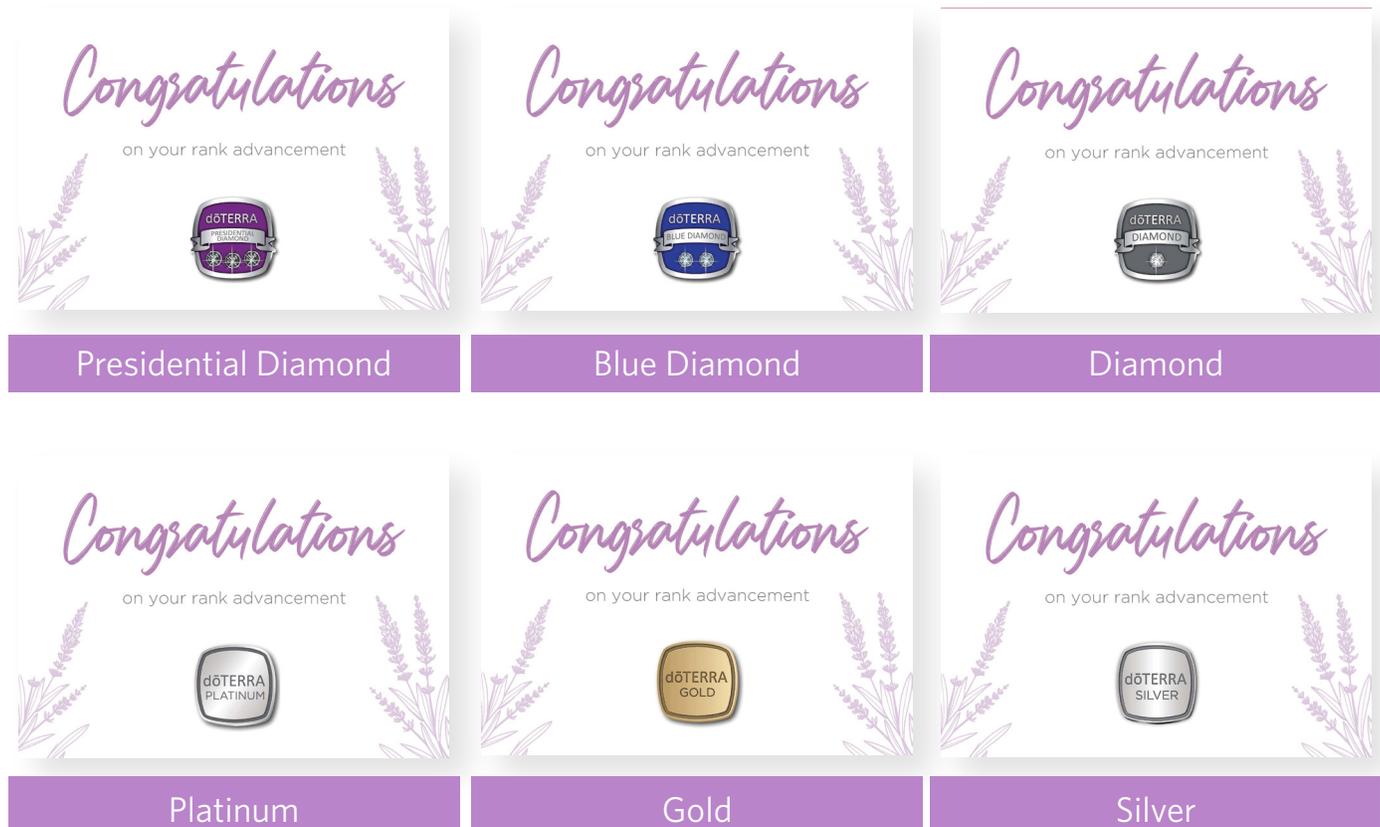
- Wellness Advocate who rank advance during the qualification period
- Wellness Advocate who purchased Anniversary Event ticket

Qualification Period

New rank advance from **May 2021 to Feb 2022**

6

Congratulatory Card - *New Silver to Presidential Diamond*



* You are expected to receive the congratulatory card 2 months from your new rank advancement month.



Rank Advancement Box

A new reward program to recognize your efforts for consistent growth and rank stability through requalification.





Silver Box Contents

Criteria

Hit **Silver** rank 3x times



Made by Mary Necklace

What began as a journey from a new mom became a passion for connecting with women worldwide and helping to empower them through simple yet impactful jewelry. As a token of your recent success, please enjoy this custom Made by Mary necklace. You will find this necklace in brushed silver with two charms: one representing your membership in the dōTERRA family and the other representing your consistent rank of Silver.

Keychain

Show off your rank! This keychain is branded with the rank of Silver to showcase your recent achievement.



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Silver Box Contents



**Essential Oil is not included*

Bubble diffuser

It's dōTERRA's first motion-activated diffuser, which means your bathroom gets a refreshing puff of Lemon every time somebody goes in or your entry is filled with On Guard when you walk through the door! The Bubble doesn't care where you put it-it's ready to make your life a little fresher every time you go past.

Silver Rank Tumbler

Enjoy this limited edition collectible tumbler. Put in your favorite drink, celebrate, relax or head out to showcase your recent achievement!



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Gold Box Contents

Criteria

Hit **Gold** rank 3x times

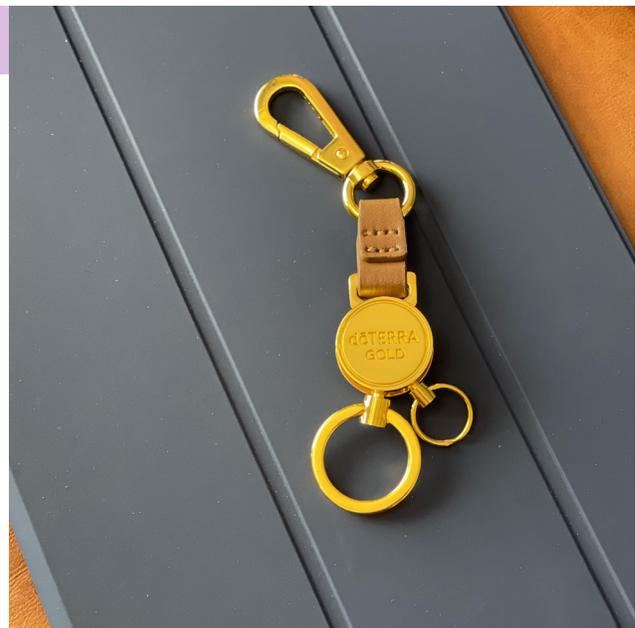


Made by Mary Necklace

As a symbol of your achievement, please enjoy this custom Made by Mary necklace. You will find this necklace in shiny gold with two charms: one representing that you are an important part in our dōTERRA family and the other representing your consistent rank of Gold.

Keychain

Show off your rank! This keychain is branded with the rank of Gold to showcase your recent achievement.



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Gold Box Contents



Gold Rank Tumbler

Enjoy this limited edition collectible tumbler. Put in your favorite drink, celebrate, relax or head out to showcase your recent achievement!

Active Backpack

Whether you are going to the gym or a brisk walk in the park, you will find the convenience to bring your essentials and your favorite oils along with this custom made backpack.



Volo Onyx Diffuser

Powerful and uniquely refined, Volo Onyx is the perfect addition to enhance any environment with the aromatic benefits of dōTERRA essential oils.



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Platinum Box Contents

Criteria

Hit **Platinum** rank 3x times



Made by Mary Necklace

To represent your recent rank achievement, please enjoy this custom Made by Mary necklace. You will find this necklace in sterling silver with two charms: one representing your part in the dōTERRA family and the other representing your consistent rank of Platinum.

Keychain

Show off your rank! This leather keychain is branded with your new Platinum rank to showcase your recent achievement.



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Platinum Box Contents



Platinum Rank Tumbler

Enjoy this limited edition collectible tumbler. Put in your favorite drink, celebrate, relax or head out to showcase your recent achievement!

All-Day Backpack

Whether you are catching up with your team, meeting a prospect to share oils or hosting your next home party, you will find the convenience to bring your daily essentials along with this custom made backpack.



Volo Marble Diffuser

Powerful and uniquely refined, Volo Marble is the perfect addition to enhance any environment with the aromatic benefits of dōTERRA essential oils.



Jasmine 5 mL

Renowned as the "King of Flowers," Jasmine is prized for its delicate white flowers, which emit a highly fragrant aroma for up to 36 hours after being hand-picked.

**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Diamond Box Contents

Criteria

Hit **Diamond** rank 3x times



Made by Mary Necklace

As a token of your recent achievement, please enjoy this custom Made by Mary necklace. You will find this necklace in sterling silver with two charms and a gemstone pendant, representing your place in the dōTERRA family and your consistent rank of dōTERRA Diamond.

Diamond Luggage

To help you continue to share dōTERRA and travel in style, please enjoy the custom dōTERRA-branded carry-on luggage!



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Diamond Box Contents



Wooden Bulgaria Oil Holders and Rose Oil

As a Diamond, we feel you have shown the same dedication through your life, your team, and your advancement within dōTERRA. When Rose oil was first being explored at dōTERRA, some of the first samples were delivered to us in a custom Bulgaria Wooden Oil Holder, similar to this one. We wanted to share a piece of this experience with you and hope it serves as a reminder of your accomplishment.

dōTERRA laptop & Accessory Cases

We hope you enjoy these dōTERRA-branded Laptop and Accessory Cases. Continue to grow your business in dōTERRA style.



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Blue Diamond Box Contents

Criteria

Hit **Blue Diamond** rank 3x times



Made by Mary Necklace

To symbolize your recent achievement, please enjoy this custom Made by Mary necklace. You will find this necklace in sterling silver with two charms and a gemstone pendant, representing your part in our dōTERRA family and your consistent rank of dōTERRA Blue Diamond.

Blue Diamond Luggage

To help you continue to share dōTERRA and travel in style, please enjoy this custom dōTERRA-branded luggage!



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Blue Diamond Box Contents



Bali bag & Blue Lotus Oil

Just like the Blue Lotus oil, a dōTERRA Blue Diamond is not an achievement that can be made without constant care and dedication. To celebrate your consistent growth as a Blue Diamond, we wanted to give you the gift of the Blue Lotus flower as a reminder of the work you have put in to get where you are today. We also wanted to give you this oil sample carry case from Indonesia. This oil and case serve as symbols of what you and dōTERRA achieve when sharing essential oils around the world!

Herschel Duffel and Toiletry Bags

Have fun continuing to build your business with this exclusive dōTERRA co-branded Herschel Duffel and Toiletry Bag! We hope these items serve you well as you continue to travel and share your story with others.



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Presidential Diamond Box Contents

Criteria

Hit **Presidential Diamond** rank 3x times



Made by Mary Necklace

To represent your achievement, please enjoy this custom Made by Mary necklace. You will find this necklace in shiny gold with two charms and a gemstone pendant. You are an important part of our dōTERRA family and congratulations on your consistent rank of Presidential Diamond.

Presidential Diamond Luggage

To help you continue to support your team and travel in style, please enjoy this custom dōTERRA-branded luggage!



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

7

Presidential Diamond Box Contents

Hawaiian Sandalwood Oil, Hawaiian Koa and Sandalwood Pen

This exclusive Presidential Diamond pen is handmade with Hawaiian Koa and Hawaiian Sandalwood. Something unique about the Koa tree and the Hawaiian Sandalwood tree is that they are often planted together. When planted on their own, they will survive but when planted together they thrive and are able to reach their full potential. These trees are the perfect analogy for the relationship between a Presidential Diamond Leader and dōTERRA. Thank you for planting your roots with us and allowing us to grow together. We hope this oil and pen will serve as a reminder to you of the effort you have put in to reach where you are today and how much we value our continued partnership with you.



Nordace dōTERRA Backpacks

It's time to explore in the best way possible! These custom co-branded dōTERRA Presidential Diamond Nordace backpacks will fill all your quick adventure needs. Whether that's in the office or on the road, we hope you find these packs are exactly what you need as a Presidential Diamond!



**You are expected to receive the rank gifts 2 to 3 months from your new rank advancement month.*

**Images shown are for illustration purposes only and may not be an exact representation of the content. dōTERRA Malaysia reserves the right to change or revise without prior notice.*

Examples of Qualifying Criteria

New Silver to Presidential Diamond from January 2022 onwards

Scenario 1

John is a new Silver in March 2022. John requalifies Silver again in July 2022 & October 2023.

2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
			S				S					

2023	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
										S		

 John qualifies for Silver rank box because John hits Silver 3 times.

Scenario 2

Andrew is a new Silver in February 2022. Andrew jumps rank to Platinum in August the same year. Andrew then maintains Platinum again in April & July 2023.

2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		S						P				

2023	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
				P			P					

 Andrew qualifies for Platinum, Gold & Silver rank box because Andrew hits his highest rank of Platinum 3 times.

Scenario 3

Kenneth is a new Silver in February 2022. Kenneth jumps rank to Platinum in August the same year. Kenneth only maintains Gold in April & July 2023.

2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		S						P				

2023	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
				G			G					

 Kenneth only qualifies for Gold & Silver rank box.

 Kenneth will not receive Platinum rank box.

Examples of Qualifying Criteria

Existing Silver, Gold & Platinum (rank up before 2022)

Qualifying Criteria: Hit 3 times highest rank by Dec 2022 to get highest rank box.

Scenario 1

Sabrina is an existing Silver. Sabrina hits Silver again in February, September & November 2022.

2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		S							S		S	

✔ Sabrina qualifies for Silver rank box.

Scenario 2

Sabrina is an existing Platinum. Sabrina only hits Platinum once in July 2022.

2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
			G				P		G		G	

✘ Sabrina will not qualify for any rank box.

Existing Diamond & above (rank up before 2022)

Qualifying Criteria: Hit 3 times highest rank by Dec 2022 to get highest rank box.

Scenario 1 - Diamonds who had qualified luggage before

John had qualified for Blue Diamond Luggage before. John hits Blue Diamond rank again in February, September & November 2022.

2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		BD							BD		BD	

✔ John qualifies for Blue Diamond rank box.

Scenario 2 - Diamonds who had not qualify any luggage

Ethan was a new Diamond in February 2021 but did not qualify for any luggage before. Ethan managed to hit Diamond 2nd time in November 2021. Ethan then hit Diamond again in November 2022.

2021	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		DD									DD	

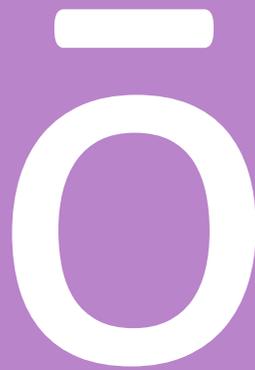
2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
											DD	

✔ Ethan qualifies for Diamond rank box.

8 Summary

Rank	Cert	Pin	Charm	Social Media Recognition	SEA Leadership Magazine	Website Recognition	MY Anniversary Event Recognition	Congratulatory Card	Rank Box
Executive	✓								
Elite	✓	✓							
Premier	✓	✓							
Silver	✓	✓	✓ (with bracelet)	✓	✓	✓	✓	✓	✓
Gold	✓	✓	✓	✓	✓	✓	✓	✓	✓
Platinum	✓	✓	✓	✓	✓	✓	✓	✓	✓
Diamond	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blue Diamond	✓	✓	✓	✓	✓	✓	✓	✓	✓
Presidential Diamond	✓	✓	✓	✓	✓	✓	✓	✓	✓

*Please refer each individual category in the booklet for more details.



dōTERRA Malaysia Sdn. Bhd. BO3-B-05-1, Menara 3A, No. 3, Jalan Bangsar, KL Eco City, 59200 Kuala Lumpur, Malaysia.

+603 2633 7888 | malaysia@doterra.com | www.doterra.com

[doTERRA Essential Oils Malaysia / doTERRA Business Malaysia](#) | [doterra_my](#)

dōTERRA[®]
MALAYSIA
A.JL 932137

201401037485 (1113630-U)