



# BUILD

A dōTERRA® Business



# Are You Ready to Live Your Dreams?

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**There was a woman who hauled buckets of water for a living.** Every day, she hauled water from the nearest source to her distant village. If she needed more money, she'd simply work longer hours and haul more buckets.

**After many years, she grew weary of hauling buckets.** Then inspiration came. If she used her spare time to build a pipeline, she could eventually create a new kind of financial security and be free from hauling buckets. She labored diligently for a few years to build her pipeline.

**The day she turned on the spigot, everything changed.** She successfully created an unlimited supply of water, improved her villagers' lifestyles, and secured her own financial future.

**Today this woman is free to live her dreams.**

## Where Are You?

### Hauling Buckets

- Trading hours for dollars.
- Fighting limits on advancement and earnings.
- Scrambling for free time.
- Building others' dreams.

## Or

### Building a Pipeline

- Earning commissions with team effort.
- Potential recurring income.
- Choose your schedule.
- Building your dreams.

*See 2022 Annual Business Builders Report and Opportunity and Earnings Disclosure at [doterra.com/US/en/quick-reference](https://doterra.com/US/en/quick-reference).*





## The Value of Creating Cash Flow

The dilemma many people face is spending their lives trading hours for dollars, making little progress toward a secure financial future. The solution is to build a business that provides a cash flow that can help you live the life you desire. With dōTERRA, you can enjoy more control over your time, energy, and income by building an effective financial pipeline.

### What would make the biggest impact on your life?

- Create more time to pursue your passions.
- Find fulfillment in being your own boss.
- Develop talents and grow interests.
- Increase financial flexibility.
- Spend time with loved ones.
- Travel the world.
- Fight burnout.
- Retire sooner.
- Earn more.

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# Why Partner with dōTERRA?

Impressive 65% customer retention! That means, 65% of customers will order again after initial enrollment.

65%

## The Product

### Most Tested, Most Trusted

dōTERRA was founded in 2008 with the mission to bring the highest-quality essential oils to the world. The essential oil industry didn't have standards to ensure purity, so dōTERRA created its own. Enjoy peace of mind with our CPTG Certified Pure Tested Grade® quality and purity standard that ensures you receive the purest essential oils on the planet.

- Exclusive and unrivaled products
- No fillers or adulterations
- Rigorous in-house and third-party testing
- Natural product lines address a variety of wellness challenges


## The Company

### Proven and Expanding

dōTERRA is the largest essential oil company in the world, according to Verify Markets. We've become a \$2 billion company in just 14 years.

- Part of the \$4.2 trillion wellness market
- Millions of customers and Wellness Advocates
- More than 28 international markets
- Sales in 110 countries
- Essential oils sourced in more than 45 countries
- Executive team of innovators, who have over 150 years of combined industry experience





## The Impact

### Source Ethically, Serve Earnestly

#### Cō-Impact Sourcing®

dōTERRA pays growers fairly and preserves agricultural knowledge through Cō-Impact Sourcing initiatives. Each purchase improves the lives of growers and their communities in developing nations worldwide.

#### dōTERRA is driven by:



Generating Jobs



Fair On-Time Payments



Environmental Stewardship



Sustaining Longterm Partnerships

#### dōTERRA Healing Hands®

dōTERRA Healing Hands Foundation® empowers people worldwide to be healthy, safe, and self-reliant. Support a cause you're passionate about through the following initiatives:



Hope Action Plan

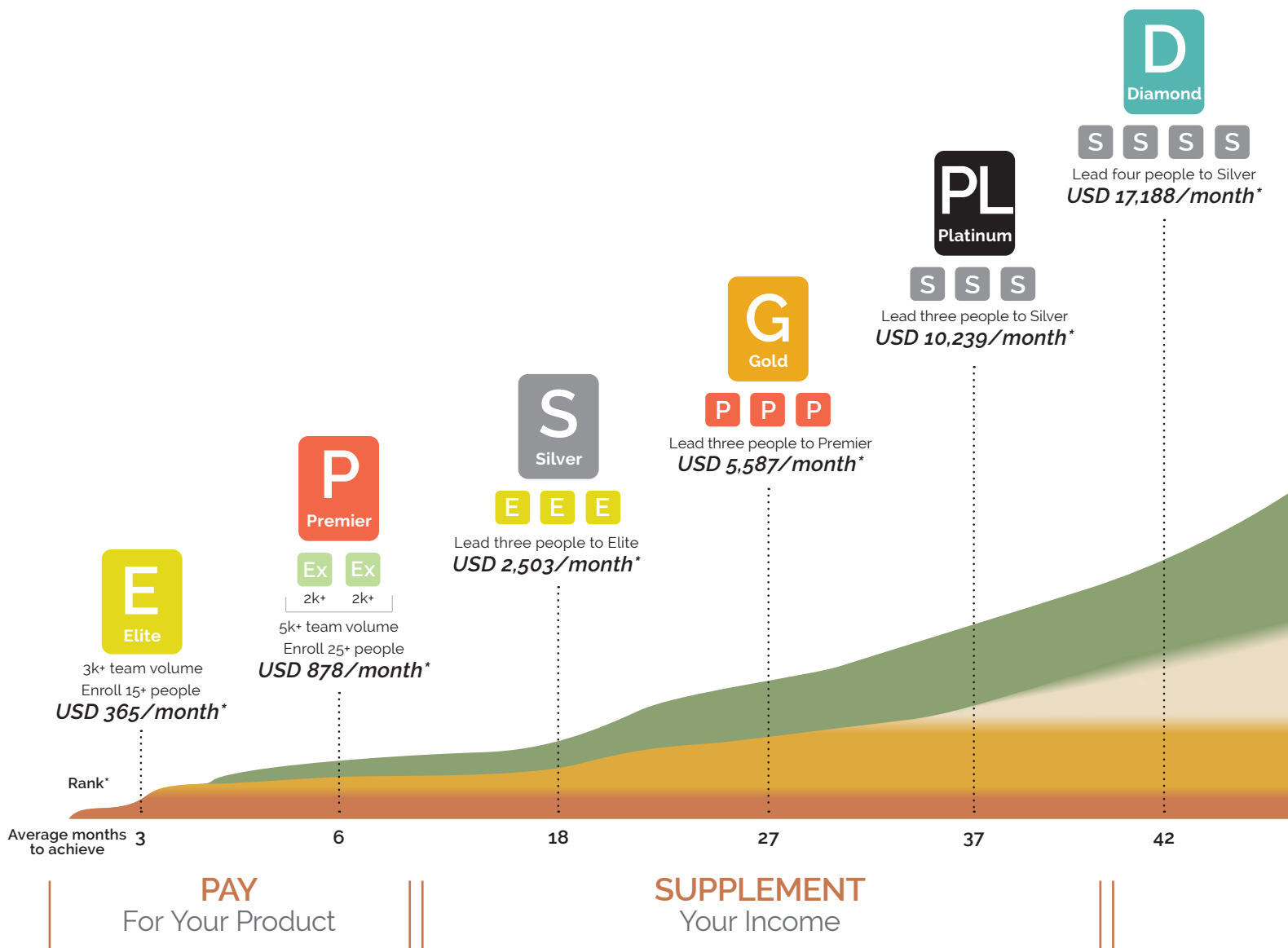


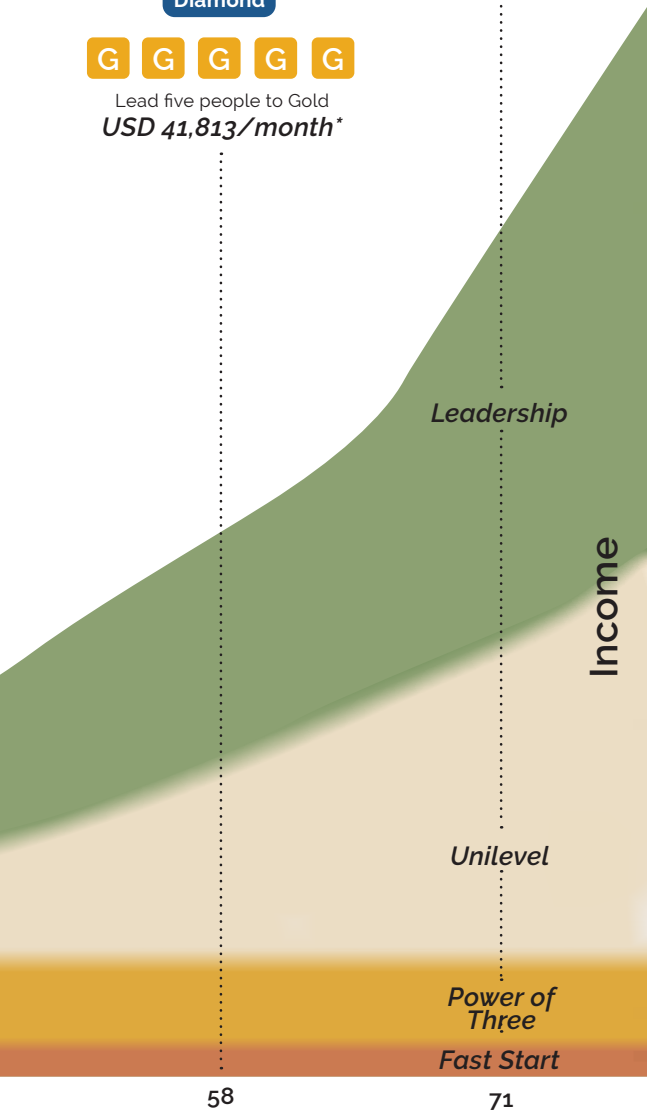
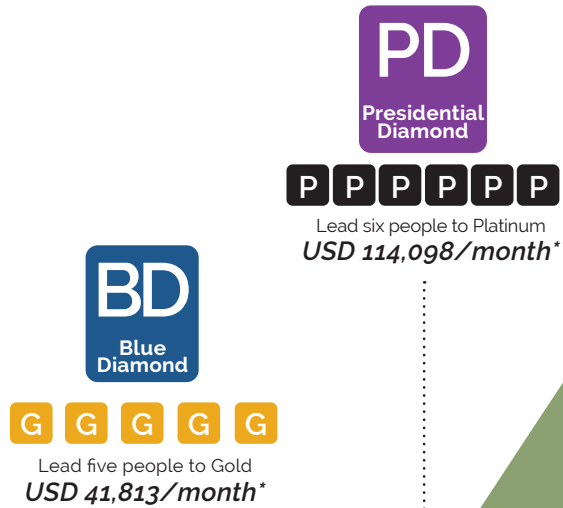
The Match Program



Sourcing Community Development

# Discover the Possibilities



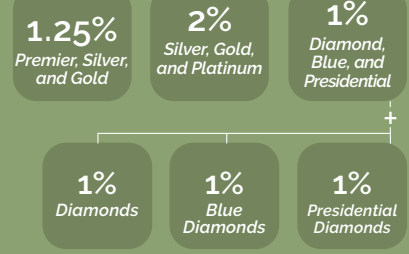


**REPLACE**  
Your Income

## COMPENSATION PLAN†

### LEADERSHIP BONUS

Paid monthly to reward leadership: 7.25 percent of global volume divided among leadership ranks.



### UNILEVEL BONUS

Paid monthly on Team Volume outside the Fast Start bonus window (member's first 60 days). The following is an illustration of a possible organization.†

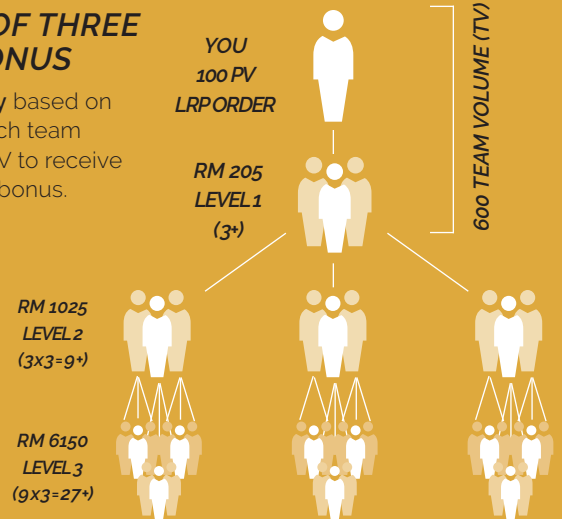
Get paid seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past non-qualifying members.

Level	Percentage	Number of people	Income based on 150 PV orders	Notes
Level 1	2%	3	\$9	
Level 2	3%	9	\$49	
Level 3	5%	27	\$252	
Level 4	5%	81	\$859	
Level 5	6%	243	\$3,046	Elites are paid to this level
Level 6	6%	729	\$9,607	Premiers are paid to this level
Level 7	7%	2187	\$32,571	Silvers and above are paid to this level

Levels in your organization | Percentage paid on monthly volume | Number of people | Income based on 150 PV orders | †Results not typical.

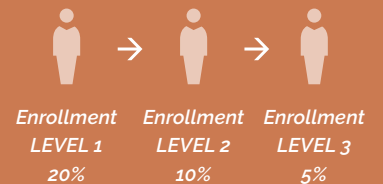
### POWER OF THREE TEAM BONUS

Paid monthly based on structure. Each team needs 600 TV to receive this sponsor bonus.



### FAST START BONUS

Paid weekly on new enrollee volume for their first 60 days. Each enroller must maintain 100 PV in their LRP template and place a 100 PV monthly loyalty order.



† See compensation plan for complete details

# Partner with dōTERRA

and get where you want to be.

How much time can you commit?

How much money do you want to make?

## ESTIMATED TIME NEEDED

## INCOME GOALS

## RANK GOALS

Pay for Your Product



3-10 hours per week

\$139-\$878/month\*  
*Executive—Premier Income Goal*

E

Executive in  
1-2 months

E

Elite in  
2-3 months

P

Premier in  
6+ months



*Personally enroll a few customers a month.*

Supplement Your Income



10-30 hours per week

\$878-\$5,587/month\*  
*Premier—Gold Income Goal*

P

Premier in  
6+ months

G

Gold in  
1-2 years



*Enroll at least four customers and one builder monthly.*

Replace Your Income



25-50 hours per week

\$5,587-\$17,188/month\*  
*Gold—Diamond Income Goal*

G

Gold in  
6-9 months

D

Diamond in  
1-3 years



*Enroll at least eight customers and two builders monthly.*



A photograph of two women sitting on a light-colored sofa in a bright, sunlit room. The woman on the left has dark curly hair and is wearing a blue short-sleeved top. She is gesturing with her hands as if speaking. The woman on the right has long blonde hair and is wearing a light grey cardigan over a white top. She is smiling and looking at the first woman. They are both looking at a book or magazine that is open on the sofa between them. The background shows a large window with a view of green trees outside. The lighting is warm and natural, suggesting daytime.

“Success is the sum of small efforts,  
repeated day in and day out.”

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Robert Collier

# Success Is Simple

Focus your actions to create lasting results.

With dōTERRA, you have the opportunity to create and live the life you desire by changing the lives of others. As you build a financial pipeline you increase the possibilities to live and give more.

Engage in these pipeline-building activities (PIPES) to grow your business. The more you put into your pipeline, the more you'll get out. For greater results, *turn up the flow!*

P I P E S

## Prepare >

Use your products and prepare your Names List.

## Invite >

Invite people to sample and learn more.

## Present >

Present the dōTERRA wellness message and financial opportunity.

## Enroll >

Enroll new customers and builders.

## Support

Support your customers and builders, encouraging their success.



# Your Next Steps

dōTERRA provides training and proven principles to help you grow your business and bless the lives of others.

## Complete the following steps:

- Sign up as a Wellness Advocate.
- Start making your Names List.
- Schedule launch strategy session with your upline mentor.

## Business Support and Resources

### Business Tools and Resources:



### Business Building Certification Course:



### Build Your Business with dōTERRA Podcast:



Together, we are rapidly sharing  
hope and wellness through  
dōTERRA's worldwide movement.

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**dōTERRA**<sup>®</sup>  
pursue what's **pure**<sup>®</sup>

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