#### **dōTERRA** | ESSENTIAL

# LEADERSHIP

#### Southeast Asia Recognition Magazine | Vol. 9

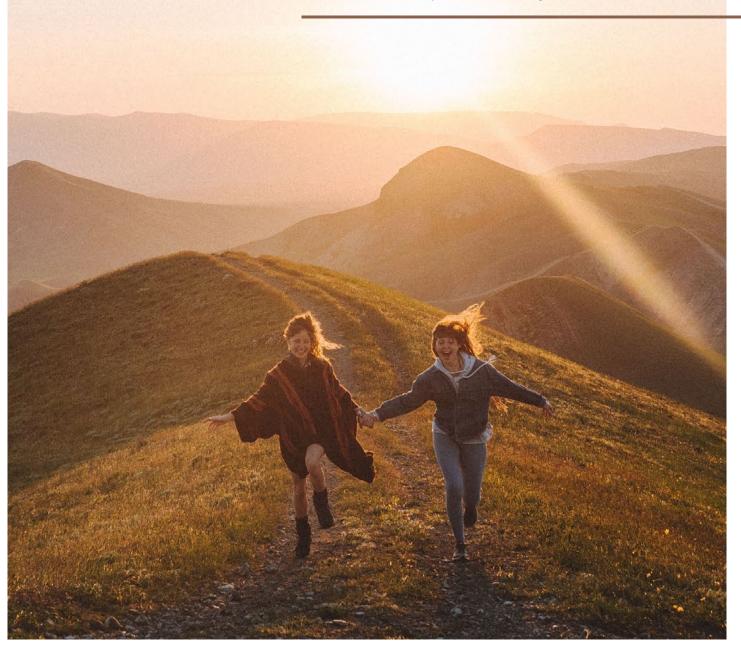
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## Message from the **Founder**

Dear Leaders.

As we enter a new year, it's important to reflect on the past and recognize all that the doTERRA® family has been able to accomplish. We feel overwhelmed by the outpouring of love and care shown by you, our Wellness Advocates. Because of you, we are seeing the world change one drop, one person, one community at a time.

Early in 2022, the world came together to support the people of Ukraine who faced unprovoked violence. The dōTERRA family jumped into action, raising \$1.27 million USD to support more than 106,000 refugees. On an individual level, we saw over 80 match projects through the dōTERRA Healing Hands Foundation. This means that you, our Wellness Advocates, are finding personal ways to serve in your own community.

While there was so much good that happened in 2022, this past year has also brought its own unique set of challenges. Each experience, positive or negative, provides an opportunity for learning, growth, and service to others. Everything we do can have a positive impact on another person and you're proving that. You're showing people that they matter.

Whether you've been with dōTERRA from the beginning or you're new to the family, each of you are supporting our mission to help the world heal. Our hope for you in 2023 is that you will never forget the power you have to change someone's life. Please continue to go out and do what you do best. You're making the world a more beautiful place. We are so grateful for you and wish you all the success, happiness, and joy that this new year has to offer.

Love,

Comil Weight
Emily Wright

dōTERRA President and Founding Executive

#### Ask the Expert:

## A Deep Dive on Diffusing



#### Laluz® Diffuser - Lighten Up

Turn any space into a luxurious retreat with Laluz. Diffuse the powerful essential oils you trust and love with some added sunshine.



Two ambient light setting



Large 120 mL water-reservoir capacity



330 square feet of coverage

#### Petal Diffuser 2.0 - User-friendly

A small, user friendly diffuser that delivers aromatic benefits to your family and home. It has a relaxing mist and soft white ambient light, making it ideal for nighttime diffusion.



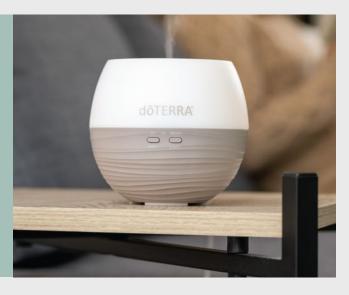
2 and 6 hours of continuous diffusion or 12 hours intermittent



Nightlight or light-free option



330 square feet of coverage





#### **Pebble Diffuser -** Easy to Carry

The Pebble Diffuser's size makes it a subtle addition to your home décor while still allowing you to enjoy all the benefits of diffusing your favorite essential oils.



Travel-friendly



Cyan, white, purple, warm white, and blue light options



270 square feet of coverage



# Message from GM, Singapore Come Together To Do Good, Help The World Heal.

Hello doTERRA® Family and Friends!

It's been a wonderful start to 2023. I feel so happy to be able to reconnect in person with so many doTERRA family around the world. Starting at our Singapore HEAL post convention event, to our Blue Diamond Summit in Greece, to our SEA Incentive Trip to Seoul – it feels amazing to be surrounded by so many inspirational leaders who not only work hard, but have beautiful hearts full of love and compassion.

dōTERRA is truly a business that cares. I had the chance to witness this first-hand in Greece when help was needed, healing hands were offered happily and freely. One of our Singapore Blue Diamonds, Deborah Wong, worked very hard to go on this incentive trip to Greece and faced great odds just to travel to Athens to join the Blue Diamond Summit - she was not going to be stopped!





Each pair of helpful, healing hands lifted Deborah safely up the stairs to join the rest of the other Blue Diamonds for the next activity.

It is such acts of generosity and care that show the spirit and culture of doTERRA.

We all need more of these helpful, healing hands to come together to do good, and help the world heal.

Gerardene

**Geraldine Toh** General Manager, döTERRA Singapore

## Message from GM, Malaysia Sharing Hope, Impact Lives

With doTERRA® Malaysia Convention 2023 | together, I would like to take this opportunity to thank and appreciate our Wellness Advocates who have worked hard throughout the year, sharers who introduce our essential oils to their family and friends and not forgetting our doTERRA's loyal customers for believing in our products.

As dōTERRA is the world leader in essential oil market providing the purest and quality products, besides having support from our customers, sharers and Wellness Advocates, no doubt dōTERRA Malaysia has grown to today's scale and size.

doTERRA Malaysia's plan for 2023 and beyond is to constantly evolve our business landscape. This year, we plan to tap into a different group of demographics as we continue to serve our current customers. At the moment, our customers are mainly Chinese users, hence we would like to penetrate into bumiputra market in both West and East Malaysia.

With the growth of dōTERRA Malaysia, we are committed to enlightening customers about the advantages of essential oils and our upcoming new launches in order to improve their quality of life. There will be two mega launches to date, which will be the PB Assist+® in April 2023 during our dōTERRA Malaysia Convention 2023 | tōgether. The second launch, later in the year would be the launch of MetaPWR Advantage, MetaPWR Assist and MetaPWR essential oil. For this launch, you'll have to stay updated with dōTERRA Malaysia.

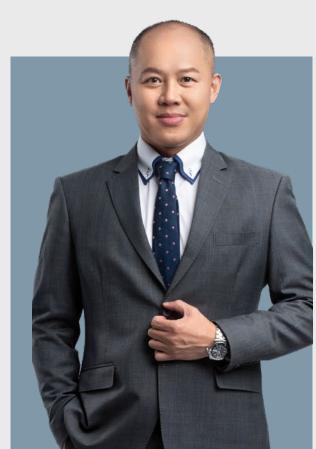
Finally, as we are moving closer to a transformational journey by 2030, our goal is to triple the impact on more lives and more communities in Malaysia, through their wellbeing and financially as well.



PB Assist+®

Warmest Regards

Ethan Wang General Manager, döTERRA Malaysia



# Message from GM, Philippines The Crucial Two "Es" of Your Business

A successful wellness advocate recently told me that her lifetime goal was to start a school when she had reached a high rank in dōTERRA®. I reminded her that she already had a school—in fact every WA is the principal of their own essential oil education institute. Just like with any school, there must be students, teachers, curriculum, and community. Imagine with me you were going to start a school, two of the most critical elements of your school would be to have students and to offer something to learn. That won't be hard for you to imagine, because YOU also are already running your EO school. You work to get students to enroll and then you provide various ways of educating them. So, there are those two crucial "Es" for any school or business: Enrolling and Educating.

Enrolling is the process of preparing, inviting, presenting and then enrolling, or onboarding, a new customer or student. For the person enrolling, their purchase of a starter kit represents a commitment to start on a journey using essential oils as a spoke in the wheel of wellness. That commitment is important to the enrollee and important to the healthy viability of your business.



Educating must be your commitment to a newly onboarded enrollee. Compelling education, for as long as your customer will journey with you, is an integral part of retention and growth of any dōTERRA business. In our parlance, we call education, "support", or the last letter in P-I-P-E-S.

While the ratio of enrolling activities to educating (retention) activities will vary, it is a good practice to do an inventory of your work and get an idea of how much of your time is devoted to enrolling and how much is focused on "educating". If less than 50% of your time is focused on bringing new students to your school and EO community, that is a good sign that you may need to shift focus to enrolling.

I wish you all best wishes in your efforts to enroll and educate. You don't have to wait until you retire to live your dreams. If you are doing what you love and impacting others, you are already likely doing what you will enjoy doing for the rest of your career, and beyond!

Micheal Carson

General Manager, doTERRA Philippines

# Message from GM, Thailand Growing Stronger in Thailand, Let's Double Impact in 2023!

dōTERRA® Thailand had massive positive momentum and received great feedback from local customers and members throughout 2022. Thousands of customers got to experience outstanding dōTERRA products, while Thai Leaders and Wellness Advocates actively shared pure drops of essential oils.

As we continue to grow, Thailand is more than ready to do its part to change the world. Together we can achieve the dōTERRA goal to triple impact by 2030, and this year's goal to DOUBLE IMPACT in THAILAND in 2023.

Thailand has prepared a solid plan for this year. We will fully support local leaders and international leaders, including the Diamond Club Program, Silver Club Program, 2nd anniversary event, and Post-Convention event. These Programs and Events will play important roles to build momentum in the market and help leaders to grow their organizations.

In addition to programs and events that Thailand has planned in 2023, we will also launch new products to fulfill customer demand in the market. New products will launch in every quarter, and we will continue to provide product education to Wellness Advocates so they will be able to introduce doTERRA products professionally and effectively.

Both local and international people will be able to come and share the doTERRA story. Normalcy has returned following the pandemic, foreigners can travel to Thailand without any restriction. Let's make it part of our mission to heal the world together!!!

KHOB KHUN KRUB





Niti Wattanachongkol

General Manager, doTERRA Thailand

#### Live Your

### **Most Powerful**



Have you noticed the you had more than of levels are not what experience weight gremained relatively under the second sec

Perhaps it is time to find out how you car same amount of ene

#### What is Meta

Good metabolic hea absorb nutrient from sugar, blood fat and natural, but it is in

contribute unfavorably to long-term nearm.

The bad news is, as we age, so does our metabolic function. Metabolism influences our energy, weight, body composition, sleep and cognitive performance.

#### Five Pillars of Metabolic Health







**Exercise** 



Stress Management



Healthy Connections



Smart Supplementation

We cannot stop the aging process but we can find ways to improve our health by paying more attention to the five pillars of metabolic health to help us live more youthful vibrant lives and gain more healthy years in our lifespan.

Introducing dōTERRA® MetaPWR™ - designed to help you live your most powerful life. This new, plant-based product system is formulated to promote healthy metabolism.\*

Use MetaPWR products in a daily routine, and combine it with a healthy diet and lifestyle choices to fortify your metabolic health.

MetaPWR stands for - meta for "metabolic health" and PWR for "personal wellness realized". The doTERRA MetaPWR system available in Singapore from May, consists of four different products that offer synergistic support to help you realize your personal wellness goals.

#### dōTERRA® **MetaPWR**™System

The MetaPWR System includes MetaPWR Metabolic Blend, MetaPWR Advantage, MetaPWR Assist and MetaPWR Softgels.



The foundation of the system is **MetaPWR Blend**, which features proprietary balanced ratios of CPTG Certified Pure Tested Grade Grapefruit, Lemon, Peppermint, Ginger, and Cinnamon Bark essential oils.

**MetaPWR Advantage** – includes a unique collagen blend of nine different types of collagen that each support different biological systems, from bone and cartilage strength to skin elasticity. It also contains NMN and resveratrol, and though more confirming clinical research is needed, preclinical studies have shown to promote healthy metabolic functions in the body.





**MetaPWR Metabolic Assist** - may help promote healthier blood glucose levels. May support reduce the absorption of simple carbohydrates and sugars. Each capsule contains standardized mulberry leaf extract, cinnamon bark powder, and the proprietary MetaPWR Metabolic Blend.

MetaPWR™ Metabolic Blend Softgels contain MetaPWR Metabolic Blend in easy-swallow, tapioca capsules. Developed with dōTERRA clinical researchers, the blend features a proprietary balanced ratio of CPTG®. An unpublished, preclinical study suggests this blend may help promote a healthy metabolism, but more confirming clinical research is needed.\*



Maximize the powerful products in this system by ensuring that you also eat a well-balanced, whole-food diet, exercise regularly, find time to relax and spend time with family and friends.

By taking care of yourself – mind and body – you can live your most powerful life!

<sup>\*</sup>Product availability and product label is subject to the individual market's launch timeline and regulation. Please contact local staff for more information.

### On Guard®

Scented Mist



On Guard® Scented Mist contains 70% ethyl alcohol, which is an extremely fine, quick-drying mist. Infused with a natural apple extract, the moisturizing formula doesn't dry out the skin and leaves the hands feeling soft and smooth.

On Guard® Blend with CPTG® Wild Orange, Clove, Cinnamon, Eucalyptus, and Rosemary essential oils provides an uplifting citrusy, spicy aroma.

This convenient mist is perfect for traveling, at school or work, or on the go.

#### **Directions for Use:**



Shake well before each use. Apply one to two mists directly to hands. Rub together until dry.

#### Cautions:

Flammable, so keep away from flame, spark, or temperatures above 104°F (40°C). For external use only. When using this product, avoid contact with eyes. Stop use and ask a doctor or if irritation and redness develop. Keep out of reach of children. See label for additional cautions.

### PB Assist+®

#### Probiotics & Gut Boosting Complex



PB Assist+® is a delicious apple powder enhanced with synergistic blend of bifidus and lactobacillus from Japan and France including *Bifidobacterium longum* BB536, *Bifidobacterium breve* M-16V and *Lactobacillus rhamnosus* GG. Further addition of dietary fibre Inulin, mastic powder and Red Berries that complement well with your daily diet.

#### **Primary Benefits**

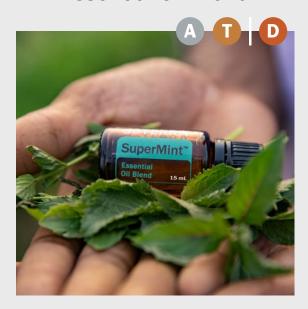
- Alleviate occasional stomach upset
- Shape healthy gut microbiota
- Enhance intestinal environment
- · Increase the growth of beneficial bacteria
- Support immune function

#### **Directions for Use:**

It is recommended to take one sachet daily. Pour contents of sachet directly into mouth or mix with water, juice, or preferred beverage and drink immediately. Do not mix with hot water.

## **SuperMint**

#### **Essential Oil Blend**



#### What's SuperMint?

Crisp, clean, and compelling, SuperMint brings together CPTG® Peppermint, Japanese Mint, Bergamot Mint, and Spearmint essential oils for a powerfully refreshing blend.

When diffused or used topically, SuperMint offers an invigorating and energizing aroma, creating an uplifting environment that's ideal for mental focus and enhanced stamina.

Menthol — the primary chemical constituent of SuperMint — promotes a cooling sensation which may contribute to feelings of open airways. When applied to the skin during a massage, its cooling effect may be soothing and comforting.

#### Uses

- Diffuse in your favorite doTERRA® diffuser throughout the day for an inspiring aroma.
- Add to doTERRA Spa Hand and Body Lotion for a comforting massage.
- Combine one drop of SuperMint Essential Oil Blend with 60 mL of water and gargle for a fresh mouth rinse.

#### **Directions for Use:**

**Aromatic use:** Add three to four drops to the diffuser of your choice.

**Topical use:** To apply topically, dilute one drop essential oil to 10 drops doTERRA

Fractionated Coconut Oil.

#### **COMING SOON**

## **SuperMint**

#### **Beadlets**



#### **What's SuperMint Beadlets?**

dōTERRA has captured the potent benefits of SuperMint Essential Oil Blend in a tiny, soft, and convenient vegetarian beadlet. Each beadlet contains a proprietary blend of CPTG® Peppermint, Japanese Mint, Bergamot Mint, and Spearmint essential oils, delivering a refreshing burst of flavor.

#### Uses

- Dissolve one beadlet in your mouth to freshen
   breath
- Provide a cooling sensation, which may contribute to feelings of open airways.
- Provides a convenient way to use the SuperMint Essential Oil Blend when traveling or on the go.

#### **Directions for Use:**

Consume one to four beadlets as desired.





Can be used topically



Dilute before using topically (DILUTE)



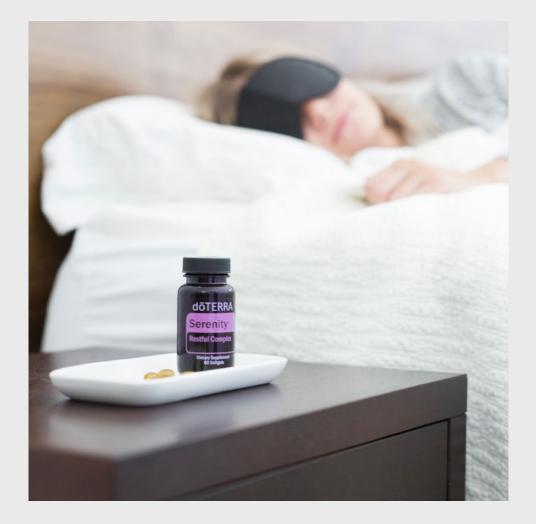
Can be used internally

\*Product availability and product label is subject to the individual market's launch timeline and regulation. Please contact local staff for more information.

#### doterra Serenity®

## **Restful Complex Softgels**

Let's face it, a good night's sleep can be hard to find. Looking for a natural solution can be even harder. dōTERRA Serenity® Restful Complex provides a natural, convenient way to promote better relaxation and sleep.\*



#### Why is sleep so important?

Our bodies require about a third of a day of sleep (more or less 8 hours, depending on age). But why? Couldn't that time be better spent? Research shows that the time you spend sleeping is crucial to health, brain function, and emotional well-being. During sleep the body is hard at work rebuilding and maintaining itself. Blood vessels are mended during sleep.

Sleep provides a boost to the immune system. It balances hormones and allows the brain to process the day's events and prepare for another day of learning. All in all, without proper rest, your body has a harder time doing all the things it needs to do for you to live a happy, healthy life.



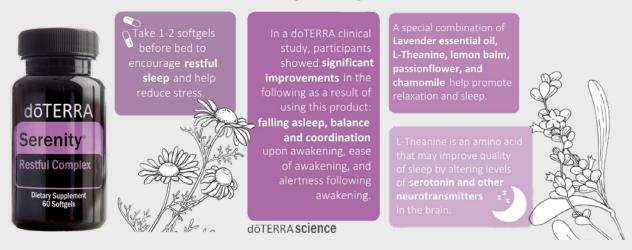
### What is in doTERRA Serenity Restful Complex?

The dōTERRA Serenity Restful Complex is a powerful product that contains Lavender essential oil, lemon balm, passionflower, German chamomile, and L-Theanine, which are known for their relaxing benefits. All these ingredients are encased in a vegetarian softgel and work together to create a natural formula that can encourage restful sleep, without leaving you feeling groggy the next day.

#### What is L-Theanine?

Although L-Theanine may sound like a complicated term, it is actually a constituent of green tea. Studies have suggested that it promotes restful sleep. In combination with the other ingredients in the doTERRA Serenity Restful Complex, it can help make a difference in the quality and the ease of going to sleep.

#### doTERRA Serenity Softgels Restful Complex



#### Live a Wellness Lifestyle,

## dōTERRA® Lifestyle



A habit as simple as taking the stairs instead of using the elevator can empower you to live a wellness lifestyle every day.

When it comes to a wellness lifestyle, though, most people think about it in terms of physical health—weight management, exercise, nutrition—but this is only one aspect.

Wellness is the active pursuit of activities, choices and lifestyles that lead to a state of holistic health, fueling the body, engaging the mind, and nurturing the spirit.

Your environment is also a key factor to maintain your wellness lifestyle. Reducing toxic loads help support your long-term health as well.

Living dōTERRA style is simple and easy way to become the best version of you and to provide the best choice for your beloved ones.



#### Hot Picks For Creating a Wellness Environment Guaiacwood Essential Oil

dōTERRA® Guaiacwood essential oil comes from the heartwood of the Bulnesia sarmientoi, which grows in the Gran Chacho Forest of Paraguay. Locally, the trees or harvested guaiacwood are known as palo santo. However, palo santo Bursera graveolens is separate and distinct from guaiacwood Bulnesia sarmientoi. Though they have similarities, the two essential oils are distinct, with different chemistries and aromas. Most importantly, they're different in their ability to be harvested sustainably and ethically. Palo santo Bursera graveolens has had a long, troubled history in terms of sustainability and illegal harvesting. dōTERRA works with its harvesting and production partners to sustainably source guaiacwood Bulnesia sarmientoi to create this pure essential oil.

Guaiacwood is a complicated essential oil to produce. Its density requires it be ground into sawdust or chips for distillation—far finer than your average wood oil. After distillation, if the essential oil is left at room temperature, it becomes semi-solid. This solidifying change is why dōTERRA Guaiacwood comes in a base of Fractionated Coconut Oil, so the essential oil can be delivered at a consistency that easily pours from the bottle.

#### **Usage Tips in Thailand:**

- Diffuse Guaiacwood to create a grounding atmosphere.
- Use Guaiacwood aromatically in the evening for a tranquil aroma.



#### dōTERRA abode® Essential Oil Blend

Created expressly for household use, dōTERRA abode® essential oil blend is made for your home. Its aroma is unbelievably fresh, but this oil blend is good for more than just diffusing. It's a cleaning powerhouse. It's so good, in fact, that the blend is the cornerstone of an entire line of household products.

## What's in doTERRA abode® Refreshing Blend

The dōTERRA abode® blend contains Lime, Litsea, Cassia, Lemon Eucalyptus, Tea Tree, Arborvitae, Kochii Eucalyptus, Cilantro, Lavandin, and Lemon Myrtle. While each of these essential oils has individual cleansing properties, the benefits are uniquely magnified when combined into one potent, dynamic blend.

dōTERRA abode® is high in powerful cleansing constituents like limonene, geranial, neral, and 1,8-cineole. In fact, Kochii Eucalyptus—found only in the semi-arid interior of western Australia—has the highest concentration of 1,8-cineole, or eucalyptol, of all eucalyptus oils available. Clean and refresh your home effectively, naturally, and safety with dōTERRA abode® Refreshing Blend and the entire line of dōTERRA abode® products.

#### **Usage Tips in Thailand:**

- Add several drops to water to create a powerful surface cleaner.
- Diffuse in your home for a fresh, clean-smelling aroma.
- · Place a few drops onto wool dryer balls.
- Make a DIY room spray using a few drops, water, and witch hazel.

<sup>\*</sup>Product availability and product label is subject to the individual market's launch timeline and regulation. Please contact local staff for more information.

## Giving Hope.

#### Celebrating Life











We've come through a year that has been filled with successes and challenges across our communities. I would like to congratulate all our doTERRA® members and friends for making another milestone through Relay for Life Malaysia. There were more than 1,600 participants for the morning run and night luminaria ceremony. Luminarias honour every life touched by cancer. You can dedicate these lanterns to a loved one who's passed, someone currently battling, or anyone who's overcoming it.

In addition, we have successfully raised RM50,000 from the sales of SPA Rose Hand Lotion from August to November 2022 and 100% of the proceeds will be donated to National Cancer Society Malaysia (NCSM). The funds raised will be used to support the three pillars of NCSM which are Education, Care and Support.

Thank you for your effort and support in making this Healing Hands Programme yet another successful one. Let's continue the Healing Hands - **Engage in Good** programme to empower people and communities worldwide to make a positive and sustainable change.

#### About Relay For Life

Relay For Life is an international movement, a community of cancer survivors, caregivers, volunteers, and participants who believe that the future can be free from cancer. When you participate in Relay For Life, you become a vital part of the community of 2.5 million survivors, patients, advocates, volunteers, caregivers, and researchers doing everything within our power to save lives.

## 72-Hour Emergency Relief

#### Hygiene Kits in the Philippines

The impacts of natural disasters are devastating to any economy. Multiple hazards brought by natural events affect public infrastructure, including roads, bridges, water and power utilities, hospitals and schools, government buildings, and agriculture.

Located in the Pacific typhoon belt, the Philippines experiences many forms of natural disasters. Typhoons, earthquakes, floods, volcanic eruptions, and landslides are common, resulting in damage to livelihood.

One of the simplest ways to get involved with our dōTERRA Healing Hands® in the Philippines is through the distribution of Emergency Relief Hygiene Kits.



### Our Emergency Relief Hygiene Kit Contains the Following:

- dōTERRA Tea Tree Touch
- Hand Towel
- Toothbrush
- Adhesive Bandages
- Deep Blue Rub Samples
- Salon Essentials Shampoo & Conditioner Sample Packets
- dōTERRA On Guard Toothpaste Samples
- dōTERRA On Guard Sanitizing Hand Wipes



If a disaster has occurred in or near an area where Philippine wellness advocates can safely distribute kits, they can request kits to distribute. These Emergency Relief Hygiene Kits have been designed to help those who need it most during disaster situations, for communities recovering from a disaster or a population in need of hygiene supplies.



Together, we can provide relief during times of disaster and disadvantage.

### **Your Contribution Matters**





dōTERRA® Wellness Advocates in Thailand and around the world have the same mission: to Help the World Heal, to share high quality dōTERRA products, to build sustainability in communities around the world, and to provide support to those in need, including help fight human trafficking in many countries around the world.

In Thailand, we have incorporated with Paveena Foundation in helping victims from human trafficking. All wellness advocates in Thailand can do their part of to help.



#### 5 Ways You Can Help End Trafficking





You can also help fight against human trafficking with every purchase of HOPE Touch in Thailand. dōTERRA Thailand will donate all revenue from Hope Touch to non-profit organization to help in projects that fight against human trafficking.

- Mnow the sign notice things around your community
- Report
  contact authority if you see thing uncommon
- you can be a part to build awareness to people around you
- **Think before you shop**review companies that sell products
  before you make purchase
- Description Be a Volunteer help to support local organization when you can

## **SuperMint**

#### **Essential Oil Blend**

A refreshing, clean blend of Peppermint, Japanese Mint, Bergamot Mint, and Spearmint, SuperMint is the ultimate combination of pure mint essential oils. Menthol—the primary constituent of SuperMint—promotes a cooling sensation, which may contribute to feelings of open airways. When applied to the skin during a massage, the cooling effect may be soothing and comforting. This minty blend can also help freshen breath when used as an oral rinse.





Why India ?

Together with our sourcing partner and NGO partner, Farms & Farmers, we have been working for several years now to scale-up peppermint and spearmint nurseries, plantations, and technical services to a select group of farmers in Bihar, one of the poorest states in India. Our aim has been to help these farmers increase their revenues and profit margins through mint production so they can further invest in their farms, families, and communities. This project has been very successful and has inspired additional farmers, especially younger generations, to add peppermint or spearmint to their annual crop rotation. Currently, we support approximately 16,000 farmers involved in different mint oil production in India.





#### How does it work?

Our farmers will often grow spearmint, for example, for five months then harvest it. Then, they plant one of their usual crops like rice, wheat, or mustard during alternating growing seasons. Through this type of crop rotation, Indian farmers are able to typically increase their income as much as 40% per year.

## HEAL doTERRA® Singapore Post Convention 2022



Conducted face-to-face for the very first time after the COVID-19 pandemic, HEAL doTERRA® Singapore Post Convention 2022 was one of the largest events with over 800 participants in attendance.

We had the privilege to hear from our leaders: Ting See Ling, Presidential Diamond Wellness Advocate Malaysia, Erni Soesanto, Silver Wellness Advocate and a panel discussion with Elizabeth Ho, Liu Wenhui and Coei Choo.

Corporate guests who spoke at the event included Johnathan Kunz, Vice President of Asia Pacific Markets; Jason Bell, Senior Director Marketing Greater China & South Asia and Geraldine Toh, General Manager Singapore.



## Get Livelong Vitality on LRP!

It is not easy to eat a balanced meal, sometimes the easiest and fastest way to fill in nutritional gaps in your diet could be via the use of supplements. dōTERRA Lifelong Vitality Pack® comes with 3 different supplements – Alpha CRS®, Microplex MVp® & xEO Mega®. These supplements are like pieces in a jigsaw puzzle, perfectly complementing each other and working together to promote optimal wellness and vitality. Not only are they made with stringent safety standards, they are fortified with dōTERRA's CPTG® essential oils.













Start your wellness journey with dōTERRA Lifelong Vitality Pack® by joining Loyalty Rewards Program (LRP) from April to October 2023 and be rewarded with exclusive FREE gifts!

For more information about this program, please email singapore@doterra.com

\*Available only at dōTERRA® Singapore



#### **The Power of Post-Convention**

Last year, we had our **Post-Convention 2022 | Heal** on 12th November 2022 and it was definitely a successful one. Held at Kuala Lumpur Convention Centre (KLCC), we had 2 themes for the day. The session started with the theme "HEAL" to signify dōTERRA's commitment in providing more CPTG® essential oils through new product launches. Approximately 900 dōTERRA® members and leaders who attended were empowered to make a difference moving forward.

Jonathan Kunz, the Vice President for Asia Pacific Markets gave his opening remarks by sharing about the corporate growth and its impact the company is doing throughout the world, and also the company's commitment and **mission** to go triple by 2030.

Then, the next speaker Jason Bell, Director of Marketing for Greater China and South East Asia took the stage by sharing about the new products, **Guaiacwood, Malama and Phenomenal essential oils**. He also focused on Cō-Impact Sourcing of Guaiacwood.

Next speaker was none other than Ethan Wang, General Manager of dōTERRA Malaysia. He highlighted on our mission and our purpose. We want to help the world HEAL. He also mentioned that in 2021, we have **impacted lives of over 2.6 million people around the world** through jobs sourcing and Cō-Impact Sourcing™ projects. Our goal for 2030 is to impact lives of over 10 million people. Ethan added that through dōTERRA Malaysia Healing Hands Foundation®, we have helped support development projects in sourcing communities as well as improved the lives of many through humanitarian projects and donations.

Attendees get to enjoy the new product launches, listen to live testimonies from leaders who attended doTERRA Global Convention and they each received a 5ml Lavender Oil. The session ended at around 1pm.















### 900 dōTERRA® members empowered with over 2,500 attendees experienced the power of essential oils

After that, attendees get to visit all the magical corners of the event with the theme "Magical World". There are Essential Oil Corners, AromaTouch® Technique Corner, Kids Corner, Healing Hands and Cō-Impact Sourcing™ Corner among others. There are also special talk shows on AromaTouch® Hand Technique, Essential Oils Lifestyle Ideas and Beauty Recipe with Blue Tansy.

Besides all that fun, attendees get to snap photos with Jonathan Kunz, Jason Bell and Ethan Wang as they dressed to match the Magical World theme for the afternoon session. We were glad that our attendees enjoyed themselves at this event with a great response of almost 2,500 attendees.



















### Behind the Bottle Snapshot Stories

## dōTERRA® Philippines Silver Club and Cō-Impact Sourcing™ Tour

dōTERRA® PH Silver Club finishers and staff headed out on a 4-hour land trip to Quezon Province last January 21 for the market's first ever Cō-Impact Sourcing™ tour.

Their first stop was at the Caldong Resettlement Elementary School in Sampaloc, Quezon where they were warmly welcomed by the teachers, parents, and 62 students from Grades 1 to 6. The students, who are all kids of the farmers, were given dōTERRA® notebooks, pens and health kits. The dōTERRA® team was then offered vegetables and native hats made from coconut/buri leaves. As part of the coconut community immersion and social responsibility, they made a memento gesture of a hands-on planting of young coconut seedlings within the school vicinity.







By mid-morning, the dōTERRA® team then proceeded to D'Farm, a privately-owned family farm, aiming to be an Agri-Eco Tourism Development venture in the future. They were greeted by the owners of D'Farm, the Local Government Unit, Chemrez Technologies of D&L, Philippine Coconut Authority and Sampaloc Mayor Gelo Devanadera. Presentations during the event were geared on how to bring back the life to the farmers and the copra industry in Sampaloc, Quezon. A performing arts presentation of some cultural Filipino folk dances like Maglalatik and Pandanggo sa llaw showed family bonds around farm works. This was followed with a lunch by the lake where our dōTERRA® PH Silver Club finishers were served the healthy goodness of coco inspired cooking and cuisine, from the main dishes to the desserts.

After lunch, they visited the oil mill in Mauban, Quezon. They witnessed a walk-through of the different oil milling processes from cleaning, crushing, and cooking the copra. Copra is the dried, white flesh of the coconut from which coconut oil is extracted. There was great focus on quality control measures to assure and ensure compliance with manufacturing standards. Farmers also showed them the hybridization of the coconut trees and explained the different processes in propagating, planting, harvesting, and copra-making. Our doTERRA® PH Silver Club finishers gained a better understanding and appreciation – a bigger mission beyond trading goods to opening opportunities for farmers and taking pride in what they do.









By late afternoon, they headed to Tanauan, Batangas to take a peek of the state-of-the-art refining plant where coconut oil is further bleached, deodorized, packed, and packaged for shipment. Our doTERRA® PH Silver Club finishers had a closer look of the application of technology and the touch of tender care poured into the production of every drop of coco MCT oil. The expansion complex is a testimony to bringing pure green organic health to the world from the choicest chain cut of the coconut - made even better through technology and manufactured with even greater diligent care.

The tour ended late in the evening. Despite the physical exhaustion that each of our dōTERRA® PH Silver Club finishers and staff felt, this Cō-Impact Sourcing™ immersion tour has proven to be a tangible tribute to the whole coconut industry from the source to the science behind the finished product. This is a reminder of the long term doTERRA® commitment to support industry initiatives for the good of the coconut and the coco farmers in the Philippines.









## Keep the Momentum Going in Thailand!

2022 was another year to remember for Thailand, the youngest doTERRA® market in Southeast Asia, yet the market with the most potential growth. The key to Thailand's continued success to keep up momentum throughout the year was events.

Events demonstrated the heart and soul of dōTERRA® with many speakers who shared the dōTERRA® story about who we are and what we do. Events helped dōTERRA® connect with Wellness Advocates and leaders to help them understand the dōTERRA® mission, its goals, and our future.

There were two highlight events in 2022. The first was the 2022 Heal Post-Convention event which was held in the Convention Hall in Bangkok. The second event was the last one of 2022, the Movie Night Party, which was held at our Will Call to celebrate a week of Christmas together.

## Highlights of the Post-Convention Event

More than 600 people attended the 2022 Heal Post-Convention event and we received positive feedback from the participants. Speakers including Johnathan Kunz and Jason Bell, as well as key local leaders, shared their experience during the doTERRA HEAL 2022 Convention in the US.









#### Highlights of the Movie Night Party

The purpose of the Movie Night Party was to gather key leaders in Thailand and to experience the heart and soul of doTERRA® through the film "The Pursuit".

This 53-minutes movie, produced by doTERRA®, was the best way to demonstrate who we are and what we do. The film visually depicts the passion of doTERRA® and what we are pursuing. More that 150 attended the "doTERRA theater" event and enjoyed On Guard flavored popcorn and Ginger-Honey Lemonade drinks. Participants walked away with new passion and commitment to Help the World Heal.

Events will continue to play an important part to keep the momentum going in the Thailand market. Our goal is to get closer and stay connect to our builders and customers. We will continue to Pursue What's Pure and help change the world together.













Let's DOUBLE Thailand's Impact in 2023!

## Presidential & Blue Diamond Summit 2023

#### 10 January - 13 January 2023 | Athens & Nafplio, Greece

This year, dōTERRA® Presidential & Blue Diamond Summit 2023 made great memories for all leaders as it incorporated the Wild Orange sourcing trip. On Jan 10, 2023, a total of 120 dōTERRA® Presidential Diamond and Blue Diamond leaders landed at Athens, the capital of Greece. Leaders from different countries came together to celebrate their achievements and reward their dedication to dōTERRA® business. The long hours of flight were worthwhile as dōTERRA® leaders will experience sourcing firsthand, and learn from our sourcing team, farmers, and manufacturers.

Behind the bottle, there are over 3000 small-scale farmers who produce various fruits and Wild Orange for our essential oil in Greece, and value maintaining the long-term partnerships we've developed with producers. The leaders also learned that it was never an easy ride for the farmers, as an orange tree takes 5 years to be fruitful, and it lives for only 50 years. Nevertheless, it takes approximately 4.5 kg of orange rind to make a 15 mL bottle of dōTERRA Wild Orange essential oil. The oil is cold-pressed from the rind.

On this trip, our leaders were so delighted to be able to experience a very special visit to this second-generation, family-owned distillery. See the lavish green trees where the sweet orange fruit grows and become a part of the story from the beginning.

The third day continues with all of the leaders having a meeting with Corey Lindley, Founding Executive, Chief Executive Officer (CEO) of dōTERRA®. As the company's key person, he shared the company's directions, mission to triple our impact by year 2030, how to respond to changes in the market, and strategies for managing a growing team. On the other hand, our leaders had a chance to share their knowledge on how to build and lead a successful team, and ways to strengthen their relationships with the team.

The itinerary of this event truly celebrates leaders' achievements and provides memorable opportunities to experience local culture, food, and breathtaking scenery.











# Congratulations

**Catherine Wong Chang Pei San Claire Yeow Hannah Tan** Jeanelina Chiang Josephine Neo Lin Ya Hui

Low Yee Man Lynn Lijsbeth Neo **Ronald Chen** Sally Ching Tan Ai Chin Tjoa Hui Ping Yat Poh Eng

# SINGAPORE



### Silver Club

dōTERRA | MALAYSIA 2023

# Congratulations

**Buddy Up Buddies Enterprise** 

**Choo Mui Fung** 

**Chua Gek Kim** 

Dionne Tan

Goh Pei Pei

**Hee Hoay Yin** 

**Jetlian Beauty House** 

Koay Pei Eng

Koo Eua Fern

Kuah Yoke Lan

**Kuek Tian Yuan** 

Nuck Hall Tual

Lau Hie Hee, Christina

Lee Pek Yong

Lee Yuen Leng

Liaw Hua Kim

Lim Yee Qun

Loh Ai Ling

Loi Li Joo

Low Ai Kia

Lu Ling Yien

Maegar Network Sdn Bhd

Michelle Ng

Ng Hui Chin

Ong Khai Shean

Ooi Sing Yen

Tay Yi Ching

**Teng Mei Siang** 

Yeong Yin Shin

Yu Khai Yuin

## MALAYSIA



## Silver Club

dōTERRA | THAILAND 2023

# Congratulations

Hirunrasa Suwachira Jitchada Nonthasorn **Kesinee Kasemsai** Napapath Keeratinapath **Nattaporn Jantarat Natthayos Sechanah** Pakwalun Angkasekvilai Papaorn Khantikittikul Paradee Manadee Patcha Chalaewan Phatsaran Suksakorn **Pornprom Suwanna** 

Ratchata Pumiratkul Sittisak Buasaraban **Somnee Pattamaprom Sornnarong Kanpai** Sununta Thanasarndechachai Sutthiroj Chuanchaiyakul Tasa Sueppheng **Tawipapa Charpensuk Toonthip Thuamcharoen** Watcharacoopatid Rattanaphumirajtibadee Watcharaporn Wilaimethanan

## THAILAND

#### Wilfred Loh

#### Blue Diamond





# Set A Mindset To Say That "I Can Achieve It"

Sometimes, I think one of the biggest obstacles is overcoming our own mindset. It is how much we want to accomplish, how much we want to achieve, how much persistence and courage we have to overcome these challenges. The mindset is really important. We have to set a mindset to say that "I can achieve it". When we encounter a lot of problems and obstacles, like during the pandemic, we are able to persevere through it all. These problems are actually not an issue if our mindset is already set and ready.

Before reaching this rank, I had a lot of issues, the majority of which were related to how we perceive a situation. I thought I was doing very well to keep the status quo, but I could see that I was not growing, that the team was not growing, and that the team did not have the momentum to achieve their dreams.

Hello everyone, my name is Wilfred. I am very grateful for the opportunity to share my experience and my dōTERRA journey in achieving the Blue Diamond rank here. When I first planned to start this business, I could tell that this company was very promising and that the products were suitable for everyone. So, in my opinion, dōTERRA can truly provide us with a very good platform for growth. I always hope for a comfortable and sustainable future. I can see how this business can provide my family and I with a better future and a better life. Therefore, I'm working hard to build my career with dōTERRA for a better future.

I've never achieved the Blue Diamond rank before. So, for members who have never achieved this achievement, of course, there will be challenges ahead like what we need to do, what we need to face, or what we need to overcome.

As we have not tried or achieved these things before, one of the most difficult obstacles for us would be ourselves. Why? We are unable to advance to a higher rank because we have not yet attained it. Of course, there will be many things we don't know, many unknowns, and these unknowns can make us afraid or unprepared. We may think we can't overcome these obstacles that are difficult or impossible; however, others may be able to do it.



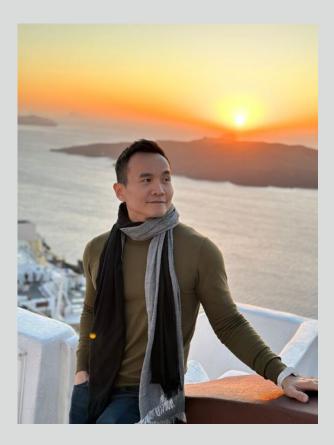
At dōTERRA, I really want my partners to accomplish their dreams, to reach their goals, to see themselves differently, and to feel that they have their own value. These are the things I want to see. However, due to the pandemic, my own team was not growing and my own mentality was not changing, which led to a decline in the growth momentum of the whole team. I told myself that I couldn't go on like this; this is not what I want. I want everyone to grow together and see their own value. So, I had to reset my mindset immediately, thinking back to the beginning when I wanted this Blue Diamond rank.

I'm going to overcome all the difficulties. It doesn't matter how difficult any situation is; it's actually solvable. I want to accomplish my goal. When I reset my mindset, I become motivated; or when I talk to my partners, the other party can actually feel my passion. These are all the things that can be changed in the mind, including our body language and actions, which can be changed.

When some people ask me, "What do we need to do to get the Blue Diamond rank?" The answer is actually in doTERRA itself. It's easy to run a doTERRA business, but it's not easy to execute. The method is really simple: we all share the essential oils we like, find the stories of the essential oils we like, and then share that with the people who want to know it, and then get the inspiration from there.

First of all, ask yourself if you have been very persistent in doing it. In fact, it is not easy to insist, plus we have not worked very hard to do well in this industry. Have we insisted on doing it every single day? Have we kept the right mindset every single day? In fact, we all know the method: work hard, try to change your mindset, take action and be persistent.





These are the conditions that we need to have. When we insist on completing the dreams and goals right now, we must persevere in completing things in order to overcome difficulties.

This may also require more time. We need to invest more time to grow our business. But our time in life is limited. We all need time to live with our families or hang out with friends. However, when we want to accomplish our goals so badly, we must communicate with our families and partners to let them know why we're investing so much in doTERRA during this time.

We have to be serious about running this business. If you love your family, when they see that you are trying so hard to accomplish what you want, these problems can actually be overcome. Family members will also give a lot of support. I am very grateful and lucky to have completed my Blue Diamond rank.

Now, the atmosphere on the team is different, and they will look up to me or consider me an idol. Every day I can learn something new from them, and I also put a lot of effort into running this business. I want to influence a person, a group of people, or a team. In fact, this is very challenging, but I work incredibly hard to achieve this mission. I believe this way of life will not be in vain, life will become colourful. That's why I still insist on working very hard to run my dōTERRA business. I want to make the story of my life more exciting.

Finally, I am very grateful for joining dōTERRA; it amazes me, improves my life, and gives me the ability to make my family's life better. I am also very happy that I can influence people around me and make their lives better from now on, and this gives me the opportunity to continue to grow.

#### **Caroline Yeoh**

#### **New Diamond**





# Keep Striving & Tackle Challenges Head-on

Before joining doTERRA, I used to own and operate a florist shop for five years. Due to the Covid-19 pandemic, it has impacted many businesses and made it difficult for my flower business to sustain. I believe it was time for me to change my career path given the trending surge towards e-commerce. Since I've been exposed to essential oils for a long time, that was the first thing that came to my mind. I know that there was a huge market for essential oils, in addition to the fact that they helped me with my insomnia. Hence, I felt confident using essential oils and started to learn how to build my business with doTERRA.

One of the biggest challenges I faced was that I had to share information regarding essential oils online and couldn't communicate with my potential customers in person. Moreover, e-commerce is completely different from my previous business model, where I welcomed walk-in customers to my shop. During the pandemic, I have to take the initiative to have online sharing with my potential customers, friends and family.

Luckily, my upline is very responsible and helpful, always guiding me. I also actively involved in some of the events held by my upline to learn more on how to expand my doTERRA business.

Although starting a business poses a number of challenges, I won't give up because I know that if I work hard, keep striving, and tackle these challenges head-on, I will undoubtedly achieve exceptional results.

#### **Dr. Natha Methabutsayathon**

#### **New Diamond**



# PURE OPPORTUNITY.... is all around

"dōTERRA" is an "Opportunity" for all for good health, happiness, and freedom of life for yourself and your beloved ones. Carry on the happiness from generation to generation. Open your mind and experience dōTERRA yourself, and you know dōTERRA gives everyone "happiness" and "embraces" us with opportunities.

I had a chance to join dōTERRA via my senior, who introduced it to me. I started when dōTERRA officially opened in Thailand in April 2021. After working together for a while, I feel that dōTERRA is not a "business" but "happiness" passing from the vision and determination of the seven founders, the organizational culture of the friendly organization, the virtue that is passing to the society through Healing Hands Foundation via every single pure drop of essential oil, every single person, every community, to the strong network of "happiness" of people across the world.

Since I was a government servant at the Ministry of Public Health, I have some basic knowledge about aromatherapy. However, after studying and using the essential oil of dōTERRA, it is very outstanding for the pureness certified by CPTG. Thus, the safety is ascertained, and the application is efficient according to the properties of the extracted plant. Besides, dōTERRA implements the production innovation for the blended formula of the essential oil with copyright, which is extended to various healthy products, such as food supplementary, exercise, and detoxification, for people of all age groups and genders at an affordable price. For this reason, I would like to share the opportunity for health care and generating income with everyone with all my love for your good health and happiness, from person to person, from family to family, and from community to community.



"doTERRA" is an "Opportunity" for all for good health, happiness, and freedom of life for yourself and your beloved ones. Carry on the happiness from generation to generation. Open your mind and experience doTERRA yourself, and you know doTERRA gives everyone "happiness" and "embraces" us with opportunities. All the best.

# Onsuvisa Koseelpeeragorn & Nut Kosinprerakorn

**New Diamond** 





# PURE HOME..... PURE OIL... PURE HAPPINESS

I started by studying the product details and tested them myself and by my family members, and we are impressed with the result. Finally, "my family" becomes "dōTERRA family". "dōTERRA" essential oil is put around the house so we can grab them at anytime and anywhere. They bring us joy and true happiness.

My wife and I wanted to run a business for long-term financial security. We targeted the health business, so I studied the information about essential oil. At first, I thought we had nothing to do with it because the products are likely for females. That was my thought in the past 4-5 years. Then, we know about "dōTERRA" essential oil. I set the wall up in my mind that it might not be the right choice for us. However, when I had a chance to look into the information and try the product, we accepted that this is a good quality product. Everyone can use it! Therefore, we decide that "this" is the opportunity we are looking for because it is an answer to the current health trend. "dōTERRA" is the best choice for our family as it gives us "happiness" and "income"

I started by studying the product details and tested them myself and by my family members, and we are impressed with the result. Finally, "my family" becomes "dōTERRA family". "dōTERRA" essential oil is put around the house so we can grab them at anytime and anywhere. They bring us joy and true happiness.

If asking why I trust "dōTERRA" to be my business partner, the simple but heartfelt answer is because "dōTERRA" offers us "sustainability", not only for my family but also families around the world, from the user, manufacturer, or business owner. We gain happiness from "dōTERRA" as the vision of the seven founders. What it would be if we find a sincere business partner like "dōTERRA" who always supports and makes us feel safe and secure during our journey?

# Pongtanit & Tanwarin Thanasinwanishkul

#### **New Diamond**





# WORLD OF PURE HAPPINESS...

"Sending the best thing to people surrounding you may not change the whole world in a second. Anyhow, I believe that all those good things will give happiness and set a new world to many people".

There are four family members in my lovely family, which I name the "LOMB" family (Luke, Oad, Mie, and Bic). We are very close and spend our lives with joy and happiness. My goal is to dedicate my time to being with my family and doing activities together. One of our dreams is to travel around the world.

In reality, it is not an easy task because many factors are involved. We need money, so we do not worry about anything. We must be healthy and have enough time to spend with our beloved ones. Apparently, I am seeking a tool to remove all these conditions and give me the freedom to create my new world.

Finally, I know "dōTERRA", which gives me a new world and offers me the freedom to follow my dream. It makes me understand what "true happiness" is. I discover that priceless happiness truly exists. "dōTERRA" gives me valuable experiences, good tools, and big family with a goodness organization culture. dōTERRA is an uncomplicated life in which pure love is given via honesty along the simple path, so we can be ourselves and live with all these things happily.

"Sending the best thing to people surrounding you may not change the whole world in a second. Anyhow, I believe that all those good things will give happiness and set a new world to many people".

#### **Somboon Phuenthong**

#### **New Diamond**



#### **Pure Drop of Sharing...**

Every time I open a bottle of essential oil to share with people, I am always pleased to share it and give my best wish to everyone. The happiness in "d $\bar{o}$ TERRA" way is a key to my success.

I have known "dōTERRA" essential oil since 2021 and was very impressed when I used Zengest (Digestzen), which made me feel good. It is a worthy investment for self-care. After studying more about it, I learn that Peppermint and Deep Blue make me feel even better. Their scent relaxes me so I can live my life happily again.

My lifestyle improves; I am more cheerful after using "dōTERRA" essential oil. The regular and continuous use even make me realize its efficiency. Then, I am confident and start "SHARING" this experience with my beloved ones, from my family, friends, and neighbors to my lovely dog. After that, my sharing spread out widely.

Today, I am so proud to be a member of "dōTERRA" family. I am glad to experience the wonderful products. Every time I open a bottle of essential oil to share with people, I am always pleased to share it and give my best wish to everyone. The happiness in "dōTERRA" way is a key to my success.



#### **The Wellness Friends**

#### **New Diamond**







# Things can only improve with change.

Teamwork, the right Team culture and a proven system is exactly what Mandy & Joycelyn were seeking when they decided to join dōTERRA as wellness advocates. They saw the business opportunity that dōTERRA offered to budding entrepreneurs.

Moreover, their passion for essential oils coupled with the company's excellent product quality solidify their decision to enrol with dōTERRA. "The products speak for itself. The company is always looking to provide pure, high quality essential oils and products through its Co-Impact sourcing and its extensive Research and Development."

Having found the Right company, the Right Team to join, a readily available and proven system, and under the leadership of My Oil Family, they are able to grow the team quickly and shorten their learning curve.

Utilising each of their strengths, they were able to find success by focusing on what they do best. One was focused on relationship building and consumer needs while the other was focused on market development due to her previous corporate background.

"We believe that if we do not take good care of our own customers, someone else will. With the Right Culture, Right Strategy and most importantly, with the Right System and Tools, we can do so much more with the same amount of time and resources."

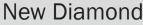
The ladies are also not afraid to make quick decisions and adapt and change according to the situation and local market conditions. "Change is the only constant. Do not leave it to chance. Things can only improve with change."

"Sharing and building the business happily is also something that we strongly believe in. We want our team to grow in a happy and conducive environment as this will translate and trickle down to our words and action."

Both of them would like to express their heartfelt gratitude to Mr Khor, Angie and James' leadership and support throughout their doTERRA journey.

"Success leaves clues and under the strong mentorship and support from our leaders, we are confident that we will lead our team to greater heights. This is just a start of our amazing doTERRA journey ahead."

#### Wendy Ooi





# Difficult Roads Often Lead to Beautiful Destinations.

I feel blessed to be a part of this big doTERRA family. Throughout my childhood, I have experienced multiple ups and downs.

Before I was introduced to doTERRA essential oils, I had a bad digestive system which constantly causes discomfort. I tried to find relief through medications. Then, my daughter's classmate approached me with doTERRA essential oils. She shared about ZenGest essential oil which helps to soothe and comfort stomach upset. I decided to try and indeed it helps ease my discomfort.

Another essential oil she introduced was Easy Air. It helps with my daughter's nose sensitivity and sinus which she had since she was a child. I am grateful to have been introduced dōTERRA essential oils that helped us lead a healthier lifestyle and I decided to share this dōTERRA journey with my friends and families to improve their lifestyle as well.

It didn't take long for me to come to this decision as my family were very supportive. My husband, especially, has always given me his full support and confidence. My family's encouragement gave me the push to take this first step. This step will also allow me to spend more time with my family, like driving my children to school or tuition, while attending Zoom meetings with my group.

There are definitely uncertainties in our life. During the pandemic, I struggled through hurdles but I continued to strive through the hardships. Despite my efforts, there were



more hurdles and hardships faced. I was at the point of giving up since I was really demotivated by rejections. Fortunately, I have a very supportive upline and peers by my side. Their words of encouragement and passion kept me pushing forward.

Once again, I was motivated and energised to give my all to my dōTERRA business and strive towards my goal. As the saying goes, difficult roads often lead to beautiful destinations.

#### **Wong Si Chin**

#### **New Diamond**





I am a baker. I choose to start my own business because I love it.

Then one day, as I began to look for some natural methods to meet my family's health needs, I came across doTERRA essential oils by chance. After learning more about the ingredients, the manufacturing process and the verified information, I decided to buy a set of doTERRA essential oils to try it out.

dōTERRA essential oils are truly amazing! My family's health got better and we constantly see improvement in our daily lives. Because dōTERRA essential oils are so wonderful, I began to step into the world of dōTERRA and started my side business, my dōTERRA business.

In the beginning, when we start something new, everything feels difficult. For example when I first started my own business, I had no brand recognition. However, I continued baking cakes, came up with new recipes and ideas, and thought of how I could spread the word about my business to more potential customers.

It was the same with dōTERRA – from being a baker who lived by his craft, suddenly switching gears to sharing essential oils. I started using dōTERRA essential oils as a consumer, became a sharer because I've experienced the benefits, and now, I became a leader.

The saying "No pain, no gain" is a difficult truth we'd rather ignore.

The major problem that I encountered was time-related sacrifices. If I stop working as a baker, I will have no income but I still have to

# I Always Believe That When I Give, I Will Receive More That I Gave.

pay for expenses like rent, utilities, and miscellaneous. However, I always believe that when I give, I will receive more that I gave. Every time I came across a challenge, the thought of giving up would cross my mind. But each time, I will remind myself to never disappoint my supporters and team members. All I do is constantly shift my mindset and ask my leader for help.

The 4 words "believe, follow, listen, and do" have always served as my compass. I always keep a positive attitude and tackle challenges one at a time with patience. I strongly believe that if we work hard at everything we do, eventually others will recognise our work and we will be in a position to persuade them to believe and follow us. The most important thing is to treat everyone who believes in us with care, to be willing to try our best, and to provide a good example for others.

In conclusion, start out bold and dedicated, and the right people will come along. You will succeed where you put in the time! We appreciate your decision to begin, since it is only through your decision and belief that we have a chance to succeed. I've worked hard for more than two years to get to where I am now, and I'm confident that I can help more individuals at doTERRA, like you who are reading this article!

Remember to tell yourself to hang in there a little bit longer no matter what struggles you face. Since in reality, not many people do! The outcomes will undoubtedly surpass your expectations as long as you are willing to take advantage of the chance and persevere. May you be blessed for having the courage to follow your ambitions; they will always come true!

# **Double Blue Diamond**





**Angie Ng** (Monarch) (Founder SGMY)

### **Presidential Diamond**





Annda Lee (Founder MY)



**Henry Fong** (Founder SGMY)



Forest Chew & Steven Teh (Founder MY)



Joshua Ang Dun Xin (Founder MY)

# **Presidential Diamond**





**Lam Yee Mun & Stanley Ho** (Founder SGMY)



Patricia Yeo Tee Sang



**Lim Mian Foo** (Founder MY)



Pauline Tey (Founder MY)

# **Presidential Diamond**





**Sunny Wong Bee Kim** 



Vanni Ling Kuok Ee



Ting See Ling



Winny Yeoh (Founder MY)

# **Blue Diamond**





**Bryan Chew** (Founder SGMY)



Candy Ong



**Chok Sin Ee** (Founder MY)



**Chua Hong Leong & Law Shu Li** (Founder SGMY)



Deborah Wong & Fabian Tan



Dr. Phartchai Rueansit



**Dr. Tan Kui Chin** (Founder MY)



Elizabeth Ho (Founder SGMY)



**Janet Kang** 

# **Blue Diamond**





**Janice Choo** 



Jenies Seow Bee Ean



Jenny Wai



Joanne Kong Jia Ling



Katherine Yu Hui Khim



**Ko Den Hong** 



Kweenie Ooi



**Lee Hui Ling & Ng Say Leong** (Founder MY)



**Lee Seang Looi** (Founder SGMY)

# **Blue Diamond**





Lee Shiao Tao



Lee Sze Lin



Lim Bee Yong



Max Lee



**Prawit Lepreyakorn** 



Ratchadawan & Pornpavit Wongprasert



**Rosy Tang** 



Thitiporn Phoemthaweesuk



Wilfred Loh





**Adam One Family** (Founder MY)



Alan Tay & Coei Choo



Andrea Chin & Teay Rui Xuan



**Andus Low** 



**Angeline Nai Eng Choo** 



Angie Ong



**Candy See Cul Wei** 



**Caroline Yeoh Win Nee** 



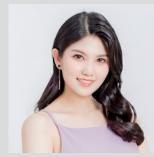
**Catherine Kong Yii Sing** 



**Charlene Lu** 



Chia Pei Shan



**Chong Seow Yin** 



**Chow Chia Lih** 



**Chua Kwee Lee** 



Clarie Ong Ho Sin



**Connie Choo Siew Kim** 





**Dennis Koh** 



Dr. Natha Methabutsayathon



**Dussadee Puengpreeda** 



**Eng Zee Lin** 



**Eufhlyn Yeap Chooi Hsia** 



Eva Teoh Li Feng



**Evon Lim Xin Yi** 



**Fanny Chu Pei Fen** 



Fion Loo Zhi Qing



Foo Siew Ping (Founder MY)



Foong Jia Li



**Gee Wan Yin** 



Ivy Loh



Jacob Loh Jaw Horng



**James Neo** 



Janet Lim Pei Yin





Jimmy Foo



**Joyce Low Sui Ting** 



Jyn Loi Li Chin



**Karen Chang** 



Kong Hung geok



Kong Jia Wei



Lau C Hun



Lee Eng Kiat (Founder SG)



Lee Shi Wen



Lily Tieng Li Li



Ling Xi Yuin



**Liron Hee** 



Liu Wenhui (Founder SGMY)



Michelle Yong (Founder SG)



Nscanda Wong & **Derek Phang** (Founder MY)



**Nicole Tay** (Founder SG)





**Ninart Kasemsai** 



Onsuvisa Koseelpeeragorn & Nut Kosinprerakorn



**Paweena Tangchawalit** 



**Pearly Wong Kah Pui** 



Piteulia Foo



Pongtanit & Tanwarin Thanasinwanishkul



**Queenie Rosales** 



Rajana Chong



Rassaporn Yanaprawalapat



Sandra Lee



**Somboon Phuenthong** 



Somthawin Sa-Nguansap



Sophie Soo



**Sri Mulyadi & Paul Filmer** (Founder SG)



**Tan Jen Lee** 



**The Wellness Friends** 





**Tiong Sing Yee** 



**Tiong Yee Hoon** 



**Vecus & Vivian** 



Wendy Ooi Wei Ni



**Winnie Lim Wan Whee** 



Wong Si Chin



Wynie Tan Boon Li

### **Platinum**









**Ang Yean Khim** 



**Chiew Geok Ping** 



Christie Tang Yah Chee Chuah Ah Teen





**Chuah Sai Peoh** 



Edmund Yap Hon Mun Elaine Lim Ching Yi





**Grace Phoon** 



**Gwen Beatrice Teo** 



**Irene Leong** 



**Irene Ngiam** 



Jacki Lim



**Jovin Tan** 



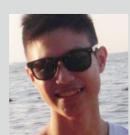
Jongruk & **Udomsak Pakinsee** 



Kong Hung Pui



Lau Pei Chin



Lee Gen Jie



Lee Qian Rou



Lee Sai Guat

#### **Platinum**









Ling Kok Hua



**Ling Kok Siew** 



Ling Kuok Eng



Loh Wan Qi



**Michelle Loo** 



**Michelle Phuah** 



Nora Teu Pui Yee



**Nuthika Chongsawad** 



Ong Poh Chin



Ooi Lee Yin



**Pipatsa Sriyanyong** 



Rona Dharmali



Sinehpak Akkharinpat Tan Ken Ten





Thanyarat & **Thinawat** Kawinphatthanaphonkun



Ting Sie Hung



**Veronica Chew** 



**Vivian Sim Xin Yee** 



**Wong Wai Kuan** 

# **Platinum**



#### WITHOUT PICTURE

Law Kung Pui Lim Di Yang Tey Chin Lian & Tey Chui Lian





**Adeline Wong** 



**Adsance** Chatvittayanon



**Alecia Foo** 



**Alice Ho Choon Yieng** 



**Amanda Quah** 



**Andrew Wong** Ling Xuan



**Angela Wong** Fei Ping



**Angeline Veloso Rosales** 



Anita Lam Fong Mei



**Ann Loy** 



Arena Wan



**Carmen Tan** 



Cheeling, Ang



**Chen Teik Yung** 



**Chew Koi See** 



**Chia Pei Woon** 



Chidchanok Chaowanapong



**Chiew Geok Ming** & Kong Chih Wei



**Chin Soon Khoon** 



**Chua Yew Yean** 



Chutima Sutaveesub



Danai Vanichyobol



Dr. Praphawan Chuanchaiyakul



**Elaine Law** Yee Ling



**Elaine Phua** 



Fam Sze Sieng



Fraeda Seow



**Geraldine Tan** 



**Ho Jeng Jeng** 



**Ho Kuok How** 





**Hui Swee Chow** 



Irine Song Swee Kuan



**Jayne Hee** 



**Jenny Loo Lay Yeo** 



Jisapat Siriwattanawong



**Joyce Law** 



Kansire Sriyanyong Karen Kho



Karen Kho Chui Khim



Kavitha Kolandaveloo



**Kesorn Chamswat** 



**Kong Chew Ngok** 



Kong Jia Xin



Koo Eua Fern & Teoh Hang Chun



Kornchanok Siriratana



**Kuak Moy Chin** 



**Kuson Saythong** 



**Kwang Yieu Ling** 



Lee Wei Mee



**Liew Pooi Wen** 



Lily Aw



Lim Ee Ying



Lim Yang Kun, Jàss



**Lim Yin Sien** 



**Ling Kuok Lee** 



**Manson Soo** 



Marcus Yeo



Mary Joan Landicho



Michael Tay



Monica & Rainbow



**Moss Chng** 





**Nattanicha Boontum** 



**Nattanuch Prasertong** 



**Natthira Baisri** 



Ng Hui Chin



Ng Kim Yean



**Ng Siew Len** 



Ng Soh Ling



**Ngo Siow Tong** 



Nicole Tan & **Sherwyn Chew** 



**Ong Seok Chin** 



**Ong Way Huey** 



**Papassorn** Soun-oon



Pauline Yeo & **Vincent Kang** 



Phol Songsirithanaphat Mongkolapiboon



**Pimsorn** 



**Potjanee** Udomsartporn



Preeyawan Mingmitolan



**Puangpet Thammasorn** 



Rachel Lim Rui Qi



Raymond & **Shen Cayanan** 



**Regie Pastera** Mendoza



Ronnachai **Dachtuyawat** 



**Rosalind Lim** 



**Saffron Ng** Siah Fum



**Sasinat** Chittasirinuwat



**Shelly Tan** 



**Seow Jung Kun** 



**Sheum Choy Kuan** 



Sirikorn Sukasem



Siripat **Phoemthaweesuk** 





Stephanie Yi



Sutheepong Yonpramotsakul



Tan Chia Sing



Tan Shu An



Tan Su Shyan



Tan Lee Eng



**Tan Suan Bee** 



Tan Sum Moy



**Tan Yee Chun** 



Tang Sew Ling



Tang Siew Kiong



Tanya Lai



Tanya Sng



Tapalin Charoensook



Tee Ai See



**Teo Joon Far** 



Teresa Boo



Thananrada Thananart



**Titikarn Yurayard** 



Tuangsalun Sriyanyong



Viraviran Jirasukprasert



Vorkon Patrayanan



Waranpat Phumpurin



Warut Chaijaraspong



**Wendy Lee** 



Wimonmas Chaiwongsri



Winnie Tiew Lan Sei



Wiyada Mahachavaroj



**Won Yann Lih** 



**Wong Kah Why** 





Wing Khoi Yeen



**Wong Siong Bing** 



**Woon Suat Ing** 



Yarika Kruaboonma Yasuko & & Thadasak Takamori **Thasurin Uetsuhara** 



**Yeoh Siew Foong** 



Yit Li Ling



**YML Capital** 



Yu Khai Yuin

#### WITHOUT PICTURE

**Bob Tang Brandon Chew** Choo Sang Lee Boon Kiat Lim Siew Kian Ling Pik Ing May Lim Ong Kok Bin Shirley Tiang King Jia So Lee Lee Syenly Laurentia Lugiman Tang Lok Lee Michael Tanyatorn Wasookoonsirirax Tay Siok Keow Teoh Kim Hee THERAPYWORKS1DERS Wong Boy Choo

#### Silver



Abdullah Busera Abhibhop Phrombandit Achara Settapitayakul Adinoto Irza Martini Ahmad Pazima Aida Andika Andika Andrea Soon

Ang Ting Ni Melany

Anupong Suntornsombut
Arkom Muthitanone
Arunee Cheeranont
Arunee Ludewigs
Aszarina Busu Leman
Beacon Premier Wellness
Beauty Salon Centre Scental

Belinda Lee Chiau Yi Calicia Jasmine Lim Cando Fam Pte Ltd Chamnan Hongthong

Chan Li Hua

Chan Man Lay Kristy Chan Quinnie

onan Quinne

Chanyanuch Khumpruengdej

Chee Bryce Chen Pauline Cheng Johnathan Cheong Su Chen

Cherng Ching Frederick Foo

Chew Kell

Chia Aik Noi Joyce Chin Wen Qing Chin Yw

Chitchaya Tuchinda

Chng Angie Chok Kai Chau

Chompunuth Somluechachai

Choo Mui Fung Choon En Heah Christiana Sri Efie Christianawati Beatrice

Chua Sin Yee Chung Yee Lan Chutinan Achawakorn Coreen Keh, Siew Tin Crystal Yeoh Darmadji Noviana

Dudy Dudy

Eden Garden Health Center

Eng Zee Yng

Et Global Network Pte Ltd

Fang Li Ching & Chong Fang Keat

Feng Pengyu Foo Patrick Fu Yongzhen Gee Chun Haw Goh Jurena Goh Pei Pei

Goh Sin Lian Amanda Gunawan Catherine Hannah Tan Rou Jun Hariyono, Adelia Healy Michael Ho Soo Yin

Hwei Xian Chin Ismail Zakaria Issaree Ratjatateerawat Ittidej Krutrabiab Jackson Ting Liik Hua

Jasmine Chuah Hoong Huah

Jesamine Andreana Soo Ai Kim Jintana Tangchavalit Jitchada Nonthasorn Jompoj Hongvilas Jonathan Gan

Kasemsak Khunsriraksa Kasinee Kasemsai Kesrin Sriboonrueang Khew Agnes

Kh'Ng Weng Shan
Khoo Serene
Kik Siew Lee
Kiong Madeline
Koa Joo Peng
Koh Li Li
Kok Siau Yien
Krissana Chimpinit
Kritradatun Macharoen

Ku Wai See

Kwintrat Rattanphumirajtibadee

Lai Wei Jun Lee Hui Yee Lee Nyah Chan Lee Shwu Fei Lee Siow Hoon Lee Wai

Lee Wai Leng
Lee Xin Ru
Lee Yuk Yee Teresa
Leng Lai Kuan
Leo Hui Shyan
Leong Fu De
Leong Oi Leng

Leong Peng Mrs Cheryl Anne

Leong Peng Mrs Gunalan Leong Yoke Har Leow Yih Yin Lie Pik Tho Liew Wen Li Lim Ai Seuw Lim Belinda

Lim Cheng Siong
Lim Chwee Chwee
Lim Cui Ping
Lim Hui Wen
Lim James
Lim Kian Min
Lim Kim Lian
Lim Kok Hong
Lim Lai Geok
Lim Pei Han
Lim Say Bin
Lim Yee Qun
Lin Kah Huay
Loh Ai Peing

Loh Ai Peing
Loh Alisabeth Kim
Loh Seow Huan
Loo Soo Fung
Low Kah Heng
Low Rose Gek Lee
Low Yee Man
Lu Ling Yien
Lynn Sd

#### Silver



Ma Hui Tze Mah Guo Dong Manop Yuttagomol

Melvin Phuah Teck Sung &

Michelle Phuah

Monnapat Mallikamas Napapat Pongkoson Napassanan Mannusitt Napassorn Junpanichravee

Napat Amornpimon Napat Kamnoedlom

Nar Justina Narina Chulkarat Nattavee Anuchot Natthanon Lerkkumsup Natthayos Sechanah

Nawamonkit

Panusooksa-Ngeeam

Neo Beng Hock Neo Ling Ling Neo Sui Ping Jane Ng Chee Boon

Ng Dorothy Poh Hong

Ng Nei Nei Ng Poh Gaik Ng Sok Lee

Nidvadee Pongsirithanakul

Nupee Srikhot
Ong Dasmien
Ong Khai Shean
Ong May Lee
Ong Yoke Yeow
Ong, Jenny
Ooi Sing Yen
Padisant Tuntrirat
Pakwalun Angkasekvilai
Pang Hok & Pang Hoe Hwa

Pang See May

Panicha Suesattabongkot Panumas Hiranmas

Parinda Wattanasuthipong

Patiparn Nangam

Patipat Wacharasricharoen Pattanan Homboonyasak Paweena Chaisaen Petchada Thinkarn

Phakphattra Apinyakornwong

Phang De Ren
Phang Ginny
Phang In Yung
Phang Wei Ping
Phua Siok Kee
Pimpavee Chalewan
Pitcha Pongpanstaporn

Poh Soo Mei

Pornprom Suwanna Pratadaja Susanti Preeya Chainiyom Premyuda Luangjai Priyanuj Sathavonmanee

Punpim Pavasuti

Punyanun Lerthiransahakij Quek Hang Tian Steven

Quek Jessica Rachel Hee

Ramaniammal A/P Ramaiah

Rassamee Pengwong Ratchata Pumiratkul Ronald Lim Zhi Hao Rosalind Tan Li Leng Rungnapa Putivanich

Sai Yunyun Saigal Pemla Sandra Ting Wei Wen Saovalux Sinlua Sasiang Dahlia Surapati Savon Leong Pooi Wan

See Karen Kim Hua

Seneviratne Paul Navaratna Seng Bee Ling Kathleen Seoh Meng Hong

Seah Peck Boon Samantha

Sharron Joy Wan Sim Yi Jin

Sinnasamy Vasudra Davi Sirirath Panitchayarom Sittisak Buasaraban Soesanto Erni Sopon Laichuthai Sornnarong Kanpai Suan Teck Ching & Chuan Teck Ching

Suan Teck Yi Sunanta Sujirat

Sununta Thanasarndechachai

Supaporn Khetsopa Supattra Suathim Susan Low

Susie Lau Su Su Sutanto Daryanti Tan Alan

Tan Hoai Mei Tan Michelle Tan Pei Fang Tan Qi Han

Tan Siak Ling & Darryl Lim Zi Jie

Tan Su Yee
Tan Tian Hong
Tan Zi Ling
Tan, Bee Bee

Tanawan Tanakkasaeranee

Tang Ming Luan
Tasa Sueppheng
Taspol Ponpisit
Tatchai Chailapsiri
Tay Bee Lai
Tay Shirley
Tee Guek Hiang
Tee Swee Ying
Teo Francis
Teo Siao Yien

Teo Siew Eng

Teo, Hee Kee
Ter Wei Xian
Terramiss Aromatherapy
Thalawathugodha Nikko
Thamon-An Thanarueansit
Thanaporn Pongsutham
Thanrawepokchat &
Akkharaporaman
Nawa-Ammaratthibodee
Thawaanphat Srijaruphat

The Loe Chi

Thunwa Muthitanont

# Silver



Thuspong Wechusdorn

Ting Sie Teck

Tiong Yee Chee

Tipawan Sirimas

Toh Li-Ping Teelia

Tussnee Taovalanont

Utoomporn Kosintrakulchai

Vongphet Silisouk

Voo Lee Chu

Waeota Rangseeprasertsin

Wang Chun Li

Wang Yu Ting

Wanirin Aphiatsadakon

Warisa lamsaard

Warisa Wongsanoraseth

Watcharacoopatid

Rattanaphumirajtibadee

Watcharaporn Wilaimethanan

Wichai Khantikittikul

Wong Ah Choy

Wong Kah Ho Leslie

Wong Kok Leong

Wong Lee May

Wong Siew Kuen

Wong Zian Kai

Woon Choon Geok

Xaverius Riana

Yak Siew Gim

Yan Kin Wan

Yeo Sok Mui Ivy

Yeong Cheang Hooi

Yong Wei Cheng

Yulee Sae-Fang

ote	

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