LEADERSHIP



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***Rank Recognition is based on Alphabetical Order*

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MESSAGE FROM THE FOUNDER

Dear dōTERRA Family,

This last Saturday marked one-year since Covid-19's classification as a global health crisis. While reflecting over these unprecedented 12 months, I've felt overwhelmed by my gratitude for each of you and the community that we have created together. Of course, I also am mindful of the loss of life, illness, isolation, injustice, and heartache experienced.

Perhaps, most agonizing has been the daily uncertainty. When will routines return? When will civil strife cease? When will fear subside? When can we get together and enjoy each other's smiles, hugs, and warmth?



While acknowledging the profound differences between the periods, I've found myself recalling another time of significant insecurity: 2008. The U.S. had just been blindsided by one of the bleakest economic crashes in modern history. The repercussions were swift and global. Savings evaporated. Jobs vanished. Homes foreclosed. And we had just launched dōTERRA.

Early on, many were bewildered by our decision to found dōTERRA when we did. With hindsight, however, I feel immense appreciation for the tempering and galvanizing effect that that period of struggle had on our lives and mission. We drew closer to our families. We shrugged off excess. We locked arms with neighbors spanning the globe. I suspect that sometime in the future, we will look back on the ripples of this last year with similar reverence.

I've already been profoundly moved to witness the dōTERRA family respond to recent events with unfailing resilience, allyship, and charity. Our Wellness Advocates and corporate team members rapidly adapted to changing circumstances while never losing sight of our founding vision and values. Indeed, during the past 12 months, we've truly achieved the remarkable by:

- Donating over $1 million to COVID-19 relief efforts throughout the world.
- Supporting over 300,000 jobs through our global sourcing efforts and impacting more than 1,166,000 lives because of those jobs.
- Launching three new wellness programs that deliver products targeting specific health goals—Immunity, Relief, and Mind and Mood.
- Hosting our largest convention to date with over 81,000 attending virtually from over 130 countries and watching similar attendance records being broken in individual markets around the world.
- Celebrating the 10-year anniversary of the dōTERRA Healing Hands Foundation and surpassing $30 million in global giving and donations.
- Releasing dōTERRA Nutrition, a line of natural dietary supplements, including protein, fiber, and greens that are scientifically formulated to enhance areas of our modern diets that need the most help for us to achieve optimal health.
- Opening the Sanaag Speciality Hospital, which is providing critical, life-saving health services to some of Somaliland's most remote, underserved populations, including our cherished frankincense harvesters.

And this list just scratches the surface. Indeed, our extraordinary sourcing model has prepared us for times of challenge. As a result of strategic planning with our global network of suppliers and your patience, we weathered some initial outages of On Guard and occasionally other products in the early months of the pandemic but have since made significant improvements to better ensure that we maintain the availability of your favorite products. In fact, demand for our pure gifts of the Earth grew exponentially over the last 12 months as families looked for integrative solutions to bolster their health and wellness.

Ultimately, while the last year will not be quickly forgotten, it has solidified my certainty in both the goodness of humanity and the importance of dōTERRA's human-centric mission.

Yours,
David Stirling

GERALDINE TOH

General Manager
dōTERRA Singapore

We hope to raise awareness for domestic violence and aid victims in their recovery through our collaboration with Star Shelter.



EMPOWERMENT THROUGH AWARENESS AND RECOVERY

Across their lifetime, 1 in 3 women are subjected to physical or sexual violence by an intimate partner or sexual violence from a non-partner, according to the World Health Organization.

In Singapore, 7 cases of domestic violence against women go unreported for every 1 case that was reported. According to the 2013 International Violence Against Women Survey: Final Report on Singapore, violence against women is a far more pervasive and closer-to-home problem than you think.

This year, dōTERRA Singapore has chosen this cause as our first dōTERRA Healing Hands initiative. We are embarking on a collaboration with Star Shelter, a service under the Singapore Council of Women's Organisation (SCWO) with the objective of helping survivors of domestic violence.

Established in 1980, SCWO aims to unite and coordinate women's organizations in Singapore, working toward ideals of 'Equal Space, Equal Voice and Equal Worth' for women. Star Shelter, together with Maintenance Support Central (MSC), are services under the SCWO that provide assistance and support for women facing domestic issues.

Star Shelter opened its doors in March 1999 as a registered charity with IPC status, and is the only secular crisis centre in Singapore. It serves as a safe temporary refuge for women and their children who are victims of family violence regardless of race, language, creed or religion. Apart from meals and lodging, Star Shelter also aids with victims to rebuild their lives free from violence. While the shelter receives partial funding from the government to help with their operational costs, they have to rely on fundraising projects by SCWO and the goodwill of various individual donors to cover the remaining cost.

We at dōTERRA Singapore strongly believe in empowering people and communities to pave the way for positive changes. As part of our first dōTERRA Healing Hands initiative, we hope to raise awareness for domestic violence and aid victims in their recovery through our collaboration with Star Shelter. From April 2021, we will be donating 100% of the sales proceeds from every dōTERRA Hope Touch purchased, to Star Shelter to help the victims. There will also be an additional donation of S$10,000 from dōTERRA Healing Hands Foundation® to Star Shelter.

We hope that our donation drive will not only spread awareness about the pervasiveness of domestic violence and the urgency to address it, but also help to provide aid to the victims. Join us in our joint initiative and be the difference you want to see in your community today.



Geraldine Toh
General Manager
dōTERRA Singapore



dōTERRA healing hands™

Star shelter

a Service by the SCWO







Image source: Star Shelter. Images have been altered and the location of the shelter cannot be publicized to protect the identity of the victims in the shelter.

ETHAN WANG

General Manager
dōTERRA Malaysia



OVERVIEW OF dōTERRA MALAYSIA'S GROWTH

The year 2020 has proved to be a challenging year for all Malaysians due to the pandemic. While most of the industries in Malaysia suffered a significant economic slowdown, dōTERRA has performed incredibly well and achieved tremendous growth despite all the challenges.

For that, I would like to congratulate our Wellness Advocates, Wholesale Customers, and staffs of dōTERRA Malaysia for their hard work - especially to our Wellness Advocates who are trying their best to steer through the uncharted territory in the form of pandemic to reach out to their connections who are not aware about the benefits of dōTERRA essential oils and business opportunities. We really appreciate their hard work as they continuously share our values and amazing products to those in need.

PERFORMANCE IN 2020

In year 2020, we've implemented many strategies throughout the year to obtain a better yield of sales and growth. The most noticeable gains can be observed from our sales and enrollment growth which have played a huge role in defining our overall positive performance last year. The initiatives that act as a catalyst for growth include the Diamond Club, Silver Club, Incentive Trips, Promotions, our Wellness Advocates personal sharing on the life-changing benefits of essential oils and many more. These initiatives have proved its effectiveness as it drove our tremendous results to date whereby, in 2020, with the help and consistent effort from our leaders, we have achieved 68% in enrollment growth and 43% in sales growth.

Besides sales and enrollment growth, we also continued to connect with our leaders and members through online events such as the dōTERRA Malaysia Anniversary Celebration held in last October. More than 6,000 tickets were sold for this event and that is a testament to the relationship and commitment of our members to the dōTERRA brand. Not only that, the Malaysia Healing Hands has organized many events in year 2020 and 2021 to get in touch with communities in need such as Be My Angel campaign, EngageInGood, as well as to support Tenaganita's initiatives, and Dual Blessing to help the underprivileged to become self-reliant in their day-to-day lives. Since 2017, we have donated more than RM 378,000 in cash and kinds through our initiatives. We hope to continue putting smiles on the face of the needy in years to come.

GROWTH, CULTURE & BEYOND

This year, we will continue to strive towards a sustainable growth through strategic initiatives such as the Diamond Club, Silver Club, Incentive Trip and many more. Also, as a way to diversify our market and give choices to our consumers, we will gradually introduce more food products to Malaysia. One of the products we will be introducing is the TerraMix FB, a type of Fiber Food that can help consumers obtain a healthy digestive system.

In dōTERRA, we bring only the most pure and effective essential oils to everyone. From Top Managements, to the ever-hardworking Wellness Advocates and Wholesale Customers as well as our staff, we are committed to educate people on the benefits of essential oils in hopes to make a positive impact in our daily lives. We wish to empower more people to take control of their lives, continue to share their love of dōTERRA products and hopeful business opportunities.

With that, we will continue dōTERRA's mission to change the world one drop, one person, and one community at a time. Terima kasih, thank you.



Ethan Wang
General Manager
dōTERRA Malaysia



MICHEAL CARSON

General Manager
dōTERRA Philippines

FAIR AND SQUARE: ACHIEVING SUCCESS THE RIGHT WAY

When I was a young man, I was playing in a basketball game and me and an opponent from the other team raced for a ball that was heading out of bounds. We both seemingly touched the ball at the same time, but I knew I had touched it last. The referee gave the ball to my team. It was hard to correct the referee and tell him the ball actually went off my hand last, but he gave the ball to the other team and we kept playing. At the next time out, my coach asked me why I had corrected the referee. I replied that I wanted to win, but I wanted to do it fair and square.

Today I'd like to offer three ways we can succeed in our businesses and still do it in a way that is fair to others and ourselves:

1. Focus on organic growth: While utilizing procedural opportunities and maximizing company policies are smart strategies at the appropriate time, it shouldn't be the 1A, 1B and 1C of your building strategies. You have eyes on you on how you build. If your primary strategy is not to focus on the essentials of building your business, which is following the principles of P-I-P-E-S, don't be surprised when downline leaders don't focus on the essentials of building either.

2. Be authentic and offer value: Incentives from the company and leader incentives have their place, but if freebies are your go-to tool to get people to join your team, you are setting yourself up for disappointment and delaying setbacks that will eventually come. People may join your team today for a free this or a free that, but they will stay only if you are sincere, authentic and provide value. Put another way, a new customer may join because they know you, but they will stay because of the product, education and service you can deliver.

3. Don't fool yourself and consider the golden rule: there are countless ways to cheat yourself and not get caught. Once simple rule is to ask yourself if you saw someone else doing what you are doing, would you be upset? This is hard to do, but would you be upset if another leader lured a customer or leader away from your organization with money or incentives? Would think it unfair if you found another team selling product on an unauthorized website? Would you cry foul if another leader manipulated an incentive offer with fake accounts only to win the prize? If any of these examples gets your blood boiling, then your sense of fairness is functioning properly.

Corporate wants you to reach your goals and exceed your wildest dreams and we will scream and shout words of congratulations when you do. We also want each leader to know in their heart that they did it the right way and played fair and square. ***The best champion is a champion who struggled and grew, fell and stood, and overcame and won!***



Micheal Carson
General Manager
dōTERRA Philippines



NITI WATTANACHONGKOL

New Market
Development Director







INTRODUCING dōTERRA THAILAND

It is exciting to see the expansion of dōTERRA from market to market, and I am very excited to introduce you to dōTERRA Thailand. Let's get to know more about dōTERRA Thailand so you can have the essential information you need for planning.

dōTERRA's mission is to change the world one drop, one person, and one community at a time. Now we all have the same opportunity to change people's lives in Thailand. We would like to thank all the leaders who have diligently shared dōTERRA oils and culture. The opening of Thailand would not have happened without your effort and commitment.

The progression of the Thailand market continues with the completion of the dōTERRA Thailand office, located in the SINGHA building on seventeenth floor. Located in a prime business area called ASOKE – PETCHABURI inter junction, the dōTERRA Thailand office is conveniently located near plenty of transportation options, including underground trains, airport rail link station, and major roads that connect to the expressway. You'll also find other activities nearby, such as shopping, restaurants, supermarkets, and more.

The dōTERRA Thailand office also houses our 450 square meter Will Call, where leaders and customs can experience dōTERRA products. Here, in the business and customer experience areas, visitors can try dōTERRA products and learn more about the dōTERRA story. In the Business Area, Wellness Advocates can personally introduce dōTERRA to prospects using a training room with capacity for up to 70 people. This room can be reserved in advance for conducting internal training and more. The dōTERRA Thailand Will Call center will be opened Monday through Saturday from 11:30am to 8:00pm. Please feel free to reach out to us with any questions or for assistance at +662 180 5111 or email thailand@doterra.com

But it's not only the venue that is ready to serve, but also the full team of corporate staff, including customer service and back-office support. Each of our team members is well trained and ready to serve all our leaders and customers in every channel, from Will Call and service phone calls, to online. We will provide full service and support to all leaders to help them achieve their goals and to accomplish our mission together as partners.

dōTERRA Thailand offers a wide range of products with more than 80 products SKUs, including essential oils, personal care products, and other accessories. dōTERRA works diligently to ensure that every drop of dōTERRA oils being sold and distributed in Thailand adheres to the same stand of purity as any other dōTERRA product used around the world so that our Wellness Advocates and customers can use them with full confidence in their potency.

The compensation plan used in Thailand has the same structure as the global compensation plan, with the only difference being that dōTERRA Thailand's compensation plan pays Fast Start Bonus every two weeks instead of every week according to Thai Law. You can find more details of dōTERRA Thailand's compensation plan, products, as well as downloadable materials such as product price list, product guide, hand books, forms and more on the dōTERRA Thailand website:

www.doterra.com/TH/en_TH

Also, we encourage everyone to stay connected with dōTERRA Thailand via the official dōTERRA Thailand Facebook page at

www.facebook.com/doterraTHOfficial/

or the dōTERRA Thailand LINE chat at

https://lin.ee/2LZ5ioQ

There is no better time than now to explore your dōTERRA opportunity in Thailand! Everyone has the same opportunity, and the Thailand team is standing by, ready to provide the best and most professional services and support with our commitment to make sure all leaders can expand dōTERRA business smoothly as they help change the lives of the people of Thailand.

Thank you for all your patience and interest. This is the best time for all of you to focus and take action. Let's change the world together with essential oils. Thank you so much and see you in Thailand very soon.

KHOB KHUN KRUB!

Niti Wattanachongkol
New Market Development Director

CONGRATULATIONS

to our Malaysia Silver Club
2020 Graduates!

Alex Low Choong Meng
Aw Lai Yoke
Badariah Binti Mohamad Basri
Caroline Yeoh Win Nee
Catherine Kong Yii Sing
Chai Bao Yi
Chan Yan Lu
Chang Fui Fui @ Karen
Cheah Pui Leng
Cheong Su Chen
Chia Pei Woon
Chiew Geok Ming
Chiew Geok Ping
Choo Siew Kim
Chua Min Hui
Chuah Mooi Suan
Chuah Siok Koon
Dato Elaine Teh
Ding Swee Si
Eda Ashikin Binti Zainal
Emily Lim Zhi Sing
Florique Essentials Wellness
Foo Siew Kin
Heng Kim Huan
Khor Swee Seng
Kong Jia Wei
Kong Yuet Mei
Law Yee Ling
Lee Boon Kiat
Lee Qiau Ying
Leon Choi Lee
Liew Mei Yuen
Lily Tieng Li Li
Lim Chin Yin
Lim Ean Ni
Lim Ee Ying
Lim Mei Xain
Lim Pei Yin
Lim Tze Sin
Lim Wan Whee
Ling Kok Siew
Ling Kwang Yieu
Loh Wan Qi
Mok Tuan Huei
Moses Lee Sek Hon
Nai Eng Choo
Ng Gim Thin
Ng Kiok Hiong
Ng Siah Fum
Ng Siew Guat
Ng Soh Ling
Ng Foong Iuan
Nicholas Yim Man Hin
Nora Teu Pui Yee
Nurul Yaqin Binti Bahrum Azhar
Ong Ho Sin
Ong Way Huey
Ong Ying Soo
Ong Wei Ni
Pang Hok @ Pang Hoe Hwa
Phang Hoi Ling
Phoon Swe Chan
Quek Kea Ngap
Regina Wong He Wey
Rosy Lesi Enterprise
Sade Chia Miao Zi
Sao Sang Yin
Seow Mei Wah
Shahidah Binti Osman
Sheum Choy Kuan
Shirley Ng Ee Ching
Soo Eng Leong
Soo Shih Ling
Soong Suk Men
Suan Teck Ching @ Chuan Teck Ching
Susie Lau Su Su
Tan Ai Chin
Tan Boon Li
Tan Looi Hong
Tan Ming Ming
Tang Pei Lei
Tang Siew Kiong
Tang Yah Chee
Tee Yee Woan
Teo Mui Hoon
Teoh Li Feng
Ting Geik Poh
Tiong Sing Yee
Toh Tai Keun
Winnie Ding Swee Hung
Won Yann Lih
Wong Leh Keog
Wong Wai Kuan
Yap Nyit Siew
Yeong Lee Kheng
Yeong Yin Shin
Yong Tze Tien

*Kindly ote that the names in the list are arranged in an alphaetical order it does not hold anysignificant meaning whatsoever.

Silver Club
MALAYSIA

CONGRATULATIONS

to our Singapore Silver Club
2020 Graduates!

Amanda Goh Sin Lian
Angie Chng
Cincilia Lee Chew Lin
Clanna Chuang Ee Deng
Emmeline Yuen
Eve Lim
Joyce Lim
Kell Chew
Leow Yih Yin
Mandy Loh
Mary Ang
Pang See May
Phang Wei Ping
Quinnie Chan
Sai Yunyun
Seneviratne Paul Navaratna
Steven & Jessica
Tan Shay Li
Tan Shu An
Therapy Work S1ders
Wong Lee May

Silver Club
SINGAPORE



Diamond and Silver Clubs are effective crucibles of personal and business growth in every doTERRA market. As we develop our leadership base in the Philippines, we have adapted to meet the needs of our market to create a variation of the Silver Club, we call Sprint Club.

The Sprint Club is an initiative designed for the Philippines market to help stabilize a Sprinter's organization, rank advance, increase skills and leadership qualities, and build teamwork, trust and confidence in their organization. Our first Sprint Club in September to November last year was a learning experience for both leaders and our staff. It has produced results and our leaders are as capable and committed as ever.

CONGRATULATIONS

to our SPRINT CLUB 2020 FINISHERS!

Alma Pineda
Althea Siasico
Ana Carmela Magdamit
Antoinette Bolanos
Arianne Dizon
Esperanza Pasigan
Fenella Aldovino
Leah Lanojan
Maria Leilani Pampolina
Maria Luisa Alcaneses
Marichel Navarro
Marifi Dacillo
Mary Joan Landicho
Noelle Polack
Paulette Go
Pevi Dela Cruz
Queenie Villostas
Raymond Cayanan
Regie Mendoza
Rudyard Buscato
Vicky Chang

dōTERRA® PHILIPPINES
SPRINT CLUB

"Success isn't measured by how much money you make but rather by how many lives you impact."
– Emily Wright



ASK DR. HILL

If someone is allergic to a certain plant, can they still use the essential oils that come from those plants?

Dr. David K. Hill D.C.
Founding Executive,
Science & Healthcare

An allergy is the result of the immune system mistaking a substance as harmful and producing antibodies to fight it, resulting in various adverse side effects. An allergic reaction to a plant is caused by a plant's protein-containing materials (i.e., the actual seed, leaf, or fruit). Pure essential oils do not contain these complex molecules, which are the primary cause of allergies. While an allergic response is unlikely, this does not mean one can use essential oils irresponsibly without risk. Understanding the proper use of an essential oil is always recommended, regardless of the circumstances. If you have concerns about sensitivities or interactions with other treatment plans, please consult your physician or health-care professional for additional guidance.





Meet Your Pilōt

The new Pilōt™ Diffuser was born to fly. It's ready to diffuse your favorite essential oils whenever, wherever.



Portable



Rechargeable



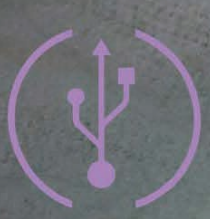
4 hours continuous diffusion or 8 hours intermittent



Responsibly created using eco-friendly materials



12-month warranty—if anything goes wrong, we can make it right



A dual-port USB 2A car adapter and carrying case included



Beauty isn't skin deep.

Your skincare shouldn't be either.

Discover the cellular science behind this age-defying trio.

FIND THEM ALL

Empowering Change by dōTERRA Malaysia

On March 12, 2003, Elizabeth Smart was rescued and reunited with her family after being kidnapped and endured nine months of abuse. Unfortunately, most human trafficking stories do not have such a happy ending. Hundreds and thousands of hostage and victims go missing annually and are never found.

dōTERRA Healing Hands® is joining the Elizabeth Smart Foundation and committing to find them all. Through the HOPE model, we challenge exploitation by preventing human trafficking, rescuing victims, and helping survivors to heal from such a terrible ordeal. Adjusting back to the real world after being held hostage or kidnapped can be difficult. Upon their release, they are faced with transitioning from conditions of isolation and helplessness to a sense of freedom.

In Malaysia, dōTERRA Malaysia adopt similar approaches by collaborating with Tenaganita, one of the leading NGOs in the field of anti-human trafficking. Human trafficking is one of the world's fastest growing crime and we want to fight against the violent crime. It violates all the basic tenets of human rights, justice and dignity.

Since 2019, dōTERRA Malaysia has donated RM120,000 to support the empowerment program at shelters that houses 98 survivors and 1 baby; who are trafficked for forced labor and sexual exploitation.





At these shelter, the survivors receive extensive help and medical support to assist them through post-traumatic stress and recovery. They also learn new skills to be independent to support their families when they return to their homeland – skills like drawing, painting, making handicrafts or art pieces. They also learn to play musical instruments and dance. There, they are given a second chance in life as they recover from the traumatic experience.

Being in a safe and secure environment eases their transition that often result in significant adjustment back to the real world, as well as their new found freedom.

Once again, hand in hand with our Wellness Advocates, we will continue to make a difference and empower change in the life of others.



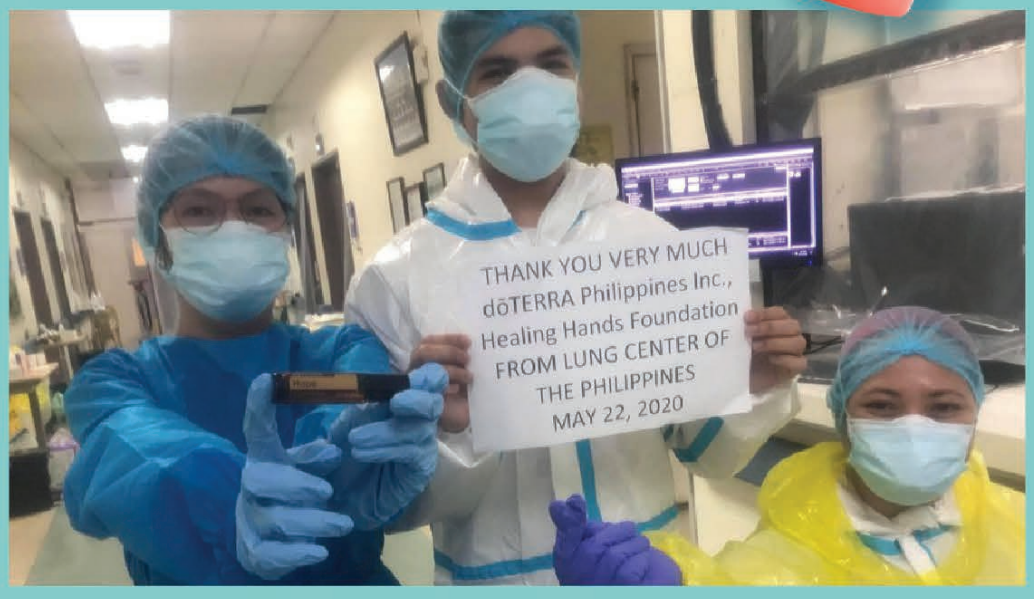
dōTERRA healing hands™

TENAGANITA

EMPOWERING CHANGE IN THE PHILIPPINES



> The culture of dōTERRA really begins through the desire to give, help, liberate and empower others through the dōTERRA Healing Hands Foundation.
>
> *Mark Wolfert,*
> *dōTERRA Founding Executive*





dōTERRA® has carried the culture of the dōTERRA Healing Hands Foundation around the globe by supporting and encouraging numerous projects, programs, and initiatives. As our leaders started building their teams here in the Philippines, it was important to incorporate this culture. We were able to seek healing and hope to the Philippines by providing our Wellness Advocates an avenue to show their support – to improve lives.

We have donated 1,000 Disaster Recovery Care Kits and 300 Kid's Care Kits to the victims of the Taal Volcano eruption last year in the southern part of greater Manila. Funds were provided by Healing Hands Foundation donations from the US.

In May 2020, we partnered with 6 local hospitals (The Premier Medical Center, Ospital ng Makati, The Medical City, PGH, East Avenue Medical Center, Lung Center of the Philippines) to provide Aerosol Boxes (used to protect healthcare workers from exposure to viral contamination during aerosol generating procedures /airway intubation of COVID-19 patients) and 300 Hope Touch oils to medical front-liners.

We had an "Empowering Change" online event to celebrate the 10th year anniversary of the Healing Hands Foundation. Proceeds from the online auction and purchase of Healing Hands products (dōTERRA Hope® Touch and dōTERRA Spa Rose Hand Lotion) were donated to our local Healing Hands partners (Mabuhay Deseret, Hearts of Joy and Lighthouse Sanctuary).

Developments on these humanitarian missions in the Philippines are truly gratifying! We thank our Wellness Advocates for helping make these service projects successful. Together, we belong to an organization that not only believes in producing the purest products, but is also doing its best empower change in the Philippines.



JASMINUM GRANDIFLORUM

Known as the "King of Flowers," Jasmine is prized for its highly fragrant aroma, making Jasmine ideal to use as a personal fragrance to uplift the mood also help reduce the appearance of skin imperfections.

Why Egypt?

The warm, temperate climate of Egypt produces a fragrant Jasmine flower.



How does it work?

The jasmine plant has dark green foliage and delicate white flowers. To ensure the highest quality aromatic compounds, it is necessary to pick the flower and extract the oil right when it blooms. Jasmine flowers bloom in the early morning before the sun rises. They are carefully harvested by hand before dawn (usually around 2:30 am) about six months after planting. Harvesters—most of whom are women—are given a certain number of plants to pick from each day. The harvest season starts around June and can last for several months.

The flowers are too fragile to steam distillation. Instead, a solvent extraction method is used to produce the absolute. An absolute requires wax and paraffin to be separated out from the volatile aromatic compound to make the final product more potent.

Ingredients
Jasmine Flower

Aromatic Description
Intensely Flora, Warm, Musky, Exotic

Main Constituents
Benzyl Acetate, Benzyl Benzoate



Primary Benefits

Reduce the appearance of skin imperfections

Uplift mood

Promote a healthy-looking, glowing complexion

Experience the esteemed fragrance and the myriad benefits of Jasmine absolute for gentle application and multiple uses by diluting with Fractionated Coconut Oil. It can be applied to pulse points for a calming, yet euphoric aroma that uplifts mood and promotes a positive outlook. Renowned for its skin benefits, Jasmine can help reduce the appearance of skin imperfections and promotes a healthy-looking, glowing complexion. Regarded as the “King of Flowers,” Jasmine is prized for its highly fragrant aroma, making Jasmine ideal to use as a personal fragrance throughout the day.



ROSA DAMASCENE

Known as the "Queen of Oils," Rose oil is highly sought after for its aroma and powerful topical and emotional benefits. The blooming floral aroma is comforting and Rose oil, used topically, helps promote healthy-looking skin

Why Bulgaria?

Roses have been grown and picked in Bulgaria for over 200 years. With such a long history of growing roses primarily for essential oil, Bulgaria has become one of the largest producers of rose oil in the world. Near the Black Sea, Bulgaria has a sunny and dry climate coupled with well-drained, sandy soil that create ideal conditions.

Generating Jobs and Preserving Legacy

While Bulgaria has historically boasted some of the world's premier essential oil research, development, and production, the industry faltered because of the government's financial support for wheat, sunflower, and corn. Many Bulgarian farmers replaced aromatic plants with these crops. This led to a lack of innovation in the aromatic agricultural space. The establishment of Esseterre has provided significant economic revitalization to the Dobrich, Bulgaria region. It has brought a multi-million investment and many jobs to a country where nearly a quarter of its population lives at or below the global poverty line. More and more farmers are coming to Esseterre with their crops. This can be attributed to several things including the sophistication and quality of the equipment and technology, as well as Esseterre's reputation as a reliable buyer that pays fairly and promptly.

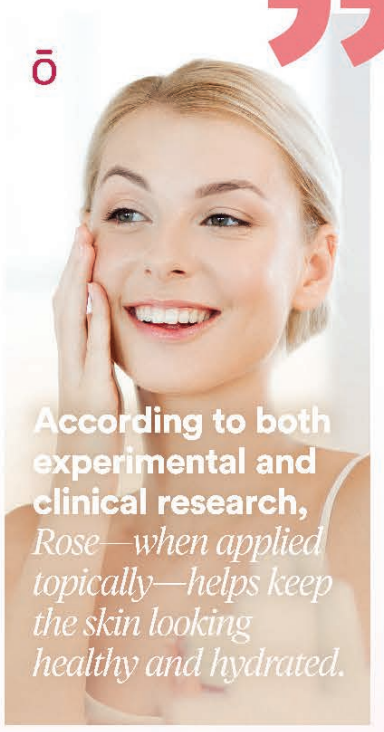
At Esseterre, however, we can test the quality of a farmer's crop and essential oil nearly immediately. The on-site, state of the art laboratory includes a gas chromatography-mass spectrometry (GC/MS) machine to confirm quality and a space where farmers can watch and wait while their crops are being distilled. Having this technology on-site allows us to not only confirm, while the farmer waits, that their plants produced the highest quality oil, but also to pay farmers fairly and timely—usually the same day. We also award bonuses to farmers with the highest quality oil.

How does it work?

Rosa damascena (the Damask Rose) is the species of rose grown and distilled for our Rose essential oil. The rose cuttings are planted in the autumn and are ready to be picked in May or June. Roses prefer sandy, clay-free soil with a sunny, slightly humid climate and mild winters. The essential oil comes from steam distilling the petals of the flower. The flowers are picked by hand early in the morning and distilled later that same day. It is important to distil rose petals the same day they are harvested to capture a higher volume of oil from the delicate petals.

It takes about 10,000 blossoms *to produce one Rose 5 mL bottle!**

*Varies by season, region, year, and other variables.



USES

- Combine one to two drops with the dōTERRA moisturizer of your choice and apply to the face, neck, and décolletage.
- Apply one drop of Rose oil directly to skin imperfections twice daily.
- Diffuse Rose oil in the morning to promote feelings of energy and vitality.

Primary Benefits

1. Helps balance moisture levels in the skin and reduce the appearance of skin imperfections
2. Promote an even skin tone and healthy-looking complexion
3. Soothing and stress-relieving aroma
4. Rejuvenating, stimulating, and harmonizing

Ingredients
Rose Flower

Aromatic Description
Floral, Sweet, Earthy

Collection Method
Steam Distillation

Main Constituents
Citronellol, Geraniol, Nonadecane, Nerol



6 Success Principles:

BELIEF,
COURAGE,
LOVE,
COMMITMENT,
INTEGRITY,
GRATITUDE.



Angie Ng

(Malaysia)

Double Blue Diamond

Angie's journey to Double Blue Diamond has not been a smooth one. She says, "I believe one of the most challenging roadblocks is managing leaders' expectations. It gets even more difficult when they are from different levels and different backgrounds." She strongly believes that BELIEF plays a very important role in our success than most people realize. Angie makes sure she worked with her teammates closely, focusing on their individual suitable belief level. It is of utmost importance that new members have beliefs in dōTERRA company and dōTERRA essential oil. Sharers and builders on their belief in themselves that they can achieve success in dōTERRA.

Everyone starts from scratch and the same for Angie, having LOVE and COURAGE help her to overcome all the obstacles. Have the COURAGE to share her vision. She always shares with her team members that they need to have confidence in dōTERRA. Angie says, "As we continue to move forward helping people and giving back to society through our dōTERRA journey together, that is when we realize that the power really lies in our ability to believe and work hard to achieve the ultimatum." Share your LOVE. She shares her love for dōTERRA essential oils and how to use them in a holistic method not just to benefit their own health, but also their family members.

The journey to achieve Double Blue Diamond has been difficult, Angie says "It does not just give you a great sense of achievement, but most importantly is the opportunity to give back and serve the community that was what truly inspired me on this journey. My COMMITMENT to all My Oil Family members, celebrating and helping them to rank advance by empowering individuals to take back control of their health and wellbeing is a more joyous experience."

After achieving Double Blue Diamond, Angie expresses immense GRATITUDE to her uplines, Allyse and Patrick Sedivy, as their continuous encouragement and support have contributed greatly to the success of her leaders. Her mission now is to empower the world with dōTERRA essential oils.

"I want to help create a community that allows people to take control of their health and have the freedom to live the life they desire. The more I grow, the more I can contribute to a better, more wholesome society."

As Angie continues her dōTERRA journey, she often thinks back on how dōTERRA changed her life in the past 5 years. Almost every day she faced making big and small decisions. She has learned and concluded that there is no perfect decision, making a quick decision and spending more time on execution produce better results. Such accumulation has made her become a more decisive and confident person not just at work, but in life.

Lastly, Angie strongly supports the notion that all leaders must have the ability to solve problems. This is very important as it also reflects the ability to succeed in any business. She states that it is crucial to be adaptable and flexible in whatever you do. As long as your work is purposeful and gives your life meaning, we should also always breed that motivation onto others





Henry Fong

(Malaysia)

Presidential Diamond

The road to Presidential Diamond is not easy to navigate; it requires hard work, drive and passion. Henry made it possible through his 90-day plan in 4 simple steps, which are setting goals, making an action plan, re-evaluating and revising action plans and working hard to complete it.

However, his team's plan faced many challenges and obstacles. First, it was the unexpected Movement Control Order (MCO) announcement in January this year where all social activities are barred and everyone had to stay home. To make things worse, Chinese New Year was in February and we were still under MCO. Sales slumped during this period as most are on a tight budget with the ongoing uncertainty.

Despite the odds and seemingly insurmountable obstacle, Henry revised his plan and tackled the problems together with his team. In January, his team hosted a major virtual event and aim to get 1,000 people to join. It is to build up the momentum and to continuously host similar events until February. It is not an easy task to get that amount of people to join the event. But, they have managed to pull through this successful event, which is a major breakthrough for his team. It helped his team to strengthen their Loyalty Rewards Program (LRP) and further expand connections, bringing in many new prospects.

If the plan does not work, change the plan but not the goal. He believes that nothing is impossible and anyone can achieve anything as long as they set their mind to it and persevere. It is common that many falls into self-deception, or lying to themselves, which is simply a motivated false belief. But, to evolve, facing harsh realities can push one to become better. Facing reality is tough, but it is necessary!

He says, "Most problems can be solved if you have the will and desire to do so. Life is full of problems and we must learn to solve it one by one. Throughout the process, you will be able to find the right solution. Escaping is not a solution, it will only refrain you from going forward. So, face tough realities with a brave heart. Things will go wrong, life will seem unfair, but rallying your courage and powering through will carry you to a place of strength and success you cannot begin to imagine."

Henry builds his cohesive team by managing emotion and building hope within his team.

He states that; "One type of rice feed a hundred types of people and managing strong feelings in team can be very challenging." It is always his priority to help his team members to solve their problems and show genuine interest in his team members' goals. It is a powerful way to increase their motivation; by showing them that their success matters to you.

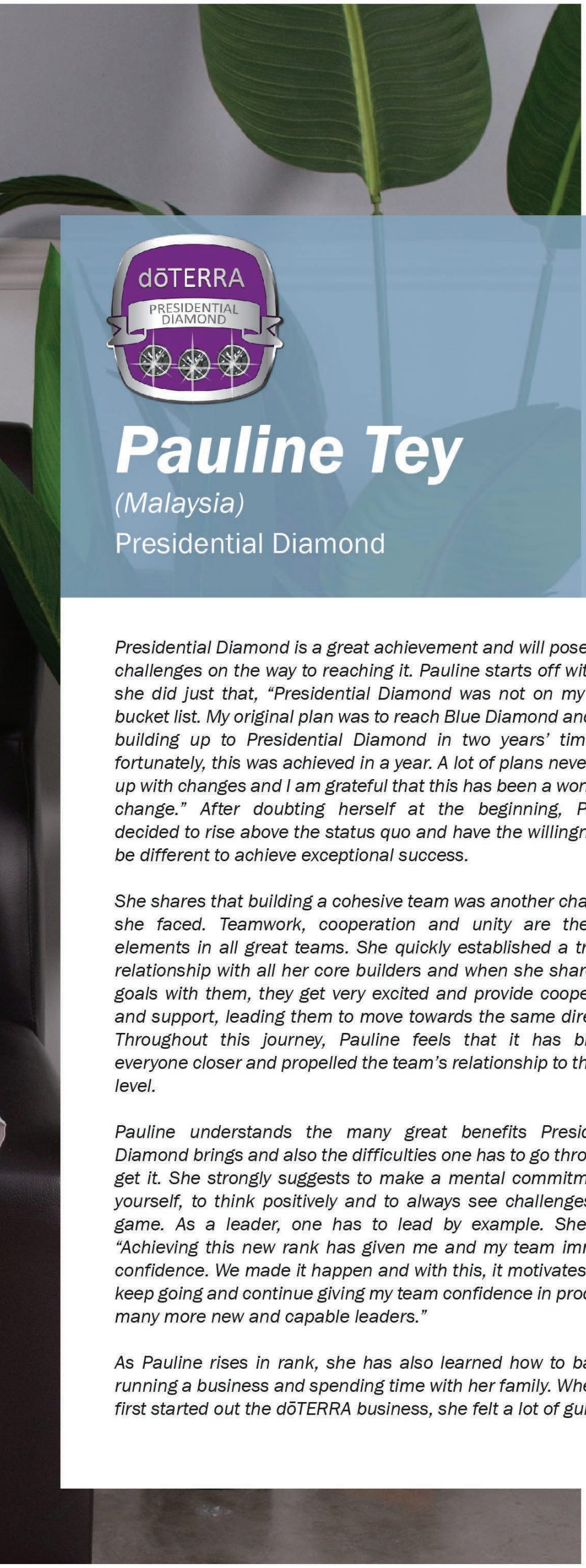
To further improve team cohesion, Henry always cultivates an "abundance" mentality within his team. He creates an environment where each team member believes in growing opportunities, achieving and winning. He ensures his team members know that there are plenty of opportunities for everyone. When everyone believes that they have hope, and becomes vested in a shared vision, the whole organization will become far more successful. He continues, "Give your team what they want and need, support each other and instil hope, a strong and successful team will then slowly form.

Henry also believes that a successful leader must lead with his or her heart, motivate and inspire team members to work towards the same goal together.

“THE DESIRE TO SUCCEED SHOULD BE AS GREAT AS DESIRE TO HELP OTHERS.”




“
STAY HUNGRY,
STAY FOOLISH.
”





dōTERRA PRESIDENTIAL DIAMOND

Pauline Tey

(Malaysia)

Presidential Diamond

Presidential Diamond is a great achievement and will pose many challenges on the way to reaching it. Pauline starts off with how she did just that, "Presidential Diamond was not on my 2020 bucket list. My original plan was to reach Blue Diamond and keep building up to Presidential Diamond in two years' time and fortunately, this was achieved in a year. A lot of plans never keep up with changes and I am grateful that this has been a wonderful change." After doubting herself at the beginning, Pauline decided to rise above the status quo and have the willingness to be different to achieve exceptional success.

She shares that building a cohesive team was another challenge she faced. Teamwork, cooperation and unity are the core elements in all great teams. She quickly established a trusting relationship with all her core builders and when she shares her goals with them, they get very excited and provide cooperation and support, leading them to move towards the same direction. Throughout this journey, Pauline feels that it has brought everyone closer and propelled the team's relationship to the next level.

Pauline understands the many great benefits Presidential Diamond brings and also the difficulties one has to go through to get it. She strongly suggests to make a mental commitment to yourself, to think positively and to always see challenges as a game. As a leader, one has to lead by example. She says, "Achieving this new rank has given me and my team immense confidence. We made it happen and with this, it motivates me to keep going and continue giving my team confidence in producing many more new and capable leaders."

As Pauline rises in rank, she has also learned how to balance running a business and spending time with her family. When she first started out the dōTERRA business, she felt a lot of guilt for not spending enough time with her family. After sharing their honest thoughts heart-to-heart, she and her family have found a way to balance dōTERRA business and family life. It has also bonded her relationship with her husband even more. "In the early days of building the business, my other half could not help me much, because of his health problem. Despite that, for the past six months, he has started working together with me and leading the team. Both of us have different roles and we focus on the ultimate goal. We are the best partners anyone could have asked for in both family and work life."

Now that Pauline has achieved success in maintaining her dōTERRA business, she shares that her mission is what motivates her to continue to achieve more success. She also advises that to build towards success, you have to change your mindset and start to create powerful habits to achieve long-term goals. When you make a daily routine to become your best self, you will feel fulfilled.

Pauline has noticed that most people stop growing when they started getting older. She feels it is because there are rarely people who have a growth mindset as she thinks most people stop growing because of a lack of humility - that is where self-development stops.

She truly believes that people can be lifelong learners and they can also continue to grow and learn new things. Without humility, your mindset will be different. Pauline says, "A good mindset is very important and has a long-term impact on a person." The way one thinks can destroy or change someone's life. In order to achieve success, purpose and happiness in life, we must first shape a better, more positive mindset to continue to grow and be the best version of ourselves.

Janet Kang

(Malaysia)

Blue Diamond



Every problem is an opportunity. Opportunities to learn, grow, improve, or adjust in a way that leaves her better off than before. This simple mentality has benefited her in many ways, one of it is to spur her to building her dōTERRA essential oils business to becoming a Blue Diamond today.

At one point or another, she may have doubted herself whether she is making a wise decision like many other people out there. Doubt is a very powerful feeling where it holds us back from doing our best and kills our dreams faster than failure. But she is able to find courage and believe in herself, in dōTERRA and her uplines. This is how Janet gets motivated and overcame all her fears and challenges. She is able to learn about herself, grow through the rough terrains of obstacles, and let go of limiting beliefs.

Janet believes that to be on the road to success, there are no shortcuts because building a business is not easy. There is no alternative to hard work; only with hard work and passion to learn, one can build the life they wish to have. She says "It does not matter who you are, where you are from, what you have, did or deserve – success is something you earn and strive for. Dream big. Dream real. Dream hard." She knows that if she continues on this path and mindset, she is going to develop into a more powerful version of herself and nothing can stop her from being successful.

Being a Blue Diamond Club member is not for the faint of heart, she persevered with her friends, encouraging one another, and finally completed the four months journey and graduated from it. She learned the importance of giving herself a chance to try. It is because she came to realisation that everyone starts at the same starting point, and no one have to be extraordinary to be in this fulfilling business.

When she first started this dōTERRA journey, Janet never once thought that she will be successful. For her, success is not important, the most important thing is personal growth, and it is about the journey of pursuing, leading, learning, failing and growing. This is more fulfilling for her.

However, throughout her journey, she has made and met a lot of good friends, a great team and many precious relationships that is more valuable than money. The fun part is when she meets people from different walks of life, she learned to be creative in sharing about dōTERRA, and also to be flexible in overcoming obstacles. She makes it a point to find her downlines' unique qualities and capitalise on that as she mentors her team to be proactive business builders.

When she sees dōTERRA changing lives for the better, it makes every bit of her hard work worth it. It gives her satisfaction when she is able to help people find hope and fulfil their dreams as she was once in their position.

Rise to the challenge and lead your life by truly leading your life.



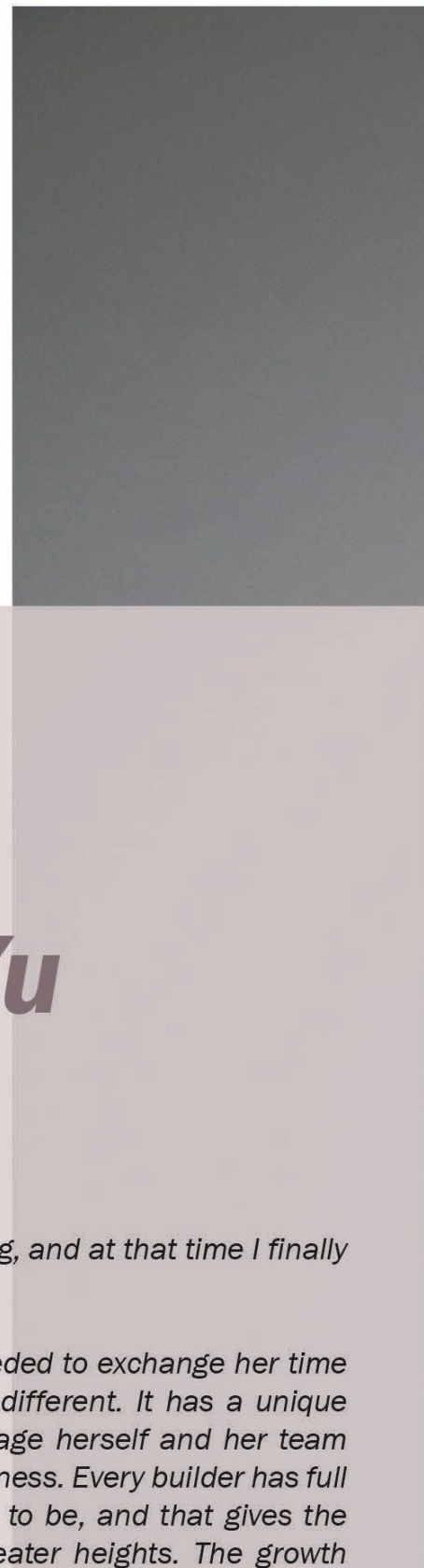
Today, her life has changed and she is grateful to be a part of a company that she believes in. She now feels as though she has found her true purpose in life.

Time management is very important for a busy mother like her. Although her dōTERRA essential oil business takes up most of her time, she has never neglected her family. In fact, she has learned to appreciate her time she spends with her family as they make precious memories together. Moreover, dōTERRA essential oils have positively changed their lifestyle and brought her family closer by enhancing their well-being.

Just like how Emily, the Founding Executive of dōTERRA shared: "Finding the balance between work and family can be a challenge, but I give dōTERRA my all, and I also give my family my all."

To make this happen, Janet believes that with proper planning in place and a supportive family, she is able to provide for her family, achieve financial freedom yet being a proactive leader in this phenomenal business. Most importantly, she is able to spend quality time with her family.





Katherine Yu

(Malaysia)

Blue Diamond

Katherine is a busy businesswoman, specializing in buying and supplying various skincare brands from France to local beauty salons. However, when all the beauty salons were not allowed to operate due to the pandemic, Katherine's income was greatly affected. Instead of waiting for the storm to pass, she thought for days and nights about what could she possibly do to improve her situation. Essential oil crossed her mind.

At that time, everyone was looking for something to improve their quality of life. Knowing that essential oils can help to stimulate the body, mind and soul, she instantly knew that it is going to be a perfect fit. That is when she decided to explore dōTERRA.

She was surprised that it gave her so many benefits and that instantly triggered her curiosity. She immediately did more research about the company and the business model. "What I found boosted my confidence to take on the dōTERRA business seriously."

At the beginning of her journey, like most builders, the fear of rejection is the number one reason that hinders her progress. But with time and tenacity, she got over her fear and use it as an empowering tool to build her business.

Katherine is very fortunate to have a team that places great trust in her. They believe in her vision hence they follow in her footsteps to join the business. Through the growing team, she then advanced to the Blue Diamond rank. "The growth is amazing, and at that time I finally understand the power of multiplication".

Unlike her past business, in which she needed to exchange her time for money, dōTERRA's business model is different. It has a unique rewarding system that allows her to leverage herself and her team efforts to build a sustainable and solid business. Every builder has full control of where they want their business to be, and that gives the possibilities to bring their business to greater heights. The growth opportunities are amazingly huge.

On a personal note, Katherine said essential oils have changed the way she communicates with her family members. It brought up feelings like compassion, love and respect towards each other. "It is such a wonderful experience that essential oils can enhance the relationships". Now, she often gets together with her family members compared to before. They would apply essential oils to each other while they talk about their love for essential oils. Katherine finds that it helps develop a deeper bond with her family members.

On a professional note, Katherine has always believed that to be a successful leader, you must allow yourself to be a beginner. If you allow yourself to start from scratch, you will be presented with many opportunities to learn something new. She added, it is always good to remind ourselves that we have to be empty to be full, and the beginning is the most important part of the work.


“
DON’T FORGET YOUR
ORIGINAL INTENTION,
FOLLOW YOUR HEART
AND CONTINUE
TO LIVE
YOUR DREAM.
”



“START EACH DAY WITH A POSITIVE THOUGHT AND A GRATEFUL HEART.”

Kweenie recognizes that she is not alone. She is part of a community where everyone cheers on each other when there is a hardship to overcome, and a small win to celebrate. She said, the difference between success and failure is the strength of the team, and that relies heavily on both communication and connection with each other. That is the reason why she always creates opportunities for her team members to gather and get to know each other better.

By practicing a working culture based on friendship and mutual trust, it creates a strong foundation where people can proudly stand and voice out their thoughts. "I want everyone to feel at ease, and be more open to sharing because only then, work can be much more efficient."

Kweenie does not put any limit on sharing either. Regardless of what her downline is facing, Kweenie remains open and welcoming. This is to show her team that she will always be there for them, not just for celebration but also for every setback. It is very important for the team to feel that their leader is approachable and that there is always harmonious and effectual communication with one another.

She added one must not get confused about what it takes to be a great leader. It is not just about planning or managing the team. It is about understanding what the team needs, and then supporting those needs through proper means. "I did not learn this from the start. I begin by developing a responsibility mindset, and naturally, qualities like empathy are cultivated." She tries to slow down and be less reactive. It is not because she has lost sight of her goal, but she wants to match her team members' individual paces. Because real growth can only happen if she stops comparing her team's progress and only focuses on building her team member's strength based on their unique ability. Her ultimate goal is to be the leader that her team members would be proud of.

Contrary to what many people think, Kweenie never feels like she has had to sacrifice much to build her business in dōTERRA. "I view dōTERRA as one of my hobbies. A hobby that I love doing, so I never feel like I am under pressure to climb ranks nor would I feel disappointed when I did not get new joiners." She always encourages her team members to do the same to avoid feeling pressured from doing all the work. The right way to approach this business is not through a sprint, but a marathon. Most importantly they need to feel grateful with every sharing. "Because if working for dōTERRA is devoid of interest and passion, then one will not feel like putting in the time required.

Speaking of which, Kweenie always ensures she puts some time aside for loved ones and herself. She made sure to never compromise on that. Fortunately, this turned out to be easy enough as dōTERRA is a family-oriented business. The nature of the business allows her to work whenever or wherever she wants, with no compromise on her social life. After starting her business with dōTERRA, Kweenie feels that she has even more time to meet her friends, handle her family matters, and enjoy a balanced lifestyle.

Kweenie is grateful that dōTERRA enables her to expand her social networks and skills. She said, gaining new friends and skills have made her journey with dōTERRA very rewarding. She looks forward to continuing to spread the goodness of essential oil, and at the same time to empower more people to live a better life free from financial burden.



dōTERRA BLUE DIAMOND

Kweenie Ooi

(Malaysia)

Blue Diamond



“NEVER UNDERESTIMATE THE POWER OF BELIEVING IN YOURSELF, IT WILL CREATE EXTRAORDINARY RESULTS.”

dōTERRA BLUE DIAMOND

Lee Shiao Tao

(Malaysia)

Blue Diamond

Oftentimes, Lee Shiao Tao have people asking her how did she achieve so much in life. Her answer is her achievements come from experiencing numerous challenges and failures through long, arduous journeys. With much difficulty and hours of sacrifice like missing special occasions with friends and family, she knows that the many difficulties in life that have hurt her were a necessary part of personal growth and achieving greatness. Now that she has learned and grown so much from those experiences, she is at a place where she can confidently share those moments with others who also share the same sentiments. With this, why not continue empowering others into doing what she loves and believes in?

Besides various hurdles faced throughout Shiao Tao's entrepreneurial journey with dōTERRA, one of the biggest challenges was building an efficient, cohesive team. Building a cohesive team requires more than just spending time together and understand each other. With all team members coming from different backgrounds, personalities and working styles, this often results in differences of opinions and perspectives, causing a lot of conflicts along the way but to Shiao Tao, nothing is impossible to overcome. When there is a will, there will always be a way.

Growing as a leader who wants to lead and inspire people to be the best version of themselves, Shiao Tao has to take in the accountability for her teammates' problems and empowers them to do their best. As much as work can be play, it can also be very hair-pulling and stressful at times. Despite that, she makes time to try and understand all her team members' needs and with everyone's feedback, she proceeds to set a more detailed, workable structure for goals that everyone can achieve. This is also because she strongly believes that work is not a job to just get by, but feeling good about it on an everyday basis helps tremendously, in every step of the way.

Prior to dōTERRA, Shiao Tao was a doting and highly-responsible stay-at-home mother. Fast forward to today, she is now a dōTERRA business builder, entrepreneur and housewife. Shiao Tao has proved that being solely a housewife is no longer common as ordinary housewives can also achieve great success and live enriching lives - especially the lives that they have always dreamed about.

This is all achievable because of Shiao Tao's impeccable time management skills. It helps a lot especially when her husband fully supports her decision to join a business that is meaningful and can bring a positive impact to people's lives. Positive affirmation from her husband and family further elevates her energy to overcome self-doubt and negative thoughts. With their continuous support, her confidence and belief in dōTERRA has fuelled her passion to help others through sharing the knowledge and benefits of these essential oils.



Shiao Tao practices a daily mantra, "I believe in myself. I believe I can do if not better, a little better than the day before. Either way, every new day is always a better day." Implementing positivism and bits of motivational thoughts helped benefit her individual growth and business over time. What Shiao Tao tells her children is similar to what she communicates to her team, dōTERRA is an amazing company to be in and when they grow older, she hopes they too will be blessed with the gift of the earth and spread its goodness to others. She truly believes that they can continue to empower people to change the world with one drop, one person and one community at a time.

Lastly, Shiao Tao strongly believes in not underestimating yourself as everyone is capable of so much more than they imagine. Of course, there is no such thing as a magic formula to success; what life throws at you are trials and errors but without the encouragement from loved ones and self-motivation, the learnings from your experiences are for your own benefit. Surprises, achievements and successes are in every corner and if you know how to look, you might just encounter them faster than expected!


“
YOUR LIFE IS THE RESULT OF YOUR OWN DECISION, NOT YOUR CONDITION.
”



Patricia Yeo

(Malaysia)

Blue Diamond

When it comes to success, a positive mindset is the most ideal thing to have. When Patricia's upline encouraged her to move up to Blue Diamond, she doubted her ability to be able to do this. From the back of her mind, she knew clearly that this will not be an easy task and there will be many challenges that she has to overcome down the road, challenges that take up a lot of effort and energy. In a short matter of time, her doubts were cleared as her final thought was, "If you never try, you will never know." She gave her full commitment with all her heart to working towards this goal. Mentally preparing herself for the long journey ahead, she started working very closely with her upline and the rest of the team. With their full support, brilliant idea and peer motivation, she was ecstatic when she finally reached Blue Diamond. Words could not describe the joy and contentment in her heart and from that day onwards, Patricia has been very motivated to help and guide others to achieve the same goals.

To her, without the people around her who have helped her in every step of the way, her success would not have come so quickly. Patricia is grateful that teamwork made the dream works and to her committed team members as they are all working together towards the same goals. With upmost respect, trust and care for one another, Patricia is able to communicate clearer initiatives and take her team to the next level by inspiring them to see dōTERRA as a stepping stone to bigger opportunities. When a team of people with success in their heads lean towards the same direction and purpose, it leads to explosive growth of success and personal satisfaction.

She is also very grateful that she has built mutual trust with her customers, believing that she can help them make their lives better. In fact, she has changed many people's lives positively through the power of essential oils. To create a positive transformation in someone's life is the greatest satisfaction she has about introducing dōTERRA - it is all for a better quality of life not just for her, but also for everyone else. The dōTERRA culture has inspired her to spread love, not just for her friends and family, but also to anyone who is in need of some goodness in their lives.

Like Co-impact Sourcing, dōTERRA helps to provide the resources needed to improve the economy—and even sometimes create an economy in many rural countries. At the same time, it improves the lives of harvesters and their families. Although she is leading her team in a smaller scale environment, but in due time, she believes that it can be widespread enough to invoke the benefits of essential oils to help more people achieve their hopes and dreams.

On a personal note, Patricia is thankful that she made the right decision to join dōTERRA. While many people are struggling with the pandemic, she is fortunate enough to still earn a decent income through this business. Of course, her team chipped in the same amount of time, energy and effort as well. What motivates her even more is seeing people attend her personal favourite program called the dōTERRA Free to Give Program. It is a unique program designed to inspire those involved with dōTERRA to pay off debts and becoming financially independent, enough so to help others along their journey. Kindness is free to give, but priceless to receive and at this moment of time, she is blessed to be the one who is able to give back to the community.

At dōTERRA, there are many leaders who are really good in what they do but Patricia believes that if she works hard and not give up on her personal goals, she can do it too. The most important lesson of all are the ups and downs learned throughout your own journey. Everyone will experience success, especially if you choose your ideal path and walk towards it with full confidence and good intentions.

Ask yourself, did you really try hard enough? I bet you will say yes. But are you trying hard enough to accomplish it? I bet you will say, "I'm not sure." All success requires sacrifice, and sacrifice is the willingness to accept discomfort in the pursuit of something greater. Remember, hard work itself will not make you successful, but taking action and doing it can catapult you to the next level beyond your imagination.

Sunny believes that leadership is about being humble. Humble leaders understand the balance of achieving success while still being sensitive to individual needs. As an advocate of self-help and family's well-being, she also believes that if you take care of people, they will be more engaged and dedicated, which will produce better results in the long run. This is why she is always focused on gaining trust from others.

She says "Success often comes from cooperation; and teamwork makes the dream work." She constantly encourages her dōTERRA team to support each other through the failures as they are considered one family. With her hard work, she slowly moulds herself into a leader that her team would love to follow. She knows that stepping into a somewhat unpaved territory, it comes with its own set of challenges. Unexpectedly, the more she shared with people about her amazing experience with dōTERRA essential oils, the more she was beginning to build her business.

Sunny feels her financial life transforming positively. She can now live a life of total financial freedom. She continues to share about dōTERRA with a positive attitude and with consistent efforts, she quickly rose in ranks.

"STRIVE TILL END AND STRUGGLE TO MOVE YOURSELF AND INSPIRE OTHERS."

dōTERRA BLUE DIAMOND

Sunny Wong

(Malaysia)

Blue Diamond





Although this business occupies nearly all of her time, she realized that it is worth it. She is ever grateful to have an understanding and supportive husband who encourages her to make her own choices. Despite her busy schedule, she will try her best to spend quality time with her family and make it a point to rest on Sunday, so she can accompany them while creating meaningful family moments.

As a dōTERRA leader, Sunny never forgets the basics. It is her daily habit to share the benefits of essential oils and enrol people into her network. This fundamental is her key mission to building a strong foundation for her dōTERRA essential oil business. Her new achievement as Blue Diamond further gave her a positive affirmation and confidence to continue this amazing journey.

Every day is a busy day, where our commitments and responsibilities may derail us from our dōTERRA journey. She iterates, "It is easy to forget why you should keep going, especially when you are facing failures continuously. Do not back down because of failure, it is part of the process of transforming into a better version of yourself that you want."

She continues "Never allow any external factors to affect your success or influence your decisions. When the odds are not in your favor, reach out to a team member or leader for an added dose of encouragement and empowerment." Sunny believes that one must believe in himself or herself in order to succeed and accomplish what he or she has set out to do. And if one has lost his or her reason to push further, they can read motivational books or attend different courses that may inspire them, even giving them that spark the first time they decided to venture into this dōTERRA essential oils journey.

As an individual who is wiser beyond her years, Ting See Ling started off as a teenage entrepreneur. Unlike her peers who are into hanging out, she learned how to run her own online business and did it for close to six years and studying at the same time. She finished her undergraduate degree at Taiwan in 2017 and has since returned to her homeland, Malaysia. Deep down, See Ling knew that the 9-to-5 grind was never going to be her ideal choice to make a decent living. She cannot imagine living her life so boringly.

Being a responsible and ambitious person that she is, she was still able to pull it off in the midst of working multiple jobs and juggling tons of responsibilities. Coincidentally, dōTERRA came into her life and oh boy, fate is truly a wonderful circumstance to stumble onto. See Ling knew that dōTERRA is going to change her life, and was excited to embark on her journey into managing her very own dōTERRA business.

Throughout her dōTERRA entrepreneurial journey, she has faced many difficulties. But the one thing that made her go through it all like a champ was this: courage. With a determined and positive perspective in overcoming hurdles, See Ling is constantly motivated to do her best. Most of the time, many of us do not have enough courage to achieve greater things. Dreams only happen in movies, right? Not for See Ling. She believes that by limiting ourselves, it stops us from reaching our biggest potentials. With enough courage and determination, she believes that these main life proponents can make anyone live their lives better.



The power of courage is like a boat sailing through the turbulent waves. To reach your destination, you must swim upwards with courage. We just need a little bit strength and bravery to get there. What See Ling has experienced throughout this journey is that she knows first-hand that many things might be difficult before they become easy. With the never-ending support and encouragement from her upline and teammates who are working towards the same goal, she felt less afraid to walk down the path of her own success. With mental preparedness and emotional strength, See Ling was inspired to work harder in achieving bigger, newer goals. This mindset is what keeps motivating her to do her ultimate best.

Deep in See Ling's heart, she often tells herself: "If I do not try it or act on it, I will not overcome fear. Then how would I realise my true potential?". Hunger determines your success. With a strong desire to do something, the energy will follow. With the right mental state, we will eventually overcome these problems easily. The mind is the most powerful magnet and what you visualise, you will attract.

See Ling advises those who are considering to walk down their path with dōTERRA to believe in themselves and not give up so easily. The bravery of claiming your own power to transform your life and happiness ultimately falls on you - you have to get down to the nitty and gritty of hardship, but with enough inclination and patience, you will sow the reaps of your labour with success flowing through your veins. She also encourages to have bravery in everything you want to do and not let the world of negative thoughts and emotions deter the path to your success.

dōTERRA gave See Ling the opportunity to transform herself for the better. Now with enough success in her way, she is financially independent and more capable of reaching out to those in need. Thanks to dōTERRA and the wonderful Gift of the Earth, she is able to help others achieve their hopes and dreams. Through the benefits of dōTERRA, she looks forward to guiding others to their path anytime, any day.

FIND THE COURAGE TO PURSUE YOUR DREAMS AND YOU'LL BE AMAZED TO SEE HOW FAR YOU CAN ACTUALLY FLY.



dōTERRA BLUE DIAMOND

Ting See Ling

(Malaysia)

Blue Diamond



“BE BRAVE TO LIVE THE LIFE YOU WANT TO LIVE. AFTER ALL, YOU ONLY LIVE ONCE.”



Vanni Ling

(Malaysia)

Blue Diamond

Ever since Vanni joined dōTERRA, she has fallen in love with the essential oils' aromatic qualities and has experienced their amazing benefits first-hand. From ingredients like calming lavender to invigorating lemongrass essential oils, it has become a habit for Vanni to use the essential oils every day and everywhere she goes. Her firm belief and passion are great motivators of success in maintaining her dōTERRA business.

All glory to God as Vanni also thanks dōTERRA in empowering an ordinary person like her to live an extraordinary life. dōTERRA has transformed her life for the better and brought even more happiness into her life. With this, her friends and family have also benefited from Vanni's thorough explanation of dōTERRA. Word of mouth is a powerful tool and when people see the results, they start to believe in the power and benefits of these essential oils.

In her life journey, she has come across these questions many times, "What is my dream and purpose in life? Am I living the dream or am I just living life regularly?" Here is Vanni's very own definition of what dreams mean to her: It is about knowing what you want in life and being persistent in accomplishing goals. This creates personal satisfaction that builds to hungry ambition. A dream is an inspiring picture of the future that can energise your mind, willpower and emotions, strengthening you to do everything you can to achieve your wants and needs. For Vanni, dōTERRA has unlocked her wildest dreams and positively empowered her to start changing her life.

Of course, none is achievable if it is not for her strong team spirit and team members' support. Also, she is very grateful for the support of her family. Although not every day can be a good day, her team members and families have always supported her wholeheartedly as they selflessly encouraging each other to overcome all the challenges. It is because of their passion that moulded her into becoming the better version of herself.

And one thing she wanted to share is that life is too short to live an unhappy life. Vanni truly believes that one must seize the opportunity to live life to the fullest. You can always make more money, but you cannot always make more time. But still, there are many people wasting their time. Remember, time cannot be stopped or reversed. Thus, we must dare to dream, dare to achieve.

Vanni wishes to encourage those out there who want to start their own business to be patient and hardworking because all the effort will pay off. She also wants to remind them that you do not have to be very good to start, but eventually we will be better only when we allow ourselves to start taking that first step. One thing for certain is that dōTERRA essential oils' benefits are so evident. These essential oils have given many people around the world their confidence to be their best selves and quickly uplifted their well-beings. dōTERRA leaders have one job and that is to educate and share the goodness of dōTERRA "Gift of the Earth" to as many people as we can. After all, we need some goodness in our lives.

Throughout the journey of building her dōTERRA business, the independence and ongoing learnings have allowed Vanni to continue experiencing more of life. When responsibility and honesty paired together, they are indivisible. Courage is a choice and once we make that decision to be courageous, we will be able to see our goals clearer and set our paths more easily. Many people might not know what they want to do in life, but as long as that person is determined to march forward and be willing to face adversities throughout their journey, goodness will always come. Spending time wisely breeds success and it is up to us to use it wisely.



“EVERY CHALLENGE IS AN OPPORTUNITY, A CHANCE TO GROW AND A LESSON TO LEARN FROM.”

dōTERRA DIAMOND

Eva Teoh
(Malaysia)
Diamond

Before Eva joined dōTERRA, she was running a home-based tutoring business that slowly evolved into her very own tuition centre. Her passion in teaching drives her to see her beloved students succeed, enabling her to go the extra mile for both herself and her students' futures. To create a healthier learning environment, she stumbled upon the idea that essential oils might help her and the people around her.

She came across dōTERRA through a good friend who runs an organic retail store. Confident with her friend's experience, she connects Eva to her current upline, Pauline. After an hour of thorough explanation of how dōTERRA works, she was convinced and started off with a set of essential oils. She tried using the essential oils on her kids and it helped improve many common problems faced by children. With her enthusiasm of these newfound products, she shared her story on Facebook and received overwhelming responses and inquiries on how the essential oils can help. This is where her dōTERRA journey began.

She then thought to herself, "God will always give you something and everything in the best arrangement. All that happens is a thankful occurrence." Emotional yet empowered, Eva decided to give her full commitment to dōTERRA; she sacrificed a lot of her me time and her family's time to run a dōTERRA business. True enough, hard work breeds success and in due time, she saw decent earnings and gained some profits. She then decided to quit her tutoring business to fully focus on building up her own dōTERRA business. To add extra brownie points into this lovely story, she is grateful for the special man in her life, her loving husband who support her from the start.

She is grateful of how her life has transformed and without her uplines and mentors, Pauline, Henry and Jenny, she would not have been here with her amazing customers and team members. She has been continuously expressing how happy and thankful she is for all that has happened.

“EVEN IF THERE IS ONLY A 1% CHANCE, WE SHOULD ALL STRIVE FOR THE LIFE WE WANT.”



dōTERRA DIAMOND

Evon Lim

(Malaysia)

Diamond

Evon Lim sees herself as a spirited person who enjoys the freedom of exploring new things. However, her lack of control over her future direction has led her to feeling frustration. To chase after her dream, she resigned from her position at a corporate company in 2017 and started an event company. Little did she know, the very dream she chased after opened a world of opportunities within the dōTERRA business.

In the beginning, she was faced with so many difficulties as running both her event company and dōTERRA business was not an easy task. But she believes, as long as she continues to learn and grow, she will be successful at building her dōTERRA business.

Many people asked, is dōTERRA a good career choice? Or can it sustain our daily life? According to Evon, it all depends on how much we trust the Company, our love for the products and how determined we are in achieving success. Along her journey, she has witnessed firsthand the amount of supports dōTERRA can give, and that motivates her to work harder even while she was pregnant.

“When I had my little princess in 2019, I realized that I want to spend more time with her and dōTERRA gives me the exact freedom to do that.” Therefore, she trusted the framework and continue to share her love for essential oils. Through her continuous sharing, the people around her start seeing the benefits of essential oils. Many decided to join her, including her friends and her families, which she said was the universe's greatest blessing.

Evon urges everyone to follow their dream, even if it looks impossible. She emphasizes “Keep your desire alive and continue to give your best effort, because the great dream that you have, may lead you to something even greater in life.”

I started my journey as a dōTERRA builder last year when I was 19 years old. At first, it all started off well, my passion and enthusiasm kept me going fast and strong. There were enrollments every week and appointments that never seemed to end. But after a few months, my team growth gradually slowed down because my network came to a bottleneck. I tried to look for more people to share about dōTERRA essential oils but I exhausted all my contacts.

What made it more difficult for me was that the closest relationships I had at that point were my high school friends who are not financially capable. However, I kept a positive attitude. Positive mindset is the only thing that kept pushing me to improve my connections and network with people.

One of the most useful tips is the "Law of 531". I told myself to connect with 5 non-members, educate 3 members and uplift 1 builder every day. That commitment brought my team back to life! I even invited my potential builders to join me because through the process, they will gain encouragement, inspiration and teamwork. If you are reading this, do not be afraid of commitment, you will receive unexpected surprises!

While my friends are having fun living a carefree life, I am always busy with home parties, classes and meetings. Although, I am unable to join them, never once did I think of giving up my business because I believe the saying "bitter before sweet". I would rather spend my youth working hard and build the lifestyle I want. I was once lost because I did not know what the future holds for me. But during these times, I found where my interest lies – sharing, serving and chatting about dōTERRA products and receiving heart-warming feedbacks. That is why I have a clear vision of my future that is to become a respectful Wellness Advocate.

The journey is definitely not easy. However, always treat yourself for your hard work as a motivation. So, treat yourself, you deserve it!

"USE YOUR YOUTH TO DO SOMETHING USEFUL, UNIQUE OR INSPIRING."

dōTERRA DIAMOND

Fion Loo
(Malaysia)
Diamond



Jia Li stumbled upon dōTERRA when she was looking for some home fragrance products to make her new home smelling glorious. With plenty of research and a myriad of choices, she knew she wanted a natural solution. Then, she thought of her friend, a user of dōTERRA essential oils. She learned about Certified Pure Tested Grade® (CTPG) and finally bought a set of dōTERRA essential oils.

However, she never thought of building her own dōTERRA business as she just wanted to share the essential oils amazing benefits to her friends. Unexpectedly, she received queries after queries and she realised that many people are looking for natural solutions to improve their quality of life. She gave this business some thought and decided to begin her oil sharing journey.

Like many of the new sharers and business builders, she was afraid of being rejected. She understood that the fear of rejection is the single greatest obstacle to success but she did not give up. She overcame this challenge by shifting her mindset. The core reason why she started this journey was because she loves this "Gift of the Earth" so much and wanted to empower more people to experience the goodness of dōTERRA essential oils.

She believes that when you are doing what you love, it exudes a magical feeling. Jia Li enjoys learning everything about dōTERRA, from the essential oils to the culture as it further strengthens her confidence in continuing her journey. The essential oil culture of caring, loving and connecting; in addition to spending time with your loved ones, it brings everyone closer together than ever. This is such a wonderful experience that she has never experienced before.

Although achieving Diamond is not easy, she is always optimistic. She wants to thank her supportive team members and uplines, especially her Taiwan upline, Rose. Jia Li wants to build her business step by step as she sees her own potential in it. She pours her heart into her business and realised her dream eventually. She also wants to thanks her mentoring Upline, Janet, for her unrelenting guidance and unwavering support that helped leading her to the path of success.

Challenge yourself and do something outside of your comfort zone. You will thank yourself later.

dōTERRA DIAMOND

Foong Jia Li

(Malaysia)

Diamond



"LOVE ONLY GROWS BY SHARING."



Ivy Loh

(Malaysia)

Diamond

LOVE: THE SECRET TO SUCCESS.

Ivy was introduced to dōTERRA by her yoga instructor. The first product that she tried was Easy Air, and she immediately fell in love with the brand. It triggered her curiosity which led her to read more about the brand.

Upon researching, she finds dōTERRA's company culture is very supportive, and the essential oils are of the finest quality. The findings convinced her to join as a Wellness Advocate.

Although she loves essential oils, Ivy is not interested in direct selling. Just by sharing the goodness of essential oils, which can transform the quality of life is already very fulfilling for her. Furthermore, her busy working life limits her time to service her customers. She is thankful that Wilfred, her upline is always there to assist her whenever she received new enquiries.

However, one incident made her changed her mind. Her kid had fallen ill, and as a single mother, she needed time off from her job to take care of her kid. Surprisingly, she saw earnings in sharing her dōTERRA experience despite not being fully focused on the business. She gave it a thought and realized, this may be a great opportunity to gain more time with her kid, as well as financial freedom for her family. She decided to look at the business seriously and put more effort into growing her team.

Throughout the journey, she finds that challenges are inevitable, but defeat is always an option. To inspire her team, she always creates a picture of what is possible, so her team can say, "If Ivy can do it, so can I". She believes that by giving them unconditional support, and empowering them through learning, they can be independent to lead themselves and build their own dōTERRA journey.

Because of dōTERRA, Ivy is now able to live a worry-free life. She wishes that one day she could pass this beautiful, empowering journey to her kid to continue.



Janice Choo

(Malaysia)

Diamond

The three Ps to success:

PLAN,
PRACTICE,
AND PERSEVERE.

Janice was an ordinary homemaker. Other than managing her home, she was also helping her husband to manage his business. Now, she is a businesswoman thanks to dōTERRA; who gave her a life-changing power to redefine herself and transform her life.

Since the dōTERRA essential oils are pure and natural, Janice was quickly convinced to use the oils. Furthermore, she saw a huge market potential for dōTERRA essential oils, where it has become a way of life and has a significant impact on many users' lives. With a rewarding sales compensation plan, it benefits all users, sharers and builders.

Janice devoted herself to her dōTERRA business. No matter how busy or tired she is, she will spend at least a few hours a day to build it. It is like a daily routine where self-discipline is the key to her success. It is the most important attribute that keeps her focused on her goals to improve herself every day.

In fact, when Janice decided to build her business, she was unsure if she could do it. Since dōTERRA is a "people" business, she had to spend a lot of time scheduling meetings to build a trusting relationship before she shares the goodness of dōTERRA. Her mental barriers are hindering her from reaching her potential. It took her some time and plenty of courage to break that barrier and be a Diamond today. This is thanks to her upline Kweenie, who is always there to support her and to uplift her spirit.

Janice understands that building her dōTERRA business will require a lot of her time, thus she always ensures that she communicates well with her husband and family. By doing this business, she found her value and self-worth, and the joy in doing what she loves. With this life-changing empowerment, her fulfilment comes from her own personal growth while being satisfied with her achievements.

Last but not least, whenever you have any doubt or uncertainties, do not give up easily. Remember, easy things are never worth it; worthy things are never easy.

Jeniifer used to be a banker but decided to be a housewife after giving birth to her baby. While looking for natural solutions to improve her baby's condition, she was introduced to dōTERRA by her friend, Max. Jeniifer also finds herself benefiting a lot from using dōTERRA essential oils.

Although dōTERRA essential oils wins her heart, it failed to win her mind. She did not give it a thought to start the business. Instead, for 18 months, she continued learning and exploring different ways of using essential oils.

However, after attending a life-changing event at the dōTERRA Taiwan Convention, Jeniifer was inspired to learn about the business model and help others gain financial freedom.

Upon returning, she thought everyone would be as excited as her, however, that quickly led to disappointment as not everyone shares her vision. She took a step back and tried to recall why she started, and that was because of the amazing benefits of essential oils that she had experienced. Renewed with her "why", Jeniifer returns and continues to share her passion. Her sincere sharing wins her many loyal oil lovers and then slowly, a team was formed.

Jeniifer believes that everyone faces different life challenges and problems. But every problem has at least two solutions. Do something or do nothing. She added, as long as we stay optimistic, even at our lowest point, our positivity will allow us to learn how to overcome it.

"You may be exhausted but do not ever give up. Take a rest and come back. When the storm passes, you will have clearer and more positive thoughts in the process." Thanks to her supportive family members, she can devote herself to build a dōTERRA business without worries, empowering more people to live an extraordinary life and achieve the dream of financial freedom.



"WHEN YOU FEEL LIKE STOPPING, THINK ABOUT WHY YOU STARTED."

dōTERRA DIAMOND

Jeniifer Chong

(Malaysia)

Diamond



GIVING HOPE, HEALING HEARTS, RAISING LEADERS & LIVING DREAMS.

dōTERRA DIAMOND

Jimmy Foo

(Malaysia)

Diamond

I am a business owner and I manage several businesses. I found that building conventional businesses from scratch is very tedious and risky. It requires a lot of trials and errors to build solid systems for the businesses to grow and to be sustainable. It also requires a lot of time to manage the businesses. Along the way, I found myself to be quite lonely as not many people would understand the thoughts and feelings of a boss, unless they are the boss. After years of efforts in managing businesses to earn profits, I realized that it was not enough to make my dreams come true and achieving the lifestyle that I want. I believe that there must be a better way. I started to ponder, perhaps I should follow a successful business model.

Therefore, I keep on searching for a better solution until I found out about dōTERRA from my friend, Lim Mian Foo, who is now my mentor and leader. After understanding the vision, mission and culture of dōTERRA, I know that this is the company that I have been searching for. I believe that this is my calling. I was inspired by the meaningful work of the dōTERRA Wellness Advocates, and it has now become my purpose in life too.

My biggest mistake before was I never learned from others and keep thinking that I was the smartest. Having the right mindset and attitude is the key to success. We must have the humble attitude to learn from others. In order to learn, you must first empty your cup.

To be a great leader, we must be always be a role model to continuously inspire and empower others. Then, teach them to inspire and empower more people. A great leader is not about how successful you are, it is about how successful your team members are.

If I can turn back time, I would tell myself - ***Stop thinking with your head, and start thinking with your HEART.***

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JUST DO IT!
DON'T LET YOUR DREAMS JUST BE DREAMS.

Jyn Loi
(Malaysia)
Diamond

Jyn has always been a housewife who takes care of her children, and help her husband manage his business too. On one saddening year, her husband passed away unexpectedly, leaving Jyn the decision to let go of the business as she did not know how to manage it. Since then, insomnia arose. Thanks to her upline who gifted her the "Gift of the Earth", she has experienced amazing benefits and her condition improved drastically.

Although the essential oils were great, Jyn never thought of building a business out from them. New to direct selling, she was not comfortable enough to share or approach new customers. The fear of rejection was a big part of Jyn's obstacles. As time goes by with using the dōTERRA essential oils, she finally convinced herself to start sharing its benefits to the world.

During her early days of sharing, Jyn encountered a lot of challenges. She received a lot of rejection from her friends and lost a lot of them along the way. She thought about quitting and fortunately, she was never lack of courage. Eventually, her persistence won a lot of loyal customers later on. Her customers' sincere appreciation and positive feedback gave her a confidence boost and coupled with her family's unwavering support; she continues to be energised throughout this amazing journey.

Another challenge was managing a diverse team. As a leader, she believes that she must stand in their shoes and understand the problems that they are facing. With a lot of discussions, Jyn was finally able to provide the clarity on their needs.

Oftentimes it is thought that one has to make a lot of sacrifices to reach Diamond status, but for Jyn, the essential oil business is different as it brings her closer to her family when they are involved and learning about it together.

Jyn always thinks, "Just do it!". In her past experiences, trying new things in life is scary but she has learned that if she never tried, she would have never known how far she can go with her dōTERRA journey.



> THERE IS NO LIMIT TO GROW YOURSELF TOWARDS THE SUCCESS YOU DESIRE.

dōTERRA DIAMOND

Karen Chang

(Malaysia)

Diamond

As a businesswoman, Karen runs multiple businesses. She came across dōTERRA essential oils through her upline, Forest who is also her mentor. Karen and her daughter tried and experienced the amazing benefits of using pure essential oils. Her curiosity grew further and she flew to Penang to meet Forest who shared plenty of information about dōTERRA. Karen was impressed and decided to kick-start her own dōTERRA business.

Direct selling is not something new to Karen. But she found that dōTERRA's culture is unique; it is about creating love and connection, besides being an essential oil lover before starting this business. Throughout the journey, she is grateful that her uplines always support and guide her. She turned her beliefs into passion, motivating and empowering everyone she meets with the pure dōTERRA essential oils.

She builds strong connections by following up on every single customer, showing them that she cares and sharing her knowledge of how essential oils can help them in different aspects of life. Her sincerity won a lot of loyal customers and this is how she grows her business to the next level. When her customers are confident and know how to use the products, then they will opt for the Loyalty Rewards Program (LRP). Her happiest moment is when she received compliments and appreciation from her team and customers, she knew all the hard work is worthwhile.

Of course, there are many sacrifices in this business journey. But one thing Karen has learned is to manage time effectively for her family, team and customers. In addition, dōTERRA has changed her personality. Pre-dōTERRA, she was an impulsive person but now as a leader, she learned about visionary thinking, seeing potential in the team and effectively communicating the business goals.

Karen believes that the only thing keeping her from reaching her maximum potential is the lack of self-belief. "Whatever shape you want your life to be, and believing that you can have it all, setting the intention in your mind and work for it, is all that you need to do". It is through this step by step and persistent change in your mind and action to realise your own dreams and desire.



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As a businesswoman, Karen runs multiple businesses. She came across dōTERRA essential oils through her upline, Forest who is also her mentor. Karen and her daughter tried and experienced the amazing benefits of using pure essential oils. Her curiosity grew further and she flew to Penang to meet Forest who shared plenty of information about dōTERRA. Karen was impressed and decided to kick-start her own dōTERRA business.

Direct selling is not something new to Karen. But she found that dōTERRA's culture is unique; it is about creating love and connection, besides being an essential oil lover before starting this business. Throughout the journey, she is grateful that her uplines always support and guide her. She turned her beliefs into passion, motivating and empowering everyone she meets with the pure dōTERRA essential oils.

She builds strong connections by following up on every single customer, showing them that she cares and sharing her knowledge of how essential oils can help them in different aspects of life. Her sincerity won a lot of loyal customers and this is how she grows her business to the next level. When her customers are confident and know how to use the products, then they will opt for the Loyalty Rewards Program (LRP). Her happiest moment is when she received compliments and appreciation from her team and customers, she knew all the hard work is worthwhile.

Of course, there are many sacrifices in this business journey. But one thing Karen has learned is to manage time effectively for her family, team and customers. In addition, dōTERRA has changed her personality. Pre-dōTERRA, she was an impulsive person but now as a leader, she learned about visionary thinking, seeing potential in the team and effectively communicating the business goals.

Karen believes that the only thing keeping her from reaching her maximum potential is the lack of self-belief. "Whatever shape you want your life to be, and believing that you can have it all, setting the intention in your mind and work for it, is all that you need to do". It is through this step by step and persistent change in your mind and action to realise your own dreams and desire.



Jia Ling did not have much work experience. As soon as she graduated from university, she decided to build her own dōTERRA business. The 3-month internship that she had attended has allowed her plenty of time to think about her future. She also thought that the life she wanted was the same as everyone else; graduate from university, find a job, get married and have children - an ordinary life.

Surprisingly, her 9 to 5 internship changed her mind. She found it to be boring and meaningless and as she was thinking about where she wanted to go in life, she stumbled upon an opportunity to build a business in dōTERRA.

For Jia Ling, dōTERRA business can be built by anyone. She believes that even without a degree, eloquent charisma and good sales techniques are suffice as dōTERRA essential oils speak for itself. Jia Ling believes that you can find your way by sharing your personal essential oil experiences as personal story is the best way to instil confidence. People these days are looking for natural products that can improve their quality of life. The natural, safe and effective dōTERRA's "Gift of the Earth" essential oils have open doors to many opportunities.

The first step is always the hardest, but everyone has to start somewhere. Jia Ling encourages bravery in experiencing rejections, obstacles and struggles. It is very well worth especially when customers share their positive feedback in inspiring essential oil experiences and how it improved their quality of life. As a leader, she loves a company like dōTERRA, a company that creates love and connection and that allows her to follow her own mission to build a successful business.

Jia Ling supports the idea that together, we can make dreams a reality, and turning life into our own fantasy.

> THE MOST EXCITING THING LIFE HAS TAUGHT ME IS NOT THE REALISATION OF DREAMS, BUT THE PERSISTENCE OF HAVING A DREAM.

dōTERRA DIAMOND

Kong Jia Ling
(Malaysia)
Diamond

Liron has never been an enterprising individual. She had always been a housewife, taking care of her husband and children. For the past 16 years, she has devoted all her time to her family. Her husband was the sole breadwinner that enabled her and her family to live a comfortable life. As her children grew older, she has more time in life and with dōTERRA coming into her life, it gave her an opportunity to increase her self-confidence

She was only an essential oil sharer until she joined dōTERRA's incentive trip. She started to commit herself in building a business as she realised being a housewife was no longer a lifetime vocation. She wanted to achieve her own success. Grateful that she follows a team who share the same goals and values, their mutual trust creates inspiration for one another to do their best.

In the early days of building the dōTERRA business, she struggled to gain sharers and builders. As the this requires more of her energy and focus, especially during the Diamond Club period, she communicated with her family to help with household chores and because of their faith and cooperation, it helped to learn about the ways to manage the dōTERRA business efficiently.

When the pandemic happened, many people were forced to stay at home. Liron seized the opportunity and leveraged on online channel communication, and bringing in a lot of customers, she slowly built them up into sharers and builders. Although many people see it as a difficult challenge, Liron turned her hard work into an opportunity to grow her dōTERRA business.

Building herself up to Diamond was such an amazing achievement that she never thought a housewife like her could do. Woman, never underestimate yourself, Liron said. Housewives can also make a positive difference in people's life through power of essential oil.

She is grateful that she took up the courage to step out of her comfort zone to build a sustainable dōTERRA career, that empower her to get through the world crisis. Make yourself uncomfortable is okay. It is the starting of a series of benefits that can dramatically change your life.

Liron believes that when you finally allow yourself to shine, you can overcome all obstacles and together with other like-minded individuals, anyone can empower each other to enrich their lives.

dōTERRA DIAMOND

Liron Hee

(Malaysia)

Diamond



> IF YOU WANT TO GIVE LIGHT TO OTHERS, YOU HAVE TO GLOW YOURSELF.



> CHANGE YOUR THOUGHTS AND YOU WILL CHANGE YOUR LIFE.

Paulette Joy Go
(Philippines)
Diamond

As a Functional Medicine Health Coach and practitioner of positive psychology, I have worked with people with various diagnoses and helped them move past their problems of dwelling on what was weak and needs to be fixed. One of the lessons I learned was being able to help people become "unstuck" and move forward by focusing on what was right and strong in them. This perspective became a launching pad for more adaptive choices to achieve our goals.

How can you make your dreams happen and live a full life? A key step is to leverage your character strengths in service of yourself, your love ones, and the world. The journey to success has never been easy. For instance, in this pandemic, I have been dealing with being separated from my daughter, who currently lives in China, for more than a year now. There is also the added challenge of finishing my graduate studies. It takes passion, commitment, tenacity, grit, courage and hard work during our darkest moments that we must focus to see the light. Short term sacrifice for long term success.

There is not a human being on this planet that goes through life feeling "up" 100% of the time. Eckhart Tolle once said, "The primary cause of unhappiness is never the situation but your thoughts about it." Whether you beat yourself down or lift yourself up, it is a CHOICE. Change your thoughts and you will change your life.

Here are some tips to stay on track:

1. Write down your WHY. Why must you do what you do? Who are you doing it for? Find that reason! When you know your reason, you need no external motivators. It will light a fire in everything you do.

2. Know that life is short. How do you want to be remembered? Our "stories" play a very important role in our lives. Follow your passion. Surround yourself with great people. Recognize that you only get one shot at life to get yourself back on track.

3. Feed your mind with positive and powerful transformative self-development materials. Seek the best mentors with skills on those topics. One example is inner contentment, known as gratitude. Working on being grateful everyday will ensure that you remain in a powerful, positive state.

4. Know where you want to go. The key is to make it meaningful to you. Goals are important because they clearly define where you want to go and keep you on track. Be very specific about what you want and define how you will get it and by when. A goal that is attached to a greater purpose, which might be your love one's or a cause you believe in, keeps you going and growing.

After two car accidents took the lives of the two most important people in her life, Pearly thought she could never recover from the traumatic experiences. For nearly a year, she allowed the tragedy to confine her, thinking it was the end. When in truth, that was the start of her new beginnings.

Back in 2012, Pearly was running a home-based beauty salon business when her best friends, Feyond Chong and Henry Fong introduced her to dōTERRA. She was given a few samples to try, which she used on her clients. Despite getting positive feedbacks, she still did not have the courage to take the first step to build her dōTERRA business.

"I'm not from a well-off family, I cannot afford to start everything from zero." Instead, she became a salaried employee after quitting her home-based business. However, she realized that she is spending less time with her family and thought, with the same amount of effort and time, she could be successful at building her own dōTERRA business. That is when she has decided to follow the footsteps of her best friend.

Unfortunately, not long after that, a car accident took Feyond's life, and shortly after, another car accident ended her husband's life. "Feyond passed away in February and my husband in September. I lost the two most important people in my life within 7 months." Fortunately, Pearly was surrounded by people who kept encouraging her and that motivates her to move forward.

She started going to the gym, which helps to train her mental discipline and through her strong-will, she advanced to Diamond. "We must never allow our dark feelings or negative emotions to ruin our life." According to Pearly, just as long as you keep filling your life with positive energies, you will continue to shine.



dōTERRA DIAMOND

Pearly Wong

(Malaysia)

Diamond

"LIFE IS A MIRROR AND WILL REFLECT BACK TO THE THINKER WHAT SHE THINKS INTO IT."

My interest is in natural products and I have been passionate about essential oils for many years before I met dōTERRA. At that time I was only a user, but when I met dōTERRA, my interest grew to not only enjoying great products, but also utilizing the business opportunity and sharing this good thing with people around me.

As essential oils have their own unique benefits and usages, it is essential that I explore and learn about product information so that I can be an essential oil specialist and have confidence to share oils to people. I have also learned more about running business. Now I am confident in dōTERRA and this will be a career path for me that I really want to pursue for success.

As dōTERRA is a people business and it needs a strong team to achieve goals, there are two groups of people that I identified and approached differently; however, both of these groups need the same factor—getting assistant from me.

The first group is essential to make a dōTERRA business sustainable with a strong foundation. They are product users who enjoy using dōTERRA products. They are not necessarily interested in the dōTERRA business. I called them "Brand Royalty Customers."

The second group is interested in establishing a business with dōTERRA, which I also can identify into two groups:

- *People who already know the products and dōTERRA. I usually play the role of advisor for them and share my experience.*
- *The second group of people don't know much about products and has minimal knowledge about the dōTERRA. For this group, I am a coach, guiding them through learning by doing. I work with them on training and learning until they feel comfortable.*

The dōTERRA journey started with being a user of the products myself. I fell in love with the products. I want to share my phenomenal experience with people around me.

During my first step with dōTERRA, I spent most of my time focused on providing service to customers. It took me about a year to earn trust and be able to build confidence of the people I worked with. I overcame challenges because I believe in dōTERRA and I am confident that this will be the best opportunity for me and many people to change lives. I am proud to be a part of dōTERRA; moreover, I am able to support Co-Impact Sourcing projects to empower people's lives and uplift the communities.



dōTERRA DIAMOND

Rassaporn Yanaprawalapat
(Thailand)
Diamond

> DON'T WORRY ABOUT THE WHOLE STAIRCASE, YOU ONLY NEED TO TAKE THE FIRST STEP IN FRONT OF YOU, TRUST YOUR HEART AND KEEP ON GOING.



Before dōTERRA became a big part of her life, Rosy has never used any essential oils due to the worry of her sensitivity to synthetic chemicals or strong scents that make her feel uncomfortable. When her upline, Vanni, introduced Rosy to dōTERRA essential oils, Rosy's first thought was that it would be the same as the other ones she has tried before. After a thorough explanation by Vanni, Rosy gave dōTERRA essential oils a try. After a sniff of the dōTERRA essential oils, Rosy neither resisted nor felt uncomfortable to the natural scents of dōTERRA essential oils. She quickly realised that it could be the CPTG® standard of dōTERRA essential oils that Vanni had explained about. With that, Rosy's quality of sleep improved significantly and since then she has been on an exciting journey with essential oils sharing.

Challenges and obstacles are what every new starter in the business would face. It was tougher for Rosy as she was new in the Direct Selling and essential oil industry. As time goes, she gained more confidence and overcame most challenges as she gets to understand more about the company, its culture and the benefits of essential oils itself. Not to forget the complete trust of her uplines and team members, their unwavering support gave her the confidence to rise above all her fears into becoming a bright, shining Diamond today. Although challenges are unavoidable, we can always choose to face them positively. As we become stronger individuals, that is when we can start moving forward in life.

For Rosy, success is simple but not easy, she believes that it depends on individual's willingness to take the first step. She encourages everyone to not worry about the whole staircase, but only focus on taking the first step in front of you. With that, trust yourself with all your heart and move forward towards what you want to achieve in life. You only live once so why not take the leap, right?

dōTERRA DIAMOND

Rosy Tang

(Malaysia)

Diamond

dōTERRA®

SE ASIA WELLNESS ADVOCATE RECOGNITION

*current as of **February 2021****

DOUBLE BLUE DIAMONDS





Founder SGMY

Angie Ng

**Rank Recognition is based on Alphabetical Order*

PRESIDENTIAL DIAMONDS



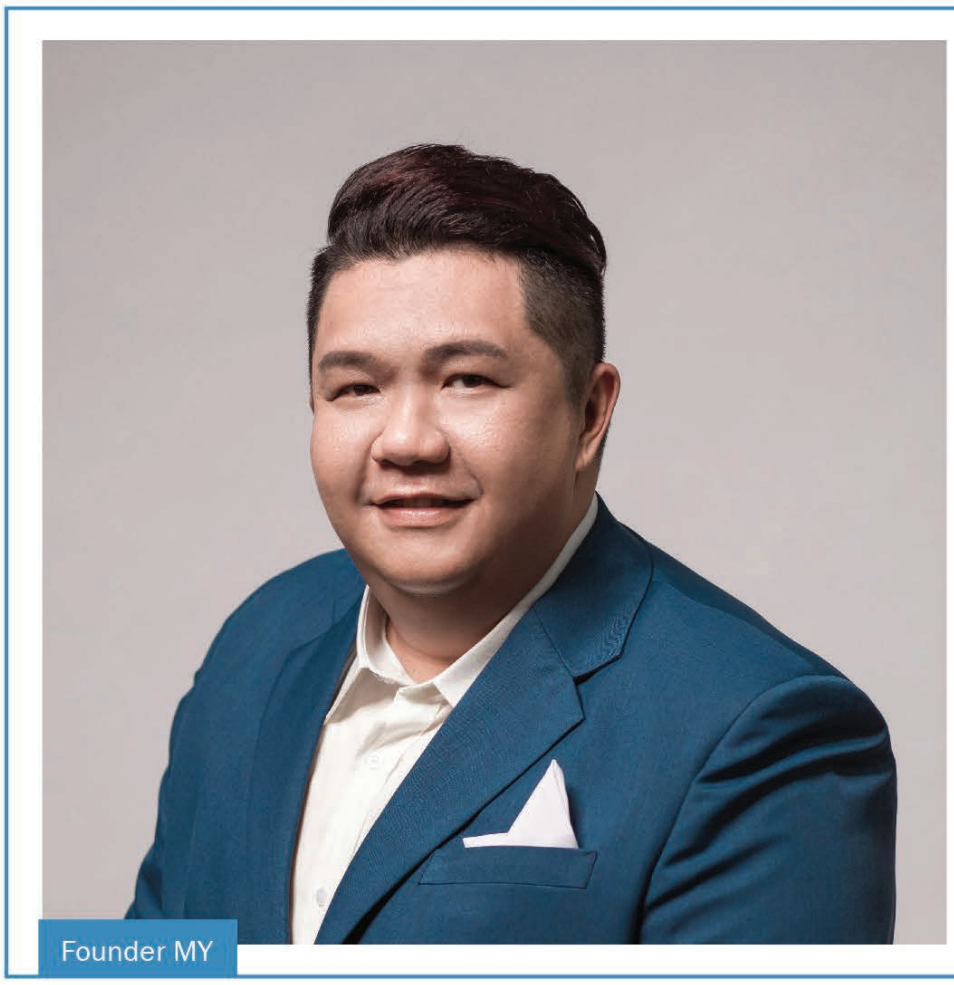
Henry Fong



Joshua Ang Dun Xin



Lam Yee Mun & Stanley Ho



Lim Mian Foo

PRESIDENTIAL DIAMONDS


Founder MY

Pauline Tey


Founder MY

Winny Yeoh

BLUE DIAMONDS


Founder MY

Annda Lee


Founder SGMY

Bryan Chew


Founder SGMY

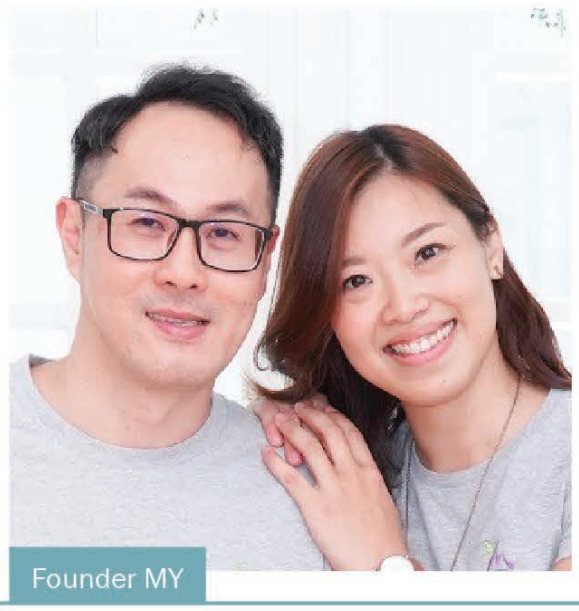
Chok Sin Ee


Founder SGMY

Chua Hong Leong & Law Shu Li


Founder SGMY

Elizabeth Ho


Founder MY

Forest Chew & Steven Teh

BLUE DIAMONDS



Janet Kang



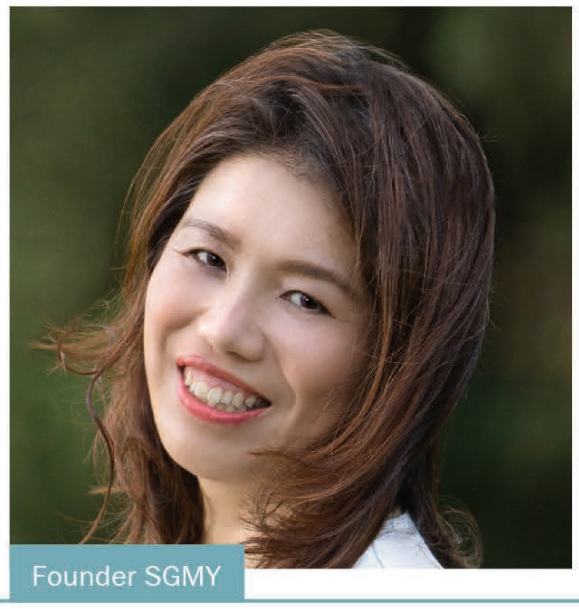
Katherine Yu



Ko Den Hong



Kweenie Ooi



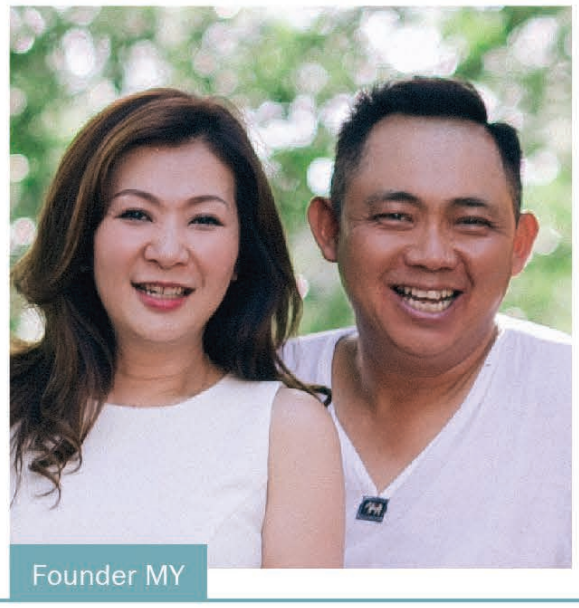
Lee Seang Looi



Lee Shiao Tao



Patricia Yeo



Steven Ooi & Ho Mei Li



Sunny Wong

BLUE DIAMONDS



Thitiporn Phoemthaweesuk

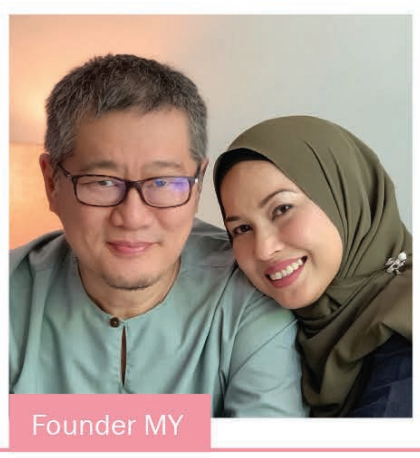


Ting See Ling



Vanni Ling

DIAMONDS



Adam One Family



Alan Tay & Coei Choo



Andrea Chin



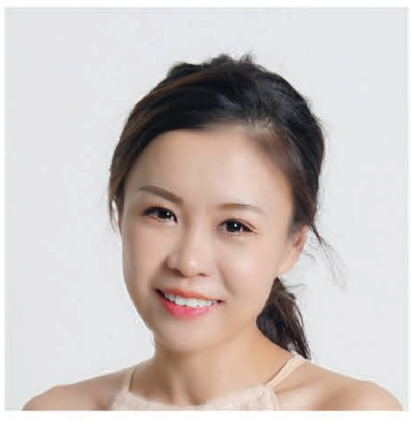
Candy Ong



Caroline Huynh



Charlene Lu

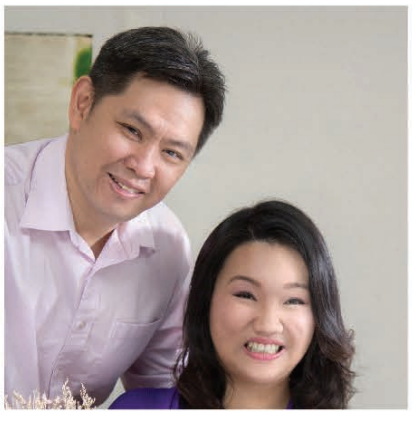


Chia Pei Shan



Cynthia Woon

DIAMONDS



Deborah Wong & Fabian Tan



Dennis Tan



Founder MY

Dr. Tan Kui Chin



Dussadee Puengpreeda



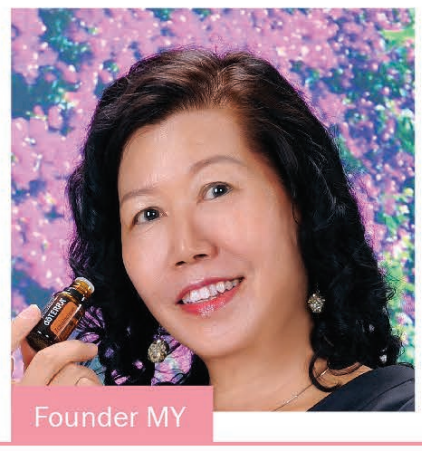
Eva Teoh



Evon Lim



Fion Loo



Founder MY

Foo Siew Ping



Foong Jia Li



Ivy Loh



James Neo



Janice Choo



Janice Goh



Jenies Seow



Jeniifer Chong



Jenny Wai

DIAMONDS



Jimmy Foo



Jocelyn Teh



Jyn Loi Li Chin



Karen Chang



Kong Hung Geok



Kong Jia Ling



Lau C Hun



Lee Eng Kiat



Lee Hui Ling &
Ng Say Leong



Lee Sze Lin



Lim Bee Yong



Liron Hee



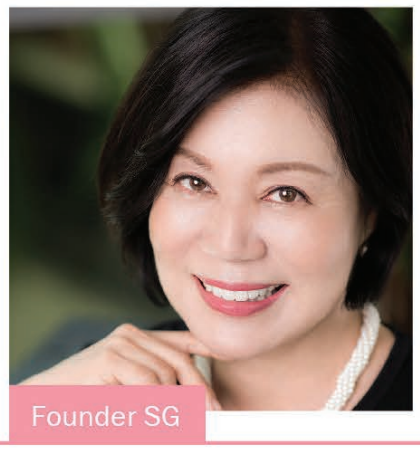
Liu Wenhui



Lomax Ang



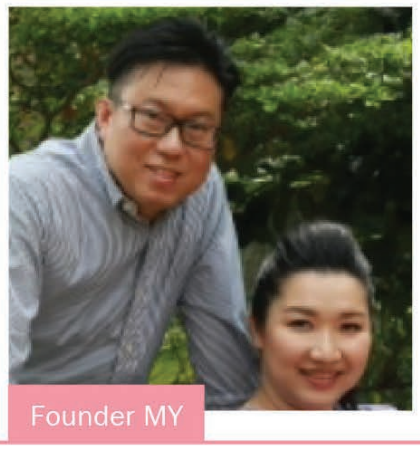
Max Lee



Michelle Yong

DIAMONDS




Founder MY

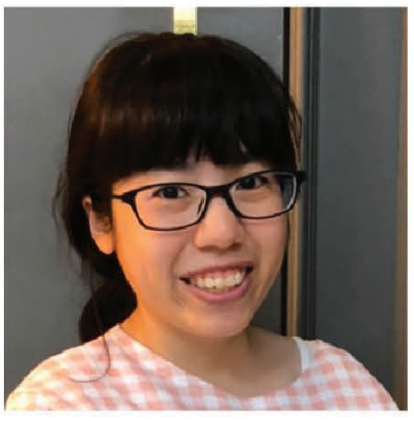
Ncsanda Wong & Derek Phang


Founder SG

Nicole Tay



Paulette Joy Go



Paweena Tangchawalit



Pearly Wong



Piteulia Foo



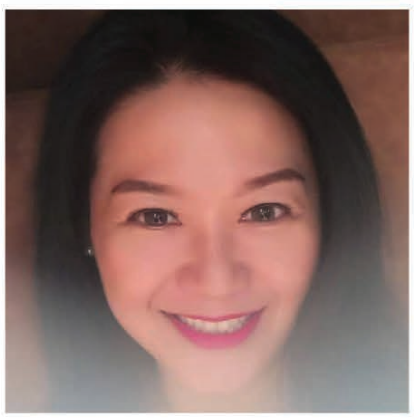
Rassaporn Yanaprawalapat


Founder MY

Raymond Pan



Rosy Tang



Samantha Loh



Sandra Lee


Founder SG

Sri Mulyadi & Paul Filmer



Tan Jen Lee



Tan Yoke Mui



Vecus & Vivien



Wilfred Loh

PLATINUM



Albert Au



Andus Low



Ang Yean Khim



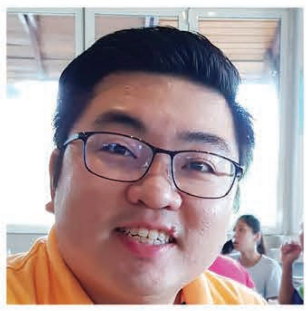
Angelina Blank



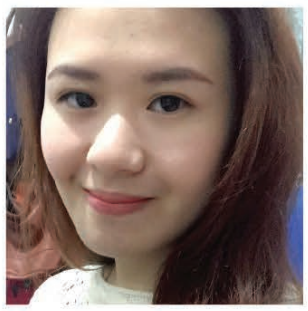
Angie Ong



Apple Yong



Cannan



Catherine Kong



Chai Bao Yi



Chai Kee Mian



Christine Gun



Chua Kwee Lee



Chuah Ah Teen



Chuah Sai Peoh



Dennis Koh



Eng Zee Lin



Grace Phoon



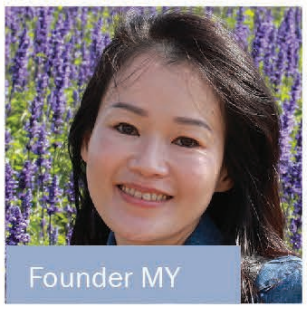
Hilda Lau



Irene Ngiam



Jacki Lim



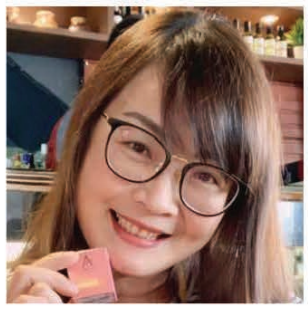
Jovin Tan



Kong Hung Pui



Lee Gen Jie



Ling Kok Siew



Mandy Loh

PLATINUM



Nuthika Chongsawad



Phartchai Rueansit



Queenie Villostas



Ratchadawan Wongprasert



Rona Dhamali



Soong Suk Pui



Tan Ken Ten



Tiong Sing Yee



Wong Wai Kuan



Yvonne Cheah



Zhang Wei

PLATINUMS (WITHOUT PICTURE)

Chan Chee Weng
Hoe Chi Wei
Jeremy Ang
Law Kung Pui
Lee Qiau Rou
Tang Tua Baa
Tey Chin Lian & Tey Chui Lian
Yeoh Jing Li

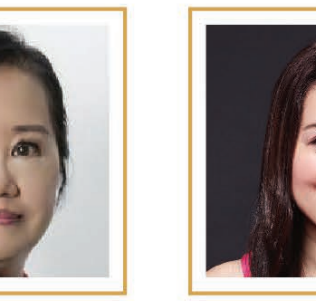
GOLD



Abby Boo



Adeline Wong



Alecia Foo



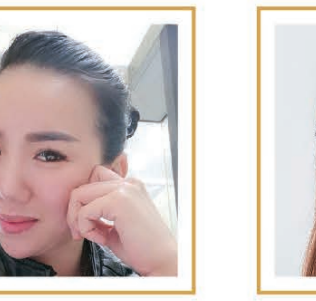
Amanda Quah



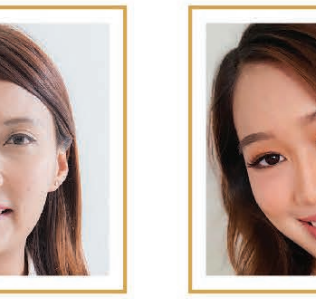
Ang Choon Cheak



Angeline Veloso Rosales



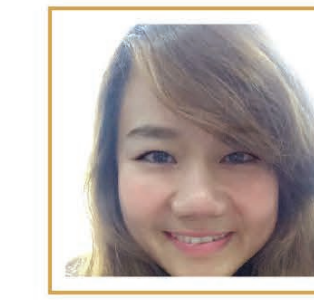
Angie Teoh Ean Kheng



Ann Loy



Arena Wan



Callie Ng

Angeline Nai Eng Choo

Carmen Tan

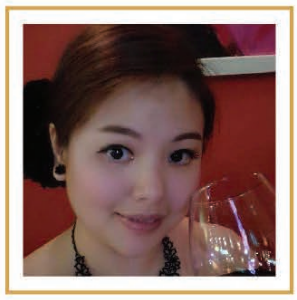
GOLD



Caroline Yeoh Win Nee



Chan Yan Lu



Cherry Lim



Chia Pei Woon



Chiew Geok Ping



Chin Soon Khoon



Chow Ai Lean



Christie Tang



Christine Chua



Chuah Yew Yean



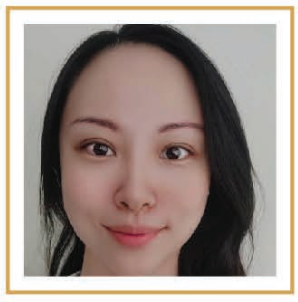
Claire Lau



Clarie Ong Ho Sin



Constance Xin Yen



Daphne Tan Seu Lee



David Yap Nien Sunn



Derrick Koid Wah Seong



Ding Wei Teng



Doo Zhi Xuan



Elaine Law Yee Ling



Elaine Phua



Elles Lim Hui Ling



Fanny Chu



Fion Tan Yoke Tuan



Fraeda Seow



Gan Bee Bee



Gan Choon Lian



Ginney Chew



Goh Suan Chin



Grace Chiew & Vicky Kong



Grace Ng



Grynn Chang



Gwen Beatrice Teo



H'ng Kwang Khai



Ho Jeng Jeng



Ike Yuanita



Irene Leong

GOLD



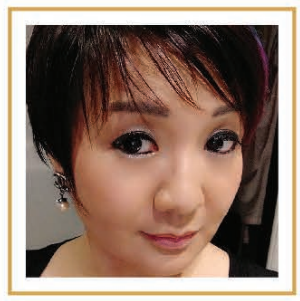
Jacy Lim



James Wong Yi Xiu



Janet Lim Pei Yin



Jasmine Ho



Jasmine Tay



Jayne Hee



Jenny Liew



Jenny Loo Lay Yeo



Jess Chong



Joyce Law



June Sim



Kathryn Wong



Kathy Seo



Kavitha Kolandaveloo



Kennie Loke



Kong Chew Ngok



Kong Jia Wei



Lee Chan Yuen & Yap Li Teng



Lee Chooi Lim



Lee Eai Luan



Lee Lai Peng



Lee Sai Guat



Lee Seow Yun



Lee Shi Wen & Chang Chay Hong



Lee Siew Bee



Lee Wei Mee



Lily Aw



Lim Bee Ha



Lim Chin Yin



Lim Mei Xain



Ling Kok Siew



Ling Kuok Eng



Ling Xi Yuin



Loh Jaw Horng



Loh Wan Qi



Louisa Gomulya

GOLD



Low Chai Eng



Maggie Liang



Manson Soo



Marcus Yeo



Mary Joan Landicho



Melissa Lim Ean Ni



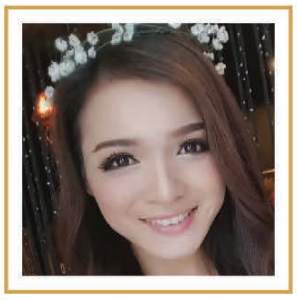
MelMel Hui



Michael Tay



Ng Chin Hwa



Ng Choon Choon



Ng Siew Len



Nicole Chin Siew Teen



Nicole Tan & Sherwyn Chew



Ninart Kasemsai



Nora Teu Pui Yee



Ong Poh Chin



Ooi Lee Yin



Pauline Yeo & Vincent Kang



Priscilla Goh



Pung Hoi Hong



Rachel Lim



Regie Pastera Mendoza



Rosalind Lim



Saffron Ng



Seaan Yew



Shelly Tan



Sheum Choy Kuan



Simon Lew



Sophie Soo



Stephanie Yi



Sutheepong Yonpramotsakul



Sylvi Agustina & Tandriadi Chandra



Tan Chew Mooi



Tan Chia Sing



Tan Geok Ching



Tan Sheau Ling

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Tan Suan Bee



Tan Theam Chun



Tan Theng Han



Tan Yam Chuan



Tan Yee Chun



Tanya Lai



Tanya Sng



Tapalin Charoensook



Teoh Qi Yi



Tiong Yee Hoon



Veronica Chew



Vicky Tan



Vince Lean



Wendy Lee



Wendy Ooi



Wong Si Chin



Wong Siong Bing



Yasuko & Takamori Uetsuhara



Yeannie Ng



Yit Li Ling

GOLDS (WITHOUT PICTURE)

Bob Tang
Brandon Chew
Chea Yuan Miin
Cheang Pooi San
Chiah Seng
Chin Kok Feng
Kong Siew Ken
Lee Yoon Foon
Liew Choi Har
Loo Yen Ching
Mah Su Yin & Wilfred Liow Lye Jue
Ong Yin Tak
Ong Ying Soo
Pang Yew Lee
Precision Sales & Marketing
Seok Lan Ng
Shirley Teo
Syenly Laurentia Lugiman
Tay Siok Keow
Toper Sdn Bhd
Wong Kee Eng
Yan Chwee Chong
Yap Lan
Yeoh Ah Hong
Yu Hui Li

SILVER

Seow Jung Kun

Sharron Wan

Shirley Kong Kei Ying & Tang Tung Hock

Shirley Wong

Sia Lee Lee

Sienna Lim

Sim Yi Jin

Sinnasamy Vasudra Davi

Siok Koon Chuah

So Lee Lee

So Siew Hing

So Wan Nee

Somthawin Sa-nguansap

Song Swee Kuan

Sony Lim

Soo Eng Leong

Stephanie Lim

Suan Teck Ching & Chuan Teck Ching

Suan Teck Yi

Susantio Astrid

Susie Lau Su Su

Sutanto Daryanti

Sylvia Hakiki

Tamara Nakrasova

Tan Ah Boo

Tan Ai Chin

Tan Alan

Tan Bee Bee

Tan Bee Hong

Tan Choong Heng

Tan Harn Yee

Tan Jiann Lin

Tan Lay Im

Tan Lee Eng

Tan Looi Hong

Tan Michelle

Tan Ming Ming

Tan Qi Han

Tan Shu An

Tan Tian Hong Alvin

Tan Yang Nai

Tan Zi Ling

Tanawan Tanakkasaeranee

Tang Lok Lee Michael

Tang Ming Luan

Tang Pei Lei

Tang Sew Ling

Tang Siew Kiong

Tatchai Chailapsiri

Tay Bee Lai

Tay Kwee Lian

Tay Shirley

Teay Rui Feng & Chin Su Ching

Tee Ai See

Tee Pheng Chiew

Tee Swee Ying

Tee Yee Woan

Teo Francis

Teo Hee Kee

Teresa Boo Sheue Ai

Thalawathugodha Nikko

Thananrada Thananart

The Body Space Yoga & Dance Studio

The Loe Chi

Therapy Work S1ders

Th'Ng Chiew Gan

Tiang Sii Huat

Ting Geik Poh & Phang Siew Wey

Ting Ley Yin

Tnew Poh Yuin

Toh Li Ping Teelia

Toh Tai Keun

Tuak Chu Chin

Vinnie Soh Wan Xiang

Virginia Aileen Cayco Bonifacio

Vongphet Silasouk

Voo Lee Chu

Waeota Rangseeprasertsin

Wan Mok Chan

Wang Chun Li

Warisa Iamsaard

Winnie Ding Swee Hung

Wo Pow Pow

Won Yann Lih

Wong Ah Choy

Wong Chee Kean

Wong Ei Min

Wong Hui Ping

Wong Kuan Seng

Wong Lay Hua

Wong Lee May

Wong Leh Keong

Wong Mew Teng

Wong Mine Chae

Wong Siew Kuen

Wong Su Zhing

Woon Pei Qi

Yak Siew Gim

Yan Kin Wan

Yap Li Fei

Yap Sow Chan

Yap Wan Chien

Yap Yee Sin

Yarika Kruaboonma

Yeau Siew Moi

Yeoh Siew Foong

Yii Su Ing & Yii Su Ming

Yin Mary

Yong Sia Lim

Yong Teck Leong

Yong Tze Tien

You Jie Kevin Mok

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