# döterra Malaysia COCCAS Nije

Southeast Asia Recognition Magazine | Vol. 8



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Blue Tansy, Guaiacwood, Mālama, Phenomenal

pg.22 healinghands

Rehabilitation of the Mabuhay Deseret House in Cebu pg.**24** Co-Impact: **Blue Tansy** 



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**Message From The Founder** 

### Triple Our Impact by 2030

#### Dear Leader,

For 14 years, we've quietly gone about doing good while dramatically disrupting corporate responsibility norms. But amid today's culture of faster and cheaper, it is time for dōTERRA to take a more public stand.

Indeed, as we welcome the next era of doTERRA, we resolve not just to continue to uphold our original values, but also to triple our impact by 2030 – to boldly set the example of a company that prioritizes pure products, people, and the planet.

By the close of 2030, our goal is to triple our impact with the people we empower, communities we serve, and lives we improve. We will achieve this goal because of our enduring pursuit of purity. Together with you, our Wellness Advocates, we can close out this decade by enriching more lives with our pure products, pure intentions, pure business practices, and our pure love for humanity.

### Join us!

With your help, we can triple our impact by 2030 and continue to help the world heal one drop, one person, one community at a time. These are doTERRA's Impact Goals for the year 2030.



### People Empowered and Lives Improved

<b>1.2mil</b>	people empowered with sourcing jobs
3mil	lives supported by sourcing jobs
5.8mil	lives improved through social impact projects
10mil	total lives improved

#### **Progress Made**

With our support, ensure that 95% of our 270 partner supply chains have achieved Silver or higher, 55% reach Gold, and 35% reach Diamond level on the Co-Impact Sourcing Scorecard by 2030.

### **Lives Improved**

By 2030, consistently improve the lives of more than 1 million people via the Match Program and donate \$3 million annually to prevent human trafficking, rescue victims from exploitation and victimization, and restore dignity for survivors.

### **Progress Made**

Our goal by 2030 is carbon neutrality. Along with a comprehensive plan to reduce carbon emissions, we will plant more than 1 million trees at Kealakekua Mountain Reserve, Hawaii by 2030.

Warmest Regards, **Corey Lindley** Chief Executive Officer

### **Ask The Expert**

### From Harvest to Bottle, Farmer to Family

Have you ever wondered what happens after the harvest? The refining and bottling processes for doTERRA® essential oils are more intricate than you might think. It takes a lot of collaboration and work to bring an essential oil from a remote garden, field, or forest to you.

Let's take Copaiba. After the essential oil has been collected from trees deep in the Amazon Rainforest, it's packaged in barrels and shipped from Brazil to one of our worldwide manufacturing facilities. Let's say this shipment heads to Pleasant Grove, Utah. It then reaches a crucial stage: testing for purity. Once the essential oil reaches our facilities, it goes through several rounds of testing. Scientists ensure dōTERRA essential oils are free of any synthetics or unwanted materials. If the essential oil doesn't reach the dōTERRA high standards of quality, it'll go through a refinement process to get rid of any sediments or microbacteria.

After the essential oil has been tested, it's transferred to stainless steel totes, which prevent any bacteria from growing. From this point in the process, the essential oil can be sent to one of the manufacturing facilities dōTERRA has abroad or stay at the facility in Pleasant Grove. If the essential oil, like Clove, is going into a blend, like dōTERRA® On Guard®, it'll make its way to the blending tank. This giant machine can blend up to 10,000 kilograms of essential oil at a time. Once the oil blend has been created, it may go through a second round of refining to get rid of any excess water created in the blending process. This refinement can take up to two weeks to complete.

While an essential oil is being tested and refined, bottles, caps, and labels are produced, and they all come together in a beautiful symphony in the fill suite. The bottles arrive at the fill suite on flats that are sealed in plastic to maintain quality. If the bottles are unwrapped outside the fill suite, they're considered contaminated and can no longer be used. Once the bottles enter the suite, which is considered a clean room, they're unwrapped and loaded into the filling machine on several trays. The bottles are then fed through the machine, filling them with pure essential oil two at a time. After being filled, the bottles make their way to the

capping portion of the line, where the caps are applied by machine. A torquing mechanism applies the proper torque to the lid to guarantee each one is screwed on to the exact tightness. The filled bottles pass through a sensor that ensures the lids are on correctly and the bottles are filled with the proper amount of essential oil. It's then time for labels to be applied. After the labels are on the bottles, they're sent down the next conveyor belt to a quality check station.

A quality checker removes bottles from the line and performs a visual check, because sometimes even the best machines make mistakes. These quality checkers determine whether the bottles have enough essential oil in them, and the labels have been correctly applied. Once the essential oil batch passes this quality check, it's loaded into recyclable boxes. The boxes are stacked on a pallet and shipped to the dōTERRA Fulfillment Center in Lindon, Utah. It's there that essential oils can be picked and pulled for kits, and individual orders that make their way to your home.

Much care, effort, and attention goes into creating pure essential oils. Hundreds of people work together to make it possible for even one bottle to be produced. dōTERRA has implemented the best processes and protocols, because that's what you and these gifts of the earth deserve. The next time you open a bottle of your favorite essential oil, beyond experiencing its beautiful aroma and benefits, we hope you can sense the love dōTERRA has for you and your family.



### dōTERRA Singapore

Earlier this year, we stepped into 2022 with an optimistic outlook that things will turn around after having experienced many restrictions due to the pandemic. When it was finally announced that restrictions on physical events were lifted, we knew would be entering an exciting chapter and this couldn't be truer.

> Scalp Therapy

### Nothing Like True Connection In-person

Since the beginning of the year, we have had three Wellness Day events where we invited the public into our Product Center for an informative and immersive essential oils experience. The event attendees were able to smell, try, and experience our essential oils in-person, at our themed experiential booths and learn how each oil can benefit them.

On top of that, our leaders were also invited to share how dōTERRA has elevated their wellness and changed their lives. During the events, we witnessed the importance of sharing stories face-to-face and allowing people to experience the oils for themselves. Coupled with the fact that we weren't able to gather in-person at this scale for the past year, it was even more surreal and heartening to see our leaders coming together and spreading their knowledge and passion for doTERRA essential oils.

Not only did the in-person events work wonders to make connecting easier and more genuine, this also rang true for our staff who worked hard to bring the events to life. After having many restrictions on our corporate activities due to the pandemic, working on Wellness Day definitely has helped the team reach a new milestone of teamwork and synergy.

Even though we are stepping into the latter part of 2022; we're definitely not slowing down. We can't wait to bring more in-person events to our community and recreate that euphoric sense of cohesiveness and passion every time.

Warmest Regards

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**Geraldine Toh** General Manager, doTERRA Singapore



### dōTERRA Malaysia

As a doTERRA family with great passion and greater hopes, we see potential in impacting more lives in the coming years. Through emerging markets where entrepreneurial spirit can unleash enormous opportunity, our global goal is to triple our impact by 2030!

### Our Global Goal is to Triple Our Impact by 2030!

Our commitment is to serve the community, empower people, make continuous progress and improve lives. In 2021, we empowered people in under-served regions of the world by supporting 463,025 jobs with nearly 3 million lives improved in sourcing communities. We've also donated USD2.3 million to these communities to improve their health, safety and self-reliance. An additional of USD14.5 million were donated to global humanitarian projects to improve lives and reduce human vulnerability, including providing relief to more than half a million individuals impacted by COVID-19.

Besides financial contributions, dōTERRA opened the Sanaag Speciality Hospital in rural Somaliland, providing healthcare access to more than 600,000 people, and raised USD2.5 million to fund the hospital operations for the next five years. In that same year, we received a 2021 SEAL Environmental Initiatives Award for our effort in protecting, restoring and contributing to the largest reforestation initiative in Hawaii. In addition to our global goal, dōTERRA Malaysia is progressing towards a transformational journey. We aim to triple our local impact by year 2030. Our mission is the triple the lives we can improve, triple the people we can empower and triple the people we can help. We strive to share the resources, education, tools, and solutions that can empower anyone to make their own informed decisions about the wellbeing of themselves and their loved ones. We continuously empower our leaders and members to reach out and share the goodness of dōTERRA products to their communities. Through our Loyalty Reward Program, we embrace our loyal customers by rewarding them and hope to



serve them with excellence. Moreover, we continue to impact more lives through the Healing Hands initiative. We aim to develop long-term, mutually beneficial partnerships that help the underprivileged to become self-reliant in their day-to-day lives.

By looking ahead, we are accelerating towards achieving our goal with these four approaches. Firstly, we've launched new products such as Deep Blue Skin Care Stick + Copaiba, Brightening Gel, Abode Essential Oil, On Guard Mouthwash, Blue Tansy, Malama, Guaiac Wood, Phenomenal and more. We take pride in satisfying the needs of our customers and we will continue to expand our range of products to give a positive impact to our community.

Secondly, we equipped our dōTERRA family with comprehensive business tools, education and training to impact more lives. After two long years of pandemic, the dōTERRA Southeast Asia Leaders Day Event was held. The speakers delivered such an excellent presentation that kept every participant excited. From dōTERRA corporate speakers to SEA regional leaders, they have shared invaluable knowledge and experiences that touched the lives of many participants. Moreover, with the Diamond Club 2022 and Silver Club 2022, these programs are designed to build positive habits of sharing, enhance leadership skills, improve enrolment rate, encourage repeat purchases and retain loyal customers.

Thirdly, we strive to continuously improve our brand's position and perception in the market. We held a L!ve Pop-Up Event on August 4th to 5th 2022 at KL Eco City Mall Main Concourse where we had about 300 attendees. Meanwhile, on August 6th 2022, dōTERRA Malaysia held an Opening Ceremony to welcome customers to our newly upgraded Product Center and New Training Center.

Lastly, through our Healing Hands initiative in the first half of 2022, we've donated RM30,000 to Global Shepherds Berhad, a non-profit organization providing social support services to non-Malaysians who are victims of gender-based violence, abuse and neglect exploitation. We





also provide dōTERRA's Hope Touch aromatherapy oil, which is currently being used as one of the therapeutic approach to support trafficked victims. Together with your support, we can strengthen the anti-human trafficking cause in Malaysia.

In the second half of 2022, dōTERRA Healing Hands Malaysia pledge to support the meaningful movement of Relay For Life. We are donating 100% of the product sales of dōTERRA SPA Rose Hand Lotion from August 2022 to November 2022 to the National Cancer Society of Malaysia (NCSM). Relay For Life is an international movement involving a community of cancer patients, survivors, caregivers, volunteers, and participants who believe that the future can be free from cancer. Let's join our hands and fight together with the community in need to defeat cancer.

With all these commitments, we are dedicated to educate customers on the benefits of essential oils in hopes to make a positive impact in their lives. We wish to empower more people to take charge of their lives, continue to share their love of dōTERRA products and ride on this hopeful business opportunity. In dōTERRA, we are devoted to providing only the purest essential oil to our customers. This is our responsibility and we will continue dōTERRA's mission to change the world, one drop, one person, and one community at a time.

Finally, I would like to congratulate our Diamond Club 2022 graduates on their graduation, and also our Wellness Advocates who earned their SEA Incentive Trip 2022 to Bali! Let's continue to strive together for the coming SEA Incentive Trip 2023 to Seoul and work towards achieving our goals by 2030!

Warmest Regards

**Ethan Wang** General Manager, dōTERRA Malaysia

dōTERRA Philippines

### Feeling Better vs. Looking Younger

The last two and a half years have really changed me. I do not look at my family, my health or the business in the same way I did just a few short years ago. For one thing, mountains made of stone do not seem as immovable; almost nothing seems impossible anymore. One interesting thing is that I am not focusing as much on looking good as I do as feeling good—really, do I need to shave everyday if my mask is covering my scruffy stubble. But interestingly, I am much more focused on feeling good on the inside. Maybe you can relate. When I saw a related, recent survey conducted by a fellow direct selling company who found similar findings, I was interested to read more into it. Seven thousand women across seven companies, including the Philippines revealed that 72% of women were now focused on looking healthy rather than young after the pandemic; the trend was strongest in the Philippines (89%).

Globally, two-thirds of women said their confidence was improving with age, self-esteem was improving and felt that ageing was not something to fear. The survey noted that women in their forties are feeling particularly empowered post-pandemic.



what does this shift mean for leaders in a wellness-focused company like dōTERRA?

It means that you are positioned very well to meet the shifting attitudes that women have about their age, appearance, and themselves.



If women are looking for "authentic aging", our skin care lines and oils will only bring out the inner beauty and confidence that many women have found anew. If customers are seeking to feel good more than dress-to-impress, then our supplements will bring health from the inside out. What better feel-good products are available to customers right now than mood-managing essential oils?

If you look hard enough, ask the right questions, and exude the confidence in yourself and the doTERRA offering and opportunity, you are sure to attract like-minded people to your circle where they can continue to grow and expand their potential as an entrepreneur and leader. A lot may have changed in the last few years, but you have changed as well. Your message and your products position you to start anew with the new you as you change lives one drop of essential oil at a time.

Warmest Regards

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Micheal Carson General Manager, dōTERRA Philippines

### dōTERRA Thailand

### Momentum is Building in Thailand!

Building dōTERRA in Thailand is an exciting journey. We continue working to empower people in Thailand, and this is fundamental to what we do. The Thailand team, including staff, Wellness Advocates and key leaders are committed to setting goals ogether and taking continuous action.

Many initiatives and programs have been launched o enhance and drive the opportunity. We've achieved enormous positive outcomes in all aspects, including increases in enrollments, leader growth, customers, and sharers, resulting in IōTERRA uplifting and enriching many more lives. We are motivated to develop, initiate and redefine our plans throughout these 18 months since doTERRA opened in Thailand. We know how important it is to keep key activities going and having leaders engage in key company events. These are major components of our momentum that will keep Thailand moving forward.

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### Roadshow (Chonburi)



### Roadshow (Chiang Mai)



dōTERRA will continue to push key events and initiatives to keep sustainable growth moving forward and to promote the life-enhancing benefits of essential oils and the effort of Wellness advocates in Thailand. dōTERRA is changing the world one drop, one person, one community at a time. We are proud to be a part of dōTERRA family and to make our mission a reality.



Warmest Regards

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Niti Wattanachongkol General Manager, dōTERRA Thailand

# Towards optimal Health





# with LLV

doTERRA | Lifelong Vitality Pack

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dôTERRA

roduct Spotlight: Towards Optimal Health with

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An apple a day keeps the doctor away, but the nutritional value of an apple 70 years ago might not be the same as an apple you buy today.

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Before you get confused, we are talking about the declining quality of food. According to a study of British nutrient data from 1930 to 1980, published in the British Food Journal, it was found that in 20 vegetables the average calcium content had declined 19 percent; iron 22 percent; and potassium 14 percent.<sup>1</sup> With that being said, how can we then ensure that we achieve targeted levels of essential nutrients for optimal health? That is where supplements come in. Supplements can help to fill in nutritional gaps in your modern diet that you might not even notice. The **dōTERRA Lifelong Vitality Pack**<sup>™</sup> is one such supplement. This trio of supplements are full of essential nutrients, metabolism benefits, and powerful antioxidants designed to help promote energy, health, and lifelong vitality.

#### doTERRA Alpha CRS+"

The dōTERRA **Alpha CRS+**<sup>™</sup> supplement contains dōTERRA's proprietary antioxidant cellular longevity blend, that supports healthy cell function. Potent levels of natural botanical extracts are combined with important metabolic factors of cellular energy to support healthy response to oxidative stress in cells. It also contains a standardized extract of Ginkgo biloba that supports mental clarity and function.

### ( dōTERRA Microplex MVp™

Working in tandem with doTERRA Alpha CRS+<sup>™</sup>, the dōTERRA Microplex MVp<sup>™</sup> supplement is a balanced formula of bioavailable vitamins and minerals to support normal maintenance of cells. In addition to that, you can be assured that your tummy has an extra helping hand with the dōTERRA Tummy Tamer botanical blend doterra Microplex MVp<sup>™</sup> to maintain health of the stomach.

### dōTERRA xEO Mega

Last but not least, we have the dōTERRA **xEO Mega™** supplement that comprises of CPTG<sup>™</sup> essential oils and a proprietary blend of marine and land-sourced omega fatty acids. It promotes heart and circulatory health, and supports healthy skin, joint function and comfort.

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All three supplements in the dōTERRA Lifelong Vitality Pack<sup>™</sup> are like pieces in a jigsaw puzzle, perfectly complementing each other and working together to promote optimal wellness and vitality.

 Are you ready to kickstart your wellness journey with dōTERRA Lifelong Vitality Pack<sup>™</sup> today?

# Blue Tansy

Blue Tansy (Tanacetum annuum) is often confused with Common Tansy (Tanacetum vulgare), although Blue Tansy produces an essential oil with very different chemical components. Blue Tansy contains no thujone and high amounts of chamazulene. When the plant is distilled, the chamazulene gives Blue Tansy its rich blue hue, Blue Tansy can be used for its ability to help reduce the appearance of blemishes and soothe skin irritation.

Sourcing Origin: Morocco

Aromatic Description: *Fruity, mellow, balsamic* Distillation Method: *Steam distillation* Plant Part: *Flower/ leaf/ stem* 

### HOW TO USE

#### Aromatic use

Find your favorite blend to diffuse. Blue Tansy blends well with Clary Sage, Coriander, Geranium, Juniper Berry, Lavender, Petitgrain, Rose, Spearmint, and Ylang Ylang. Inhale deeply for an uplifting sensation.

#### **Topical use**

Add a few drops with Fractionated Coconut Oil for a soothing massage.

Add one to two drops to your favorite skin cleanser to help promote clean and clear-looking skin (test on small patch of skin first).

#### Other

Use as a natural dye and pleasant fragrance in place of a soap colorant.

Note: Blue Tansy may stain surfaces, fabrics, and skin.

### Guaiacwood

Traditionally used since the 16th century by Native Americans for serious ailments, it is often burned during spiritual ceremonies and is used as anti-inflammatory, stress, and anxiety relief as well as headache relief. Its woody scent provides a calming, tranquil atmosphere and it is often used in perfumery and skincare products.

Sourcing Origin: *Paraguay* Aromatic Description: *Earthy, woody, sweet* Distillation Method: *Steam distillation* Plant Part: *Heartwood* 

### HOW TO USE

#### Aromatic use

Add three to four drops to the diffuser of your choice.

#### Topical use

Apply one to two drops to the desired area.

Guaiac Wood is in the same botanical family as frankincense and myrrh: Burseraceae.

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### dōTERRA<sup>™</sup> Mālama

At doTERRA®, the heart of our mission is how we care for our partners, customers, communities, and the Earth. In Hawaiian culture and language, there's a word that encompasses this concept: doTERRA™ Mālama<sup>™</sup>.

Sourcing Origin: Hawaii Aromatic Description: Fruity, woody, floral Distillation Method: Steam distillation Plant Part: Wood

### HOW TO USE

#### Aromatic use

Create a bright, uplifting, and engaging atmosphere. Encourage a healthy perspective with an energizing aroma. Enhance and refresh personal and work surroundings. Put one to two drops onto your wrists or diffuser jewelry. Diffuse in your favorite doTERRA diffuser throughout the day.

#### **Topical use**

Blend with doTERRA SPA Hand & Body Lotion or a carrier oil for a comforting massage experience.

#### Other

Add five to eight drops to dryer sheets or balls to add a delightful aroma to your laundry.

FACT

FUN

dōTERRA<sup>™</sup> Mālama<sup>™</sup> means to care for, tend, preserve, and protect. Honoring mālama, dōTERRA has partnered with the Kealakekua Mountain Reserve (KMR), home to the largest reforestation effort in Hawaii's history. It's also where we source Naio Wood and Iliahi, which is Hawaiian for

### Phenomenal

Your friends say you are extraordinary, purposeful, and passionate. You are remarkable. always moving forward, pushing to succeed in everything you do. dōTERRA Phenomenal blend is made for you. Bright and pleasing, doTERRA Phenomenal may be your new favorite, feel-good blend. Be extraordinary. Be phenomenal with doTERRA Phenomenal.

#### Key Ingredient(s)

Wild Orange, Cedarwood, Amyris, Litsea, Coriander, Ylang Ylang, Hinoki, Sandalwood, Petitgrain essential oils, Jasmine Absolute.

Aromatic Description Fruity, Flora.

### **HOW TO USE**

#### Aromatic use

Use three to four drops in the diffuser of choice to create a relaxing and peaceful environment.

#### **Topical use**

Apply one to two drops to desired area. Dilute with a carrier oil to minimize any skin sensitivity.

#### Other

Can be used as a personal fragrance.



Taking good care of your skin is important for more than just your appearance. As the largest organ of the body, your skin is essential to your general health. If you take care of it, it can help take care of you.

When it comes to skincare, products with natural ingredients can help protect you against the damaging effects of too much exposure to the sun and soothe irritated skin. As long as you choose the right natural products for your skin needs, they can be better for your skin. Chemicals including perfumes, dyes and other additives found in common off-the-shelf skincare products can cause skin irritations, from redness to acne outbreaks, Natural skincare products are known to be gentler on the skin.

You can care for and protect your skin with two wonderful dōTERRA Touch products. Not only will they provide skin benefits, they can also help you to maintain a better wellness lifestyle.

### Frankincense Touch

A beautifully easy way to enjoy the benefits of Frankincense essential oil topically is with doTERRA® Frankincense Touch, which is prediluted with Fractionated Coconut Oil and packaged in a convenient roller bottle. It perfectly fits into a personal care and beauty routine. After washing your face at night, apply doTERRA Frankincense Touch to your skin and leave it on overnight to help keep your skin looking young and healthy. After shaving, rub it into your skin to soothe any areas irritated by the razor.

Frankincense oil contains a complex mixture of monoterpenes such as alpha-pinene, limonene. alpha-thujene, and beta-pinene. This intricate mixture of components works together to make an oil with many uses and benefits. The unique chemical constituents contribute to Frankincense essential oil's renewing effects when applied topically. The monoterpenes also contribute to the aromatic benefits of Frankincense essential oil, including its ability to promote relaxation and a sense of focus.

### **Copaiba Touch**

Copaiba oil is extracted from copaiba trees in the Amazon rainforest and has been used for centuries.

Copaiba essential oil is extracted from the copaifera officinalis tree, a variety of evergreen native to Central and South America. The trees themselves are tall, with the potential to grow to more than 100 feet. The essential oil is steam distilled from the copaiba tree's oleoresin, a substance made up of resin and essential oils.

Today, Copaiba essential oil is widely used in cosmetic products, including soaps, creams, lotions, and perfumes, for both its pleasant woody aroma and its profound benefits to the skin. The good just got better because Copaiba Touch<sup>®</sup> Copaiba has everything you love about Copaiba essential oil, and is now available in a convenient 10 mL roll-on. Because it's diluted with Fractionated Coconut Oil, doTERRA Copaiba Touch is an ideal option for those with skin sensitivities.

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# Healing Hearts, Healing Lives Though

The Star Shelter is a direct service of SCWO (Singapore Council of Women's Organizations) and has been running for more than 20 years. It provides a safe space for women and children of Singapore who are survivors of family violence.

Star Shelter provides accommodation, clothing, food to these women and children, including catering for their emotional needs with therapy and educational programs. It is a refuge to help them heal from the trauma of abuse. It empowers these survivors to take charge of their lives by rebuilding their lives free from violence. This year, Star Shelter has been an active participant in our Wellness Day events held in our product centre. Besides sharing about what SCWO does and sharing flyers, they also shared how Star Shelter beneficiaries thrived from the generous donations collected via sales of Hope Touch.

We are grateful to the many Wellness Advocates and customers who sincerely took this opportunity to learn more about Star Shelter, to find out how to support the victims. And to those who had generously bought doTERRA Hope Touch, our heartfelt thanks.!

Healing hearts and empowering these victims would not be possible without your kind and generous support.



# Empowering Communities, Embracing Togetherness

For the past 5 years, dōTERRA<sup>®</sup> Malaysia Healing Hands has helped and impacted thousands of lives and donated over RM700,000 to the underprivileged community. This is all possible thanks to the overwhelming support from dōTERRA's members, family and friends.

To end 2022 with greater impact, dōTERRA Malaysia is continuing our collaboration with National Cancer Society of Malaysia (NCSM) to support the Relay for Life movement. It is an international movement involving a community of cancer survivors, caregivers, volunteers, and participants to raise awareness and collect funds to help support their belief that the future can be free from cancer. dōTERRA Malaysia is holding a 4-month long campaign called, "Hand to Hand, Kindness Attract" campaign to raise funds in order to support this movement. We are donating 100% sales generated from the purchase of dōTERRA SPA Rose Hand Lotion from August 2022 to November 2022.



#### Educate

To reduce the number of cancer cases in Malaysia by raising awareness on prevention and screening, besides early detection.

### Care

To make cancer services accessible in Malaysia by providing affordable, advanced screening and diagnostic.



### Support -

To empower everyone, especially those affected by cancer to improve well-being and quality of life. Our donations will help to fund:

**Community Outreach Programs** 

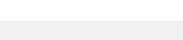
Therapies and Wellness Programs for cancer patients and survivors

Cancer and health screening services

**4** Free accommodation for underprivileged children going through cancer treatment

During the campaign period, dōTERRA's members stand a chance to walk away with mystery prizes with purchase of 3 dōTERRA SPA Rose Hand Lotion in a single receipt.

In addition, dōTERRA Malaysia also organized a visitation to NCSM homes on October 11th, 2022 to provide free massage services to the cancer survivors and caregivers. Over 50 dōTERRA leaders and members participated in this meaningful visitation to learn about NCSM and its services to the community in need. We've heard heartfelt stories of cancer survivors and caregivers, and insights on living with cancer, dealing with a cancer diagnosis, treatments involved, as well as the long-term effects. Apart from love and care, standing strong in faith brought the cancer patients through the darkest days by overcoming fear in their cancer journey.



### **4** About Relay for Life Malaysia

Relay for Life Malaysia is the signature fundraising event for National Cancer Society of Malaysia (NCSM). It is a global event that unites communities to celebrate survivors, remember loved ones lost, raise awareness as well as funds for cancer, and most importantly take turns to walk or run around a track continuously in a show of solidarity and support for the fight against cancer.



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### **Rehabilitation** of the Mabuhay Deseret House in Cebu

The Philippines is one of the most vulnerable countries in the world to natural hazards. It is no stranger to powerful storms as there are about 40 each year. Typhoon Rai, known in the Philippines as Super Typhoon Odette, was a powerful and catastrophic tropical cyclone that struck the Philippines late last year. Typhoon Odette has been the most destructive event in the Philippines since Typhoon Haiyan in 2013, causing US\$ 500 million (Php 28 billion) in damages.

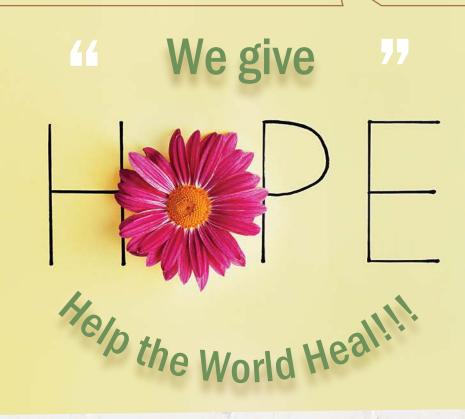
As Rai pounded the Philippines, heavy rainfall and strong and gusty winds affected several areas around the storm's path. Many areas across the Visayas and Mindanao lost electricity with several provinces and areas being deprived further of communication services. A presidential briefing noted that many provinces were also pleading for help, especially Cebu.

One of our Healing Hands partners, Mabuhay Deseret Cebu house, was not spared from the damages during Typhoon Odette. According to one of the Mabuhay Deseret staff, there were some areas in Cebu where electricity and water supply have not been readily restored. Though, all the staff and their families were safe.

Through our Healing Hands Foundation, early this year, we were able to provide the needed funding (US\$ 5,000) for the provision of a manual water pump, elevated water tanks, and a generator set and/or solar panel. These will provide access to uninterrupted supply of water and electricity for all the patients staying at the Mabuhay Deseret Cebu house. Upon completion, the house will be able to accommodate an average of 32 patients every day (approximately 11,500+ patients in a year). We anticipate that the recipients will benefit from this project for at least 10 years, and more years, as we continuously empower people and communities in the Philippines to make a positive change.

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### dōterra



Combatting human trafficking remains a national agenda of Thailand. In 2019, the Thai government continued its strong efforts in addressing human trafficking by pursuing a zero-tolerance policy in prosecuting human trafficking offenders; ensuring the safety and protection of victims of trafficking; and implementing preventive measures to protect various vulnerable groups from human trafficking. dōTERRA Thailand supports this important policy and wants to help those in need throughout the process, including through Prosecution, Protection and Prevention.

From the very beginning, dōTERRA Thailand has supported the Thai community's anti human trafficking projects. dōTERRA Thailand launched the Healing Hands Initiative in March 2022, which focused on helping victims of human trafficking and empowering people to be healthy, safe, and self-reliant. We've received generous contribution from sales of HOPE TOUCH, a proprietary blend of essential oils. As a result of a successful promotional campaign that gave donors of three Hope Touch bottles a free Healing Hands tote bag. dōTERRA Thailand has raised about 9,000 USD since HOPE Touch launched in March 2022. Our main focus is to increase the support of anti human trafficking projects in Thailand.

Thank you to those who contributed and continue to support and build a better community in Thailand. Your support will change victims' lives and together we can "HELP THE WORLD HEAL."

healing hands

healinghands

### Co-impact Sourcing Blue Tansy Tanacetum annuum

Blue Tansy essential oil, which comes from the annual yellow-flowered Mediterranean plant, is high in chamazulene and sabinene. An important oil in the dōTERRA Deep Blue blend, Blue Tansy oil is soothing to mind and body.





### WHY MOROCCO

Blue Tansy is native to northern Morocco. It is sometimes called Moroccan Tansy or Moroccan Chamomile.



### **HOW DOES IT WORK?**

Blue Tansy is an annual, yellow-flowered, Mediterranean plant. It grows up to 16 inches (40 cm) in height. The essential oil is steam distilled from the aerial parts of the plant: the stem, flowers, and leaves.

# Southeast Asia

The Southeast Asia Leaders Day that was held on 10th and 11th of June 2022 was definitely an inspiring event. We welcomed approximately 350 dōTERRA family members at this event and had a very enriching experience.

We had such a good level of interactions, networking with high energy and enthusiasm, positive vibes, this SEA Leaders Day was definitely a motivational push for all attendees.

We hope you feel inspired and encouraged by the great diversity of topics, speakers and perspectives at this event. Freshly equipped with greater confidence and knowledge about dōTERRA business, strategies, training methods and team collaboration, you are now able to flourish your own dōTERRA journey.

With the fast growing consumer market, clarity and focus will guide you to achieve your goals successfully, overcoming any obstacles that come your way. Be empowered to uplift your community with opportunity to build new relationships and powerful networking. Through mentorship and leadership, you are enabling them to fulfil their potential as you fulfil yours. Be consistent and always look for different and creative ways to share about dōTERRA. Get on a learning journey together to increase dōTERRA's impact in the years to come.

DAY

Essentially, doTERRA is people-driven, entrepreneurial, creating opportunities and fostering capabilities of people in our community. Our mission is to change the world one drop, one person, and one community at a time.

Allow your passion to drive your action that will catapult your dōTERRA journey forward.





dōterra







Congratulations



**Eufhlyn Yeap Chooi Hsia** 





Michelle Phuah

NCH Evolution Sdn Bhd

<sup>•</sup> "Alone we do so little, together we can do so much." - Helen Keller



Congratulations

Andrew Wong Li Xuan Candy See Cul Wei Chong Seow Yin Choo Chin Mun Chung Yee Thin Chung Yee Thin Evolution Sdn Bhd Nch Grace Phoon Yoke Chun Ho Kuok How Janet Lim Pei Yin Joyce Law Bee Hua Kang Xin Yen Lee Gen Jie Lee Shwu Fei Lim Chin Yin Lim Hui Mien Ng Kim Yean Ngo Siow Tong Ong Way Huey Ooi Lee Yin Saffron Ng Siah Fum Sen Hui Xin Shirley Wong Wai Kuan Susan Low Teresa Boo Sheue Ai Wong Shek Yee Wong Si Chin YML Capital

"Alone we do so little, together we can do so much." - Helen Keller



DiamondClub



**Erni Soesanto** 



THERAPYWORKS1DERS



Gwen Beatrice Teo 🗸

Amanda Quah

Lim Lai Geok

**The Wellness Friends** 





Ratchadawan & Pornpavit Wongprasert



Vorkon

Patrayanan



Dr. Natha Methabutsayathon

Pongtanit Thanasinwanishkul Onsuvisa Koseelpeeragorn & Nut Kosinprerakon Ninart Kasemsai Somthawin Sa-nguansap Phartchai Rueansit Yarika Kruaboonma & Thadasak Thasurin Nuthika Chongsawad Thitiporn Phoemthaweesuk



There are many glowing compliments that could be showered upon Bali, but what made our trip to the Land of the Gods memorable was exploring it together as a family—the dōTERRA family. Our sincere appreciation goes out to Malaysia Airlines, Hilton Bali Resort, and the tour organisers for making our incentive trip memorable.

Our five-day, four-night trip began at the dawn of August 16th, 2022. There were 335 of us assembling at the Kuala Lumpur International Airport for check-in. At 9a.m., we boarded the flight from Kuala Lumpur to Denpasar, Bali.

After landing at lunchtime at Gusti Ngurah Rai International Airport, we made a beeline for Warung Wahaha for some juicy grilled pork ribs. Our ravenous appetites were easily appeased by the restaurant's exceptional reputation for pork ribs! Amazing does not even begin to describe it. Shortly thereafter, we settled into the Hilton Bali Resort. After such a long journey and a sumptuous meal, it was wonderful to lay our weary heads on comfortable beds.

We had around two hours of relaxation and, as we did not want to overextend ourselves on our first day, we decided to have dinner at Jimbaran, one of Bali's most romantic dining destinations. Sunset dinner with a breathtaking view—there is literally nothing not to love! The experience gave a lovely touch to our first night's sleep in Bali.

The second day began splendidly with a hearty breakfast buffet at the hotel. We had a chance to explore the hotel facilities that morning too. Our gaze was welcomed by stunning panoramic of the Indian Ocean and Sawangan Beach from the cliffside location of the Hilton Bali Resort at every turn! We also got to explore the four pools and tennis courts within the hotel compound. The expressions on their faces suggest that some of the dōTERRA<sup>®</sup> family members might have planned on dipping their toes and cooling down in the pools.

As the day wound down, we posed for a group photo in the hotel lobby and went over the day's events. Our first trip of the day was to the Uluwatu Temple. We got to see the sun setting over the Indian Ocean from Uluwatu Temple, perched on top of a steep cliff approximately 70 metres above the waves.

Not far from the temple, we saw a performance of the Kecak and Fire Dance. To round off our day of cultural immersion in Bali, we headed to the Garuda Wisnu Kencana Cultural Park for a sumptuous dinner buffet. Rarely does one dine under the looming shadow of a colossal structure under construction. The events of that day were, in a word, splendid!

We spent the following two days, divided into eight groups, visiting several more of Bali's magnificent destinations and architecture. Our early morning departure saw us divided into few groups travelling to Megati), Mengwi , Nusa Penida Island and Kintamani.

At Megati, Groups 1 and 5 engaged in a Co-Impact Sourcing activity from 9 to 11a.m. They next proceeded with a Western-style lunch at Tanah Lot's De Jukung Resto & Bar, and then travelled to the temple of Tanah Lot. What is famed for its unique offshore setting and sunset backdrops, and dedicated to the gods of the sea, was truly a visual and emotional feast. Their temple visit did not stop there. As the day wound down, the groups headed to Taman Ayun Temple, a magnificent family temple of the Mengwi empire. What an amazing sight that was! Before returning to the hotel, they went souvenir shopping at Oleh Oleh Bali.

Both Group 2 and Group 6 wasted no time after touching down in Mengwi and

made their way to Taman Ayun Temple. Before exploring local products at Oleh Oleh Bali, they too got to experience the significance of the remnants of the once-powerful Mengwi Kingdom. In the afternoon, they then travelled to the temple of Tanah Lot before regrouping at Tanah Lot's De Jukung Resto & Bar for lunch. They proceeded with the Co-Impact Sourcing activity at 2p.m.

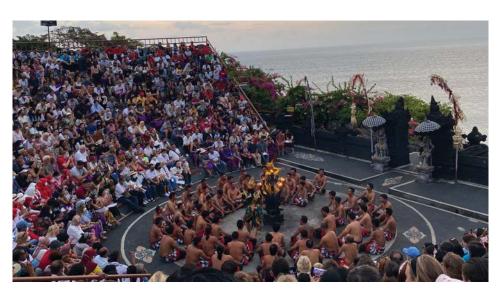
On the other hand, Groups 3 and 7 boarded a ferry bound for Nusa Penida, a small island located southeast of Bali. Upon arrival, they took a tour of the island's three most famous landmarks: Broken Beach, Angels Billabong, and Kelingking Beach. The serene and crystal-clear tidal pools overlooking the ocean definitely did something to them, as they were in good spirits despite the long tour! The groups eventually made it to Green Kubu Restaurant for a lunch buffet after such a delightful adventure in Bali's paradise.

For Groups 4 and 8, the day began with a trip to the picturesque Kintamani Village, where they saw breathtaking views of an active volcano. En route, they visited Tirta Empul Temple, one of the busiest water temples in Indonesia. Following an exciting day of sightseeing, they refuelled at the Grand Puncak Sari 1 Kintamani Restaurant. They then walked off their lunches at the Tegalalang Rice Terrace while taking in the picturesque views of the beautifully arranged paddies. The groups eventually rounded up their day with a visit to Ubud Village.

Before turning in for the night, day three wrapped up with a gala dinner at the hotel, while day four signed off with a bang at the Bali Udang Riverside Restaurant.

The fifth day of the trip finally arrived, and everyone was eager to have one more breakfast buffet before heading back home. We roared with laughter and applause as we recounted our most memorable moments from our Bali sightseeing excursions. Over the course of four days, there were undoubtedly many opportunities for scenic photography, selfies, and wefies to talk about.

Then, it was time for us to head back home to our respective countries, Malaysia, Thailand, Philippines and Singapore. Will we do this again? We will, without a doubt. We hope that more members of the dōTERRA<sup>®</sup> family will be able to join us on our forthcoming incentive trips.





# Citronella Co-Impact Sourcing™

On August 19th and 20th, 2022, over 300 doTERRA members, family and friends visited Bali to see and learn about Citronella. We went to one of our sourcing partner's farms where citronella is grown amongst paddy fields. We learned about citronella as a crop grown in an organic environment from Mrs. Wiwied Subowo, Co-Founder of Yayasan Kinar Pustaka and Dr. Ir. Ni Luh Kartini, MS, Head of Laboratory of Soil Biology, Soil Concentration and Environment, Faculty of Agriculture, Udayana University, who shared their knowledge on the establishment and use of a green circular economy model in this farming environment. Ms. Emilie Bell, doTERRA's Strategic Sourcing Manager for Asia Pacific shared about doTERRA's Co-Impact Sourcing model and shed light on our commitment to source pure and natural essential oils. Sourcing raw crops from farmers and working together with oil distillers, gives us the opportunity to strive for environmental and social impact projects.

This collaboration started more than three years ago when the existing organic paddy plantation diversified by introducing citronella crop and an oil distillation unit on site. This farm represents a simple dream to preserve the traditional lifestyle but most importantly. the beautiful culture and farming methods of Balinese farming community. With the growing awareness on preserving the environment and the risk of harmful biological pesticides used, the farm developed a model. This farming model includes feeding the cows with agricultural waste including citronella leaves post-distillation, using the cows manure for compost and worm production to be reused on the farm, and even biogas production to produce electricity and gas on site. This farm is also a training ground for Professor Kartini's students who helped explain the model during our visit.

Thanks to dōTERRA Healing Hands Foundation and Co-Impact Sourcing efforts, funds have already been used to create a water reservoir on site to collect rainwater for use as irrigation on the plantation.



During our visit, dōTERRA and participants pledged to raise funds through our Healing Hands initiative to sponsor the purchase of ten cows for the farmers. The cows are for the farmers at the paddy and citronella plantation to improve the productivity of the farm and to help with many aspects of the circular economy model. A total of USD6,000 were donated for the purchase of the cows who may be given names of our essential oils!

Activities during our visit included learning and trying to plant and harvest paddy and citronella leaves. In addition, we learned on all aspects of this integrated farming model as well as citronella oil steam distillation and even mushroom farming.

This 2-day visit to our sourcing farm has allowed our members to understand how precious dōTERRA's essential oils are. The delicate and tedious process involved in the production makes dōTERRA's essential oils pure and unrivalled when it comes to quality. Thank you for your continuous support as we continue to embark on this meaningful journey together.



### Why Indonesia?

Citronella is sourced from smallholder farmers in Indonesia who are organized into co-ops with local distillation units. Citronella grows quickly and easily in that region, which is beneficial for both dōTERRA<sup>®</sup> in the production of essential oil and also the livelihood of the farmers. In addition to the extra income for their families, citronella is often planted amongst rice plantations in Bali to not only diversify crops, but also control pests.

### About Citronella

Citronella is a tall grass native to Asia. It has thin, bright green blades that give off a crisp and fresh aroma. dōTERRA sources Citronella essential oil from Indonesia, collecting it from distilled Citronella leaves. With powerful pest repellent benefits, Citronella essential oil keeps creepy crawlers out of the house and off your skin and clothing. It is an ideal companion for camping, hiking, and trips to the great outdoors.





### The Process

Citronella is a perennial grass known as Java Citronella from the Poaceae grass family. It is colorless to pale yellow and can grow up to 6.5 feet (2 meters). While Citronella can be planted at any time, the onset of the monsoon season is the best. Citronella is easy to grow, and the removal of weeds is only required as part of clearing the land prior to planting. After 6 months, the plant will be ready for the first harvest. Depending on soil fertility, Citronella can be harvested every few months after that for between 3 to 5 harvests per year. Every 5 to 7 years, the crop is replaced. Farmers can also sell the bottom part of the plant for seedling propagation. Every month, one seedling will grow into 20 plants. Once harvested, the essential oil is extracted through steam distillation of the grass after it has air-dried.

### **About Co-Impact Sourcing**

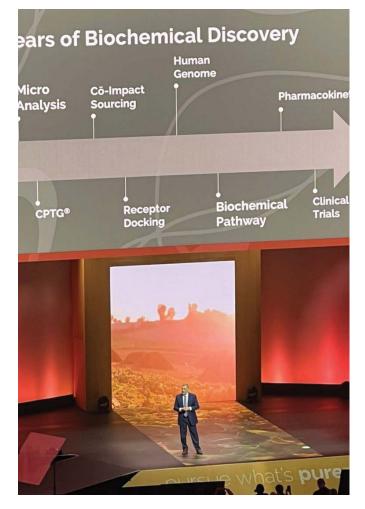
With more than 140 origin essential oils in its product line, dōTERRA sources its oils from over 45 countries — more than half of which could be considered developing countries. To ensure that small-scale farmers and harvesters in disadvantaged areas are treated ethically, dōTERRA has introduced an initiative called Co-Impact Sourcing.



This year, doTERRA Connection 2022 Global Convention opens its doors from 14th of September until 17th of September 2022. Held every year at Salt Lake City, this year's theme was HEAL, to signify doTERRA's commitment to be the vehicle for the community. We want to embrace healing through our life changing CPTG essential oils, through the goodness of Co-Impact Sourcing and Healing Hands Initiatives, and through the business opportunity via doTERRA's compensation plan that Wellness Advocates can support their families financially.

The General Session which took place on the 15th of September started with a big welcome from the five dōTERRA Founding Executives, namely Emily Wright, Dr. David Hill, Corey Lindley, Greg Cook and Mark Wolfert. Standing on the stage, they welcomed all attendees to this Global Convention.

Then, Corey Lindley stayed on to give his opening remarks. He continued about this year's theme, HEAL and how doTERRA and its members hold an extremely important responsibility. We have to work together to help the world around us to heal from the current challenges faced by the people. He also briefly talked about the changes that doTERRA has made in some parts of the world through projects such as Co-Impact Sourcing and Healing Hands Initiatives.



The next speaker was Emily Wright. She took the stage by sharing the history of doTERRA® and how each founding executives played an integral part to support each other. Unfortunately, there were two founding members who were absent, namely David Stirling and Rob Young. She continued on to mention that doTERRA's mission will be followed through despite the challenges faced and the challenges that are ahead because doTERRA's mission and vision are bigger than any obstacles. She also urged all members to rally together and be strong in their pursuit to help others and make a difference in their lives and the community around them.



At the next session, Emily touched on the new product launches of dōTERRA at this convention; which are dōTERRA HOPE Touch Oil, SuperMint Essential Oil Blend, Guaiacwood Oil, Spanish Sage Oil, Eucalyptus Essential Oil Blend, dōTERRA On Guard Hand Sanitizing Gel and finally, the most anticipated launch of the night was dōTERRA MetaPWR Metabolic Set.

Later that night, the doTERRA Gala and Recognition Event kicked off with the recognition of doTERRA leaders from all over the world. They paraded on stage all dressed up in Cowboy Glam costume theme. What a party!

The second day of General Session started with dōTERRA Healing Hands<sup>™</sup> Initiatives and Co-Impact Sourcing<sup>™</sup> as these topics took centre stage. One of dōTERRA's Founding Executives, Greg Cook talked about The Power of Heal and Hope where he also touched about the importance of putting focus on mental health. He carried on to say that dōTERRA as an organisation supports this special cause especially for children' and adolescents' mental health.

After Greg's touching speech, the session continued with other honourable speakers such as Double Presidential Diamond, David Hsiung, Missy Larsen, Tim Valentineer and Founding Executive Mark Wolfert as they shared about contributing back to the community and making a difference in helping others through dōTERRA Healing Hands Initiatives and Co-Impact Sourcing. Master Distributor and Double Diamond Eric Larsen, later went on stage to introduce 25 Collective where he invited all fellow Wellness Advocate to support the newly launch initiative under the Healing Hands Foundation. He encouraged every member to commit to a monthly Healing Hands Initiative with just USD25.

Then, Dr. David Hill took the stage where he shared about dōTERRA's commitment towards producing effective products which led to the sharing of MetaPWR Metabolic products by the respectable team of speakers like Dr. Osgathorpe, Dr. Nicole Stevens, Alex DaBell, Dr. Branick Riggs and Justine Bloome.

The third day of General Session was filled with a myriad of life changing stories of how dōTERRA business opportunities have helped so many individuals and families in need. One of dōTERRA's Founding Executives, Corey Lindley shared on the four main points that builds dōTERRA's solid foundation; Product Demand, Customer Retention, Solid and Stable Management and Shareholder, and Leader Alignment. This foundation makes dōTERRA the right choice for anyone who wants to build their own business journey, individually or as a family, making dōTERRA a company of legacy.



Finally, the fourth day concluded doTERRA Connection 2022 Global Convention. What a great event it was! Emily Wright motivated the audience to believe in themselves and be like a lighthouse that shines on others and guides their path.

Together, as a dōTERRA family, we can empower people, enrich communities as we triple dōTERRA's impact and continue our unending pursuit of purity.



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Back in 2012, I was fortunate enough to discover dōTERRA essential oils. As a consumer, I first felt that the essential oils had improved my physical condition, and I would naturally share it with those in need around me. Since 2015, after participating in dōTERRA's annual global meeting in the United States, I have seen and been touched by the company's distinctive culture and business philosophy. It convinced me to run this sustainable business seriously.

When I first began running this business, I found that it was fortunately not challenging to do alone. I could work hard to host sharing sessions and have up to eight sessions daily. I was constantly signing up new people. I was also actively participating in various activities by the company to increase exposure. But leading a team is an extensive learning experience. Good interpersonal relationships can enable you to maintain and grow your team.

However, as your team grows, more problems will arise. People are limited, and no one can meet everyone's needs 100%. It requires a lot of wisdom to coordinate between people, deal with the problems faced, and help partners with their respective issues. When you build genuine connections with people and listen with empathy, your partners will sense your sincerity. This, in turn, will help to overcome many problems. On this journey to the Presidential Diamond, I overcame this obstacle in interpersonal relationships. The team also made great progress in this process.

**Presidential Diamond** 

**Joshua Ang** 

In my opinion, the achievement of the Presidential Diamond is not achieved alone but should be seen as a collective honour for a team. The accomplishment of Presidential Diamond is also not a sign of success. Do not forget that without your partners, you wouldn't have been the Presidential Diamond that you are today. The feeling that comes with the Presidential Diamond title may allow you to relax and be sought after. This is also the reason why many people rushed to attain this level, but that often leads to the team dispersing and losing the cohesion they once had. We must not forget our initial intention in starting out and remember to treat every step with focus.

For me, it's true! The Presidential Diamond is a milestone but also the beginning of a new phase. It means that you will take on greater responsibilities, work hard in developing yourself, and set a better example for your team. By maintaining a positive mindset, we could lead a team to go further and beyond. We must constantly remind ourselves to keep the enthusiasm we initially had for this cause and positively influence the partners we lead. The next Presidential Diamond is you.

Many people treat it as a business, only focusing on the immediate or short-term benefits. As I mentioned earlier, this company has a distinctive culture and business philosophy. When you understand this, you'll realise that dōTERRA is a long-term business. Every day we encounter different struggles and pressures. Nothing is easy. Like life, it is not always smooth sailing. But if we want to turn these pressures into motivation, we must first adjust our mentality.

I believe that there are more solutions than difficulties. In addition to the monthly income of at least six figures, this level can bring unity and stability to your team because your partners need to invest more effort and have a common direction and goal. We need to lead our team more independently and experience growth together. This career is yours. Even though I have achieved this level, I will not stop learning, experiencing, and sharing every day. The list is endless because there are still many people around who have not experienced the beauty of essential oils.

Change your perspective while you are making a list.



Don't merely make a list of people you want to make money from, but make a list with an idea of whose life you wish to change. You will then realise that you have an endless list because you'd want to share the beauty of essential oils with each other. This initiative may impact the other person's body and may even improve the other person's livelihood. Let one life impact another, and make yourself more capable of helping those in need. Let love continue to flow through the medium of essential oils.

I benefitted from doTERRA essential oils as it has improved my personal physique, which is prone to illness. Hence, I could voluntarily share this with the people around me. I have also learned how to handle interpersonal relationships and lead a team from my career at doTERRA. It brought me closer to my family, relatives, and partners because essential oils are a good bridge that brings people closer together. My career at doTERRA also increased my income. It has enabled me to achieve economic freedom and time for myself. It also made me more capable of helping more people, and it gave me more time to achieve my goals and complete the list of dreams I set.

What you're showing on the outside reflects your inner world. doTERRA is a business of love. When you share with others from your heart, they will be touched by your love. Remember your mission as you share and persevere. Your efforts will not be in vain, and often the rewards you gain will exceed your expectations.



# Don't stop sharing. Gold always shines.

New Blue Diamond

If anyone were to ask the question – Who is Jenny Wai? The answer would be short and simple: Jenny is a survivor of life. Prior to dōTERRA, Jenny had lived through many trials. As she earned just enough to cover her living expenses, she was forced to work tirelessly through fatigue. Furthermore, as a mother, her heart was especially torn when she had to leave the care of her son to a nanny in order to support their lives. Sadness and guilt were the norms until Jenny met Henry Fong. He came at one of the most challenging times in her life and was constantly encouraging and supportive. He also brought dōTERRA into Jenny's life. That was a significant



turning point because, from then on, everything changed. In the past, Jenny always felt great pressure from every aspect of her life, which resulted in her being hormonally imbalanced, moody, overweight, and even developing amenorrhea (the absence of menstruation) for almost 16 years. However, thanks to dōTERRA essential oils, Jenny's condition improved in just six months, and she was empowered to take control of her health once more. The newfound confidence she had in dōTERRA was what drove her to start her business.

There were many hurdles along the way, especially when Jenny planned for her Blue Diamond rank. She was aware that it wouldn't be easy but that it was necessary.

The pressure and challenges were all an opportunity for me to rise.

Success doesn't just happen, and it takes careful planning and close monitoring of team performance.

Jenny believed we were always younger than our most prominent dream. Age is just a number. If you want to lead a positive life, forget your age. Instead, dare to believe that you are capable and make your previous lifetime awesomely the best. This mindset drove Jenny to achieve success in her early 50s.

She hoped to be a role model to her team, a success story from zero to hero.

# " Age is not a barrier. It's a limitation you put on your mind. "

And at the same time, it empowers more people to change their lives through the goodness of essential oils. As someone down-to-earth, Jenny knows that conflicts and arguments are unavoidable in a team because everyone comes from different cultures and backgrounds. Personally, she does not focus on negative feelings. Instead, she concentrates on what she can do about a situation and how she can create a positive environment so that everyone is still on board and is still driven to work towards our common goals. Only after a year of building the dōTERRA business and with a steadily growing team was Jenny able to generate sufficient income to cover her household and living expenses. Her husband has also benefited from the use of the essential oils, and he has begun to accept and respect Jenny's decision and foray into this area of work. Things are looking up for Jenny, and she is ever so grateful to have such an incredible mentor, a fantastic upline, Henry, and amazing friends and team members. She readily admits she could not be where she is today without any of them.



# New Blue Diamond Lim Bee Yong

Sometime back, Bee Yong was flying to the State for a holiday. During the journeym she had immense pain in her shoulders but did not want to reply on medication. She had wanted to find a natural solution. After returning to Malaysia, she had been introduced her using peppermint essential oils and she felt that it had helped with her situation. She saw dōTERRA as an opportunity and decided to learn more about the networking marketing business.

While stated the doTERRA business, one of the biggest hurdles in the Blue Diamond journey was self-doubt. It had been lingering in Bee Yong mind, making her question her intention and desire to achieve this new rank.

This lack of self-belief and faith in her team prompted a lot of struggles. Despite that, she is thankful to her upline leader, Joshua, who has encouraged and supported her in overcoming these issues.

# Some important factors that helped are

**1** Gaining trust from the team.

**2** Teamwork and team co-operation to achieve our goals together.

**3** Hardworking spirit.

**4** Willing to sacrifice for the sake of others, to benefit more than yourself.

Achieving new ranks is important to all business builders because it helps realise one's potential.

It gives fulfilment and satisfaction over our hard work, as well as recognition of our achievement.



# Be more, feel more, & live more. Be grateful & thankful always. "

But all in all, pursuing this high rank and achievement should inspire us to become better people with noble minds and characters. These achievements should not make us overtly proud or think so highly of ourselves that we grow to look down upon others. The higher we climb, the more humble, patient, and loving towards others we should be.

Bee Yong always admire our dōTERRA founding executive, who always set the best example of being a very humble and loving individual.

So, why should one continue in this journey, and why should Bee Yong continue in her career when it can be difficult and challenging?

She want to continue to build the doTERRA business because she believe in CPTG essential oils, in doTERRA, and its leadership. She have faith that the doTERRA company is a long-term business that will be here for generations. Beside that, she believe that spending the time with dōTERRA has challenged her to continue growing into a better person, someone more equipped to help others take control of their own health.

And she is thankful that having this opportunity to empower and impact more lives with the gift of the earth CPTG Essential Oils and doTERRA's culture of love and family.





New Diamond
Ling Xi Yuin

I believe we are all living for a purpose, and in doTERRA, I have found mine. "

I got to know of dōTERRA from my mother, Dr Tan. And I was very fortunate to be able to attend many of dōTERRA's events at the start of my dōTERRA journey, including the US Global Convention. From there, I was able to see that dōTERRA is indeed a great company that focuses on helping people, not only those who use essential oils but also those who produce the essential oils, from the farmers, distillers, and villagers from where we source our oils. At the US Global Convention, I was really touched and amazed by the generosity and dōTERRA's mission to help the world, which made me more certain about dōTERRA's product and building my career with dōTERRA.

It is a great platform where we can grow in many different aspects. From an introvert who did not really like essential oils, I became a person who loved essential oils, then now to a person who can go on and on when I am talking about essential oils. Along the way, I have also gained many new friends, reconnected, had a better bonding with old friends and witnessed many miracles with the usage of essential oils.

One of the challenges I faced was trying to handle everything myself. With a growing team, the responsibility

and tasks increased, but I would always think that I needed to take control and be responsible for everything. With too many tasks at hand, it made me lose track of what was important and what was not, building frustration in many things. Thankfully, I had team members who began volunteering to take up some of the responsibility. I realised then that it is always okay to ask for help in a team. When people see our passion, they are willing to help us and see us succeed.

I believe accompanying them is an excellent way to support them. Dedicating my time and energy to empowering and helping them find their direction. With constant care and guidance, I believe that it can build a good foundation and help them go a long way. Everyone is different, and with various builders and team members, I will use different ways to support and help them. It takes time to find out what are the ways that are most suitable for each team member. In dōTERRA, our personal growth is an essential aspect, and by helping my team members be leaders of their own, I not only help their team but also help with their personal development and growth.









Angie Ng (Monarch) (Founder SGMY)





Annda Lee (Founder MY)



Forest Chew & Steven Teh (Founder MY)



Henry Fong (Founder SGMY)



Joshua Ang Dun Xin (Founder MY)





Lam Yee Mun & Stanley Ho (Founder SGMY)



Lim Mian Foo (Founder MY)



Patricia Yeo



Pauline Tey (Founder MY)





Sunny Wong Bee Kim



Ting See Ling



Vanni Ling Kuok Ee



Winny Yeoh (Founder MY)

# Blue Diamond





Bryan Chew (Founder SGMY)



Chok Sin Ee (Founder MY)



Chua Hong Leong & Law Shu Li (Founder SGMY)



Deborah Wong & Fabian Tan



Dr. Tan Kui Chin (Founder MY)



Elizabeth Ho (Founder SGMY)



Janet Kang



Jenies Seow Bee Ean



Jenny Wai

# Blue Diamond





Katherine Yu Hui Khim



Kong Jia Ling



Kweenie Ooi



Lee Hui Ling & Ng Say Leong (Founder MY)



Lee Seang Looi (Founder SGMY)



Lee Shiao Tao



Lee Sze Lin



Lim Bee Yong (Founder MY)



Max Lee

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Thitiporn Phoemthaweesuk



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Angie Ong



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Janice Goh



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Nicole Tay (Founder SG)



Ninart Kasemsai



Pakkaporn Sirimethapol



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Paweena Tangchawalit



Pearly Wong Kah Pui



Piteulia Foo



Queenie Rosales (Founder PH)



Rajana Chong



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Sandra Lee



Somthawin Sa-Nguansap



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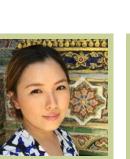
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Angela Wong Fei Ping



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Ann Loy



Arena Wan



Bong Woon Lan



Callie Ng



Carmen Tan



Celeste Goh



Chan Yan Lu



Chia Pei Woon

Chidchanok Chaowanapong



Chiew Geok Ming & Kong Chih Wei



Chin Soon Khoon



Choo Chin Mun



Christine Chua Min Hui



Chua Yew Yean



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Dr. Natha Methabutsayathon



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**Gwen Beatrice** Тео

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Jessica Mok Mei Lu



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# Gold







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Lim Ean Ni



Lim Ee Ying



Lim Yang Kun, Jàss



Lim Yin Sien



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Loo Yen Ching



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Pauline Yeo & Vincent Kang



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Tan Shu An



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- () 111 Somerset Road, #12-28 TripleOne Somerset, Singapore 238164
- ⊠ singapore@doterra.com www.doterra.com/SG/en\_SG

## dōTERRA Malaysia Sdn. Bhd.

- $(\bigcirc)$ B03-B-05-01, Menara 3A, No 3, Jalan Bangsar, KL ECO CITY, 59200, Kuala Lumpur, Malaysia
- M malaysia@doterra.com
  - www.doterra.com/MY/en\_MY

# dōTERRA Philippines Inc.

9 6F Port Royal Place, 118 Rada Street, Legazpi Village, Makati City, Philippines

# 

- $\bowtie$ philippines@doterra.com
- www.doterra.com/PH/en\_PH

# dōTERRA Enterprises (Thailand) Limited.

1788 Singha Complex Building 17th Floor, Unit 1709-1711 New Petchaburi Rd, Bangkapi Huai Kwang, Bangkok 10310

S +662 180 5111 www.doterra.com/TH/en\_TH