

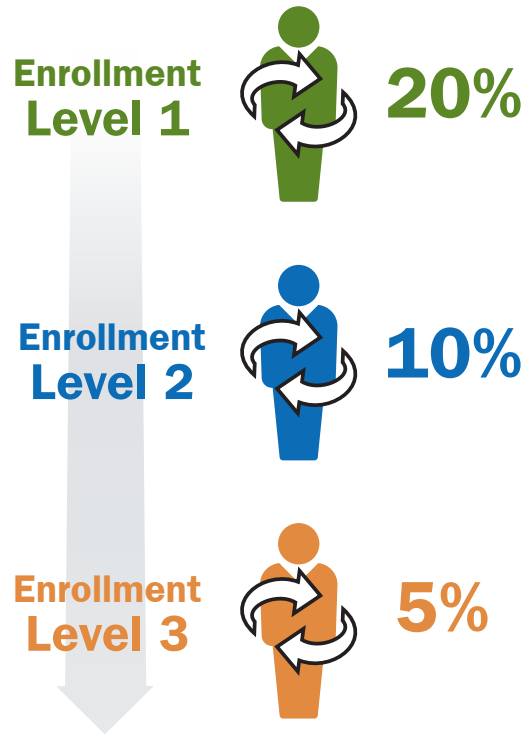
Retail Profit (Paid Monthly)

Wellness Advocates earn 25 percent profit on purchases made by their Retail Customers.

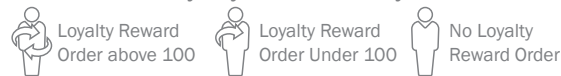


Fast Start Bonus (Paid Weekly)

Paid on a new enrollee's PV for their first 60 days. Each enroller must have a 100 PV Loyalty Rewards order template to participate.

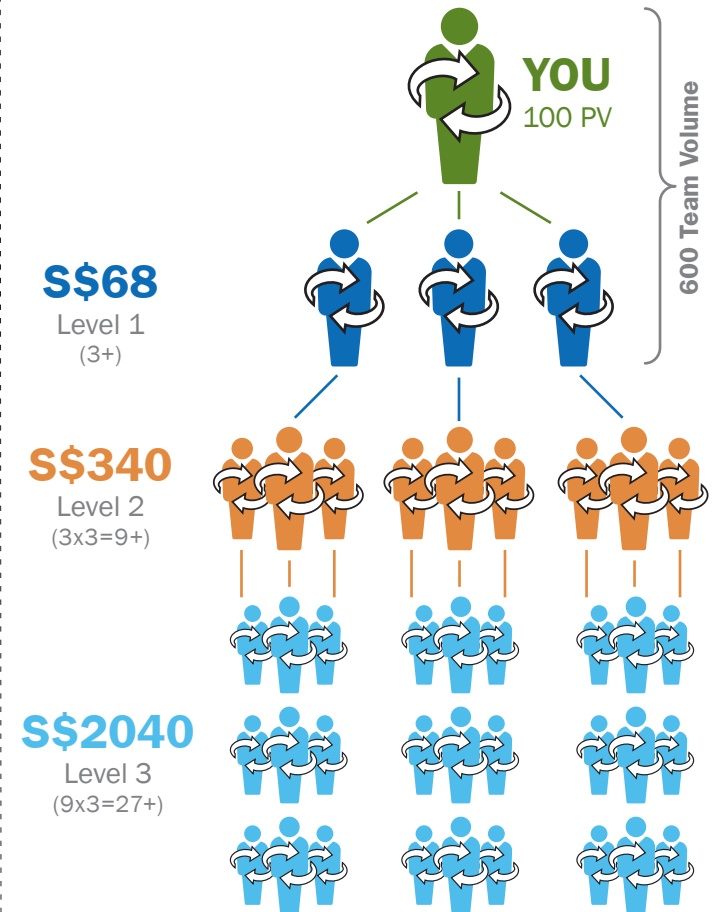


Loyalty Rewards Key



Power of 3™ Bonus (Paid Monthly)


See the Power of 3 details page for a complete description of rules and requirements.



* Must be qualifying as a Wellness Advocate to receive these bonuses.

dōTERRA[®] Compensation Plan: Residual Earnings

Unilevel Organizational Bonus (paid monthly on compressed organizational volume)

Paid as Title	Wellness Advocate	Manager	Director	Executive	Elite	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100
Monthly OV	-	500	1,000	2,000	3,000	5,000	-	-	-	-	-	-
Qualified Legs*	-	-	-	-	-	2	3	3	3	4	5	6
Leg Requirements	-	-	-	-	-	Executive	Elite	Premier	Silver	Silver	Gold	Platinum
Level 1	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Level 2		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Level 3			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 4				5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 5					6%	6%	6%	6%	6%	6%	6%	6%
Level 6						6%	6%	6%	6%	6%	6%	6%
Level 7							7%	7%	7%	7%	7%	7%
Dynamic Compression												

By qualifying at tops ranks, Wellness Advocates can earn a percentage of dōTERRA's global commissionable volume. Shares are earned in the pools each month that the qualifying pin title is achieved and maintained.

Leadership Pools (paid monthly on compressed organizational volume)

Paid as Title	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond	
	Leadership Performance Pool				Diamond Performance Pool			
# of shares	1	5	10		1	2	3	
Additional Shares	1+	1+	1+		1+	1+	1+	
	2%				1%			
	Empowerment Pool					Diamond Pool	Blue Diamond Pool	Presidential Diamond Pool
	1 share per 100 PV enrollment				# of shares	3	3	3
# of possible shares	1	1	2		Additional Shares	1+	1+	1+
	1.25%					1%	1%	1%

Empowerment Pool: Each Silver and Premier who personally enroll a wholesale member with 100 PV that month will receive one share. Each Gold is eligible for up to two shares. Golds receive one share when they personally enroll one wholesale member with 100 PV, and two shares when they enroll two or more.

Leadership Pool: Each Silver earns one share, each Gold earns five shares, and each Platinum earns ten shares.

Diamond Performance Pool: Each Diamond earns one share, each Blue Diamond earns two shares, each Presidential Diamond earns three shares.

Diamond Pool: Each Diamond receives three shares.

Blue Diamond Pool: Each Blue Diamond receives three shares.

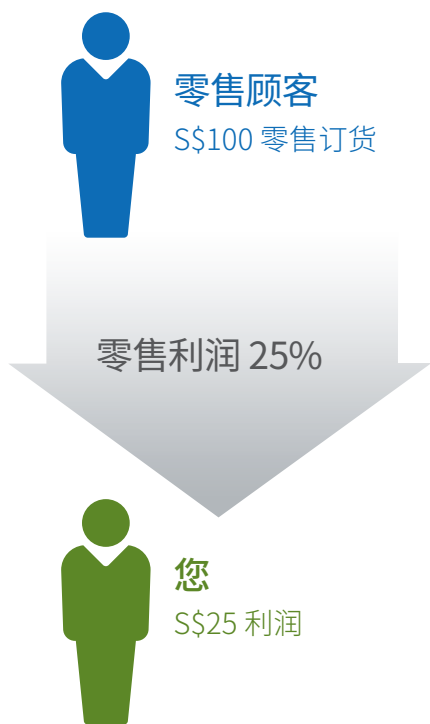
Presidential Pool: Each Presidential Diamond receives three shares.

Additional Shares: Wellness Advocates can earn additional shares of the pool for which they qualify by helping their personally enrolled Wellness Advocates advance to Elite (Leadership Performance Pool), Premier (Diamond Performance Pool, Diamond Pool, and Blue Diamond Pool), and Silver (Presidential Diamond Pool). Personally enrolled Wellness Advocates must be first-time qualifiers. There is no limit to how many additional shares can be earned.

*Legs must be personally enrolled.

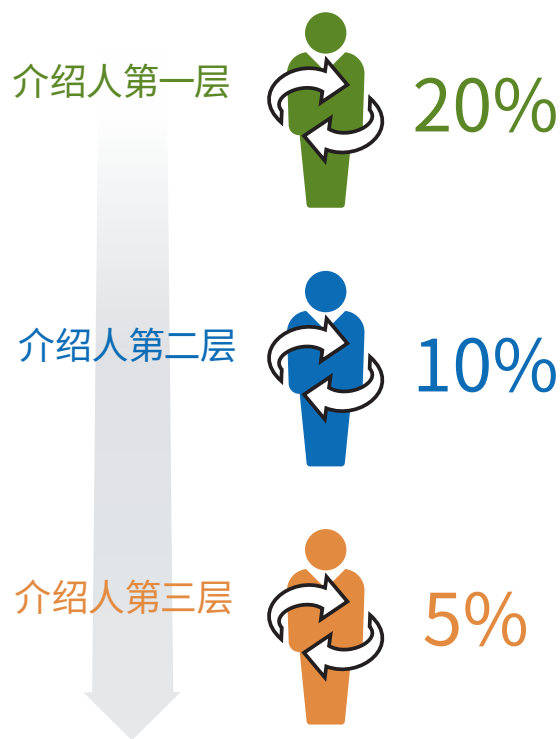
零售利润 (按月给付)

健康倡导者可从零售顾客的订单中获得25%的零售利润。



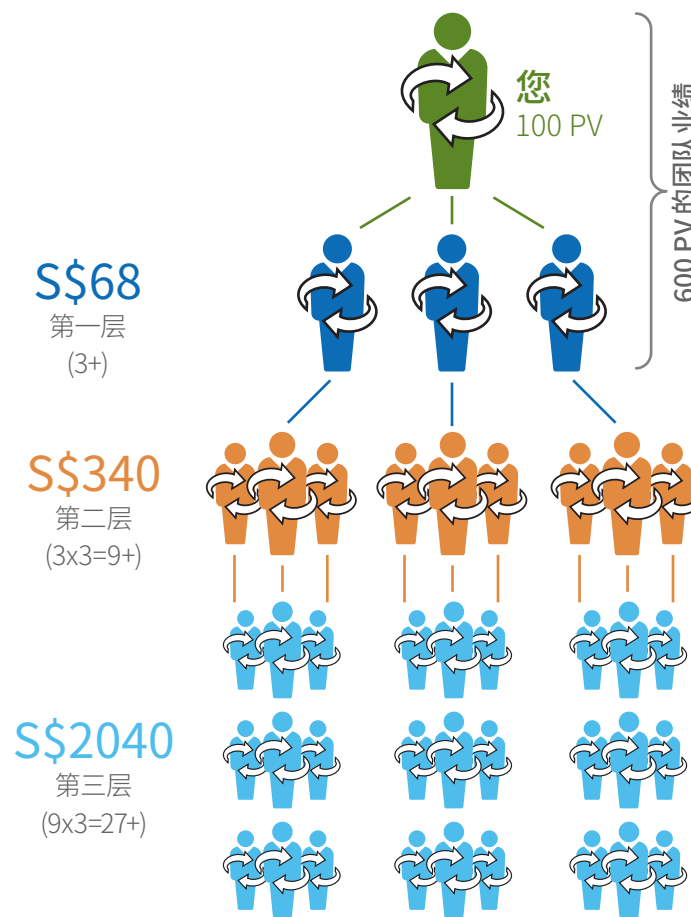
快速奖金 (按周给付)

介绍人亲自介绍入会的会员入会后60天的业绩(PV)将作为利润支付给介绍人介绍人需要保持达到100PV的忠诚顾客奖励计划的业绩。














Power of 3™ 三次方奖金 (按月给付)

详细说明及合格标准请见三次方奖金说明的专页。



* 必须符合资格成为一位健康倡导者, 方可获得奖金。

太阳系组织奖金 (根据压缩的组织业绩按月给付)

按级别给付	健康倡导者	经理	总监	执行总监	菁英	尊爵	银级	黄金	白金	钻石	蓝钻	总裁钻石
每月个人业绩PV	50	100	100	100	100	100	100	100	100	100	100	100
每月团队业绩OV	*	500	1,000	2,000	3,000	5,000	*	*	*	*	*	*
合格下线*	*	*	*	*	*	2	3	3	3	4	5	6
下线的合格标准	*	*	*	*	*	执行总监	菁英	尊爵	银级	银级	黄金	白金
第一层	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
第二层		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
第三层			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
第四层				5%	5%	5%	5%	5%	5%	5%	5%	5%
第五层					6%	6%	6%	6%	6%	6%	6%	6%
第六层						6%	6%	6%	6%	6%	6%	6%
第七层							7%	7%	7%	7%	7%	7%
强力压缩												

达到领袖级别的健康倡导者们可以获得dōTERRA全球营业额的一部分作为奖金池分红。健康倡导者需达到并保持所需级别和考核要求才可资格获得分红。

领袖基金 (根据压缩的组织业绩按月给付)

按级别给付	尊爵	银级	黄金	白金	钻石	蓝钻	总裁钻石	
	领袖业绩基金				钻石业绩基金			
份额数量	1	5	10		1	2	3	
额外份额	1+	1+	1+		1+	1+	1+	
	2%				1%			
	新顾客销售奖金					钻石基金	蓝钻基金	总裁钻石基金
	每单笔达到100PV的入会订单可获得一个份额				份额数量	3	3	3
可获得份额数量	1	1	2	额外份额	1+	1+	1+	
	1.25%					1%	1%	1%

新顾客销售奖金: 每位银级和尊爵级别的会员可以从当月亲自介绍入会,并完成单笔达到100PV入会订单的自用会员/健康倡导者上获得1份份额。每位黄金级别的会员最多可获得2份份额。黄金会员同样可从100PV入会订单中获得1份份额,如果他们为两名以上符合要求的会员入会,则可获得2份份额。

领袖业绩基金: 每位银级级别的会员可以获得1份的份额,黄金会员可以获得5份,而白金会员可以获得10份。

钻石业绩基金: 每一位钻石级别的会员可以获得1份的份额,蓝钻会员可以获得2份,总裁钻石会员可以获得3份。

钻石基金: 每一位钻石级别的会员可以获得3份的份额。

蓝钻基金: 每一位蓝钻级别的会员可以获得3份的份额。

总裁钻石基金: 每一位总裁钻石级别的会员可以获得3份的份额。

额外份额: 健康倡导者可以通过帮助其亲自入会的健康倡导者晋级至菁英(领导力绩效池),尊爵(钻石业绩基金,钻石基金和蓝钻基金)和银级级别(总裁钻石基金)来获得奖金。亲自入会健康倡导者必须是首次晋级才可做效。同一时间可以赚取多少额外份额的数量上是没有限制的。

*下线必须是亲自介绍入会者。