



dōTERRA®

Build

Business Overview



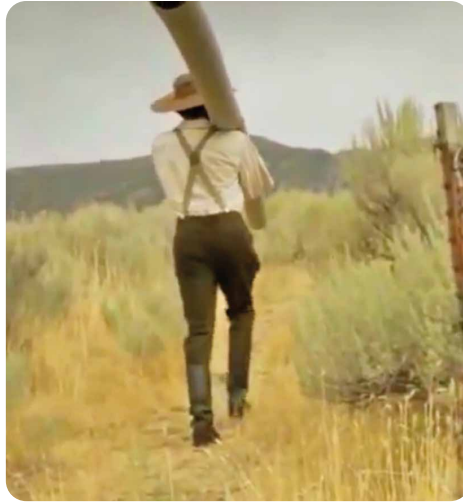
ARE YOU READY TO LIVE LIFE ON *Your Terms?*



THERE WAS A MAN WHO HAULED BUCKETS OF WATER FOR A LIVING.

Every day he hauled water from the nearest source to his village miles away.

If he wanted to make more money, he would simply work longer hauling buckets.



AFTER MANY YEARS, HE GREW WEARY OF HAULING BUCKETS.

Then inspiration came. If he used his spare time to build a pipeline, he could eventually be free from hauling buckets, and so he labored diligently for a few years to build his pipeline.



THE DAY HE TURNED ON THE SPIGOT, EVERYTHING CHANGED.

He successfully created a continual supply of water and improved lifestyle for the villagers and himself, resulting in an abundant financial pipeline.

Many people spend their lives trading hours for dollars and lack fulfillment or a sense of purpose. With dōTERRA®, anyone can choose to create more freedom in their life by building a lasting income pipeline.

Where are you?

Hauling Buckets

- Trading hours for dollars
- Others control advancement and earnings
- Limited time freedom
- Building others' dreams

or

Building a Pipeline

- Recurring income from long-term customers
- You control advancement and earnings
- Freedom to choose your schedule
- Building your dreams



Why partner with dōTERRA®?

dōTERRA was founded in 2008 with the mission of bringing the highest quality essential oils to the world.

EFFECTIVE

MOST TESTED, MOST TRUSTED

Over 5 million customers



The dōTERRA Quality and Purity Standard

THE dōTERRA DIFFERENCE

65%

Record-Breaking Retention!

Typical Direct Selling

- Lead with business opportunity.
- Product sales depend on opportunity.
- Sell an opportunity.

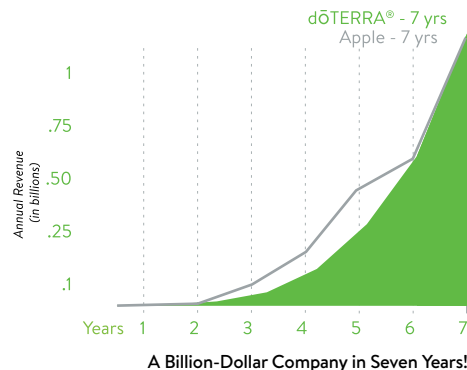
or

dōTERRA Authentic Direct Selling

- Lead with powerful products.
- Sell products regardless of opportunity.
- Share a wellness lifestyle.

PROVEN

dōTERRA'S GROWTH



- Named largest essential oil company in the world by Verify Markets
- Part of \$4.2 trillion wellness market
- Sales in 110 countries
- Unique and unrivaled quality products (96% of dōTERRA oils are exclusive)
- Led by an executive team of innovators with 150+ years of combined industry experience



CARING

CHANGE THE WORLD

- Creates economic opportunity and financial stability in developing nations.
- Gives back to disadvantaged communities through the dōTERRA Healing Hands™.
- Pays growers fairly and preserves agricultural knowledge through Co-Impact Sourcing™.
- Learn more at sourcenetyou.com.



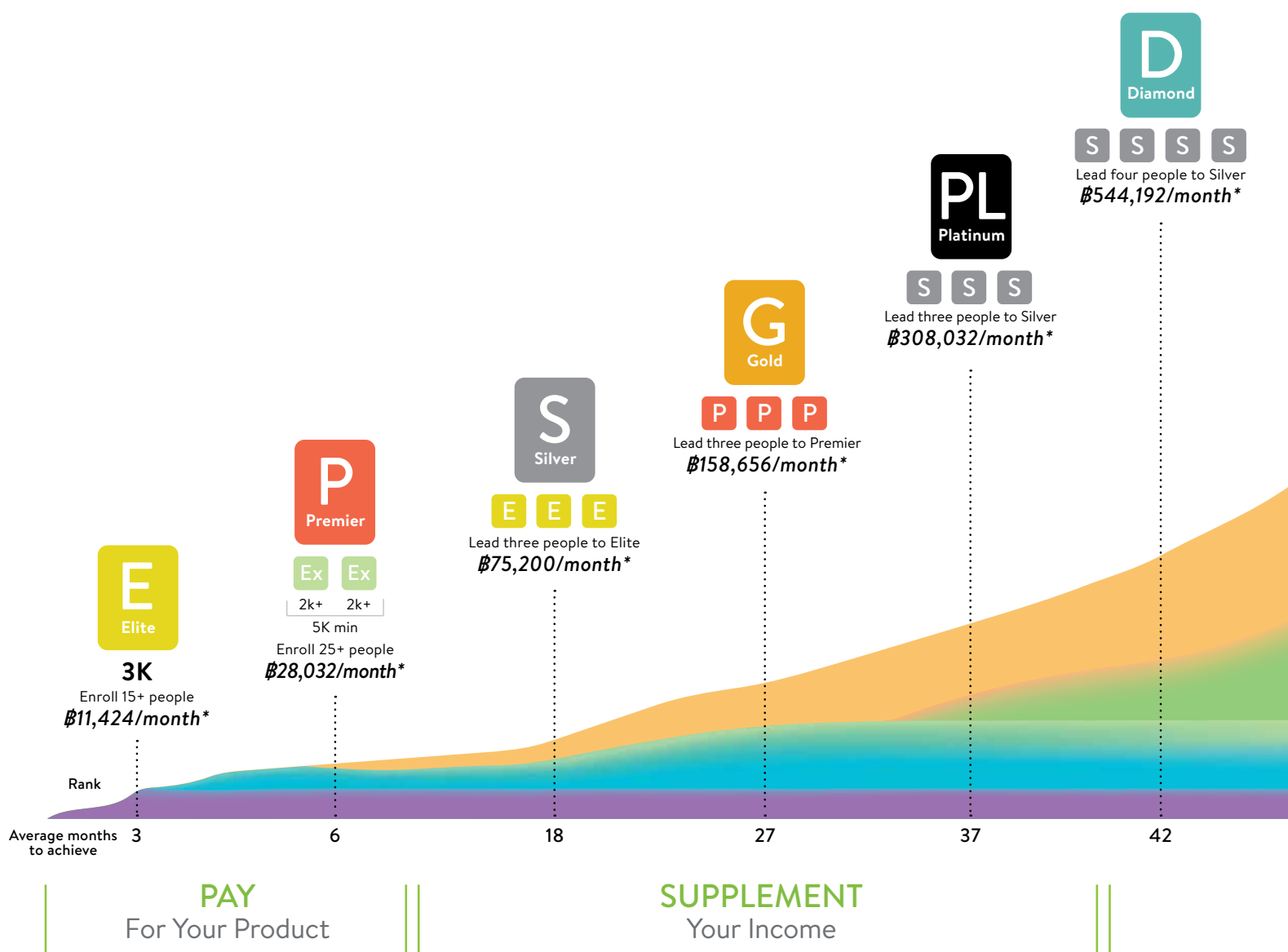
A dōTERRA PIPELINE TOUCHES MANY LIVES

As you grow your dōTERRA business, lives are uplifted. Each purchase improves the lives of growers and their communities around the world.

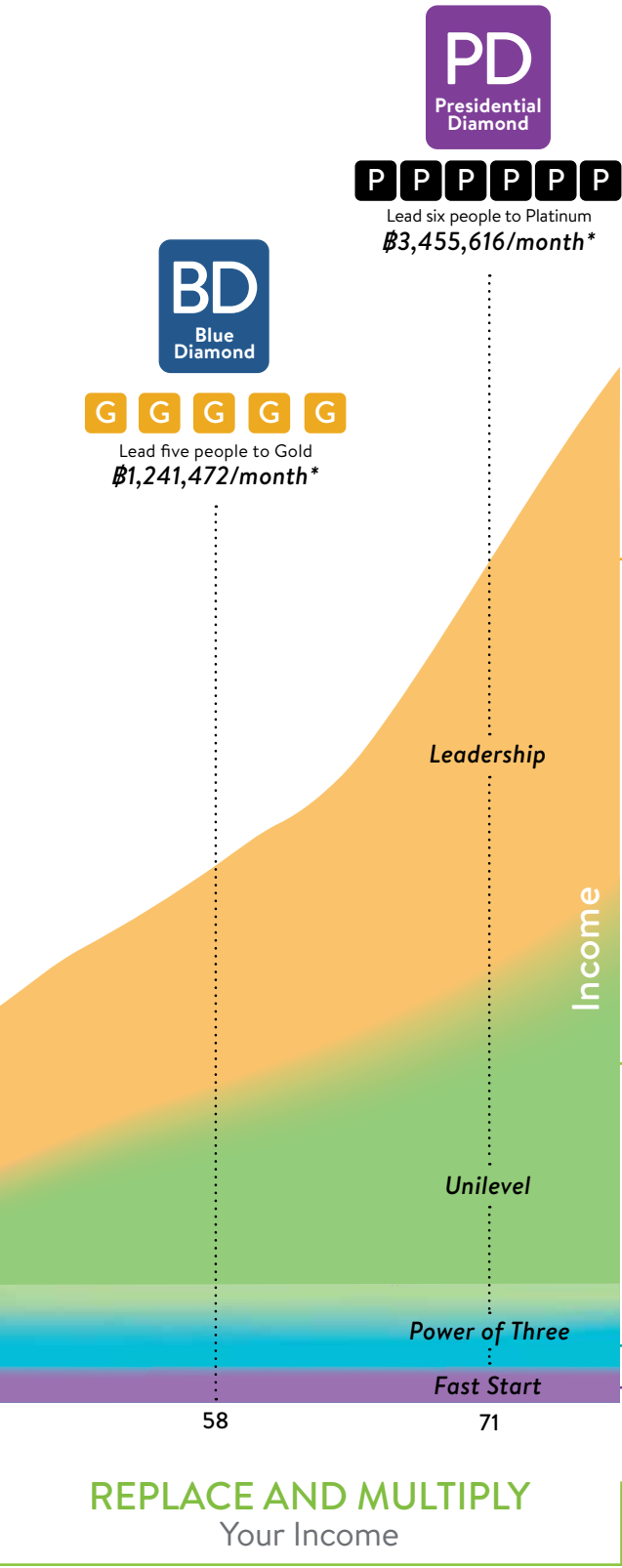
Discover the Possibilities

dōTERRA®'s generous compensation plan is a proven vehicle for creating powerful, lasting income while also incentivizing synergy and collaboration.

*Information below is based on average US market statistics. dōTERRA does not guarantee income earned. Each individual's actual income will depend on that individual's effort and performance. Please refer to the Policy Manual for more details.



* See compensation plan for details. Numbers displayed are based on the United States market. Personal earnings may be less.



LEADERSHIP BONUS

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



UNILEVEL BONUS*

Paid monthly on Team (Organization) Volume outside the Fast Start bonus window (member's first 60 days).

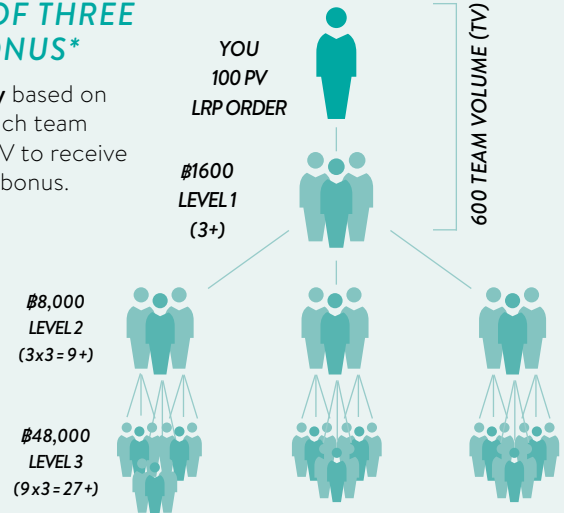
Get paid seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past non-qualifying members. The amounts below are simulations for Unilevel Bonus calculations.

Level 1	2%	3	\$288	
Level 2	3%	9	\$1,568	
Level 3	5%	27	\$8,064	
Level 4	5%	81	\$27,488	
Level 5	6%	243	\$97,472	Elites are paid to this level
Level 6	6%	729	\$307,424	Premiers are paid to this level
Level 7	7%	2187	\$1,042,272	Silvers and above are paid to this level

Levels in your organization Percentage paid on monthly volume Number of people Income based on 150 PV orders

POWER OF THREE TEAM BONUS*

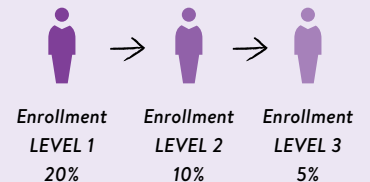
Paid monthly based on structure. Each team needs 600 TV to receive this sponsor bonus.



FAST START BONUS*

Earn commissions almost immediately!

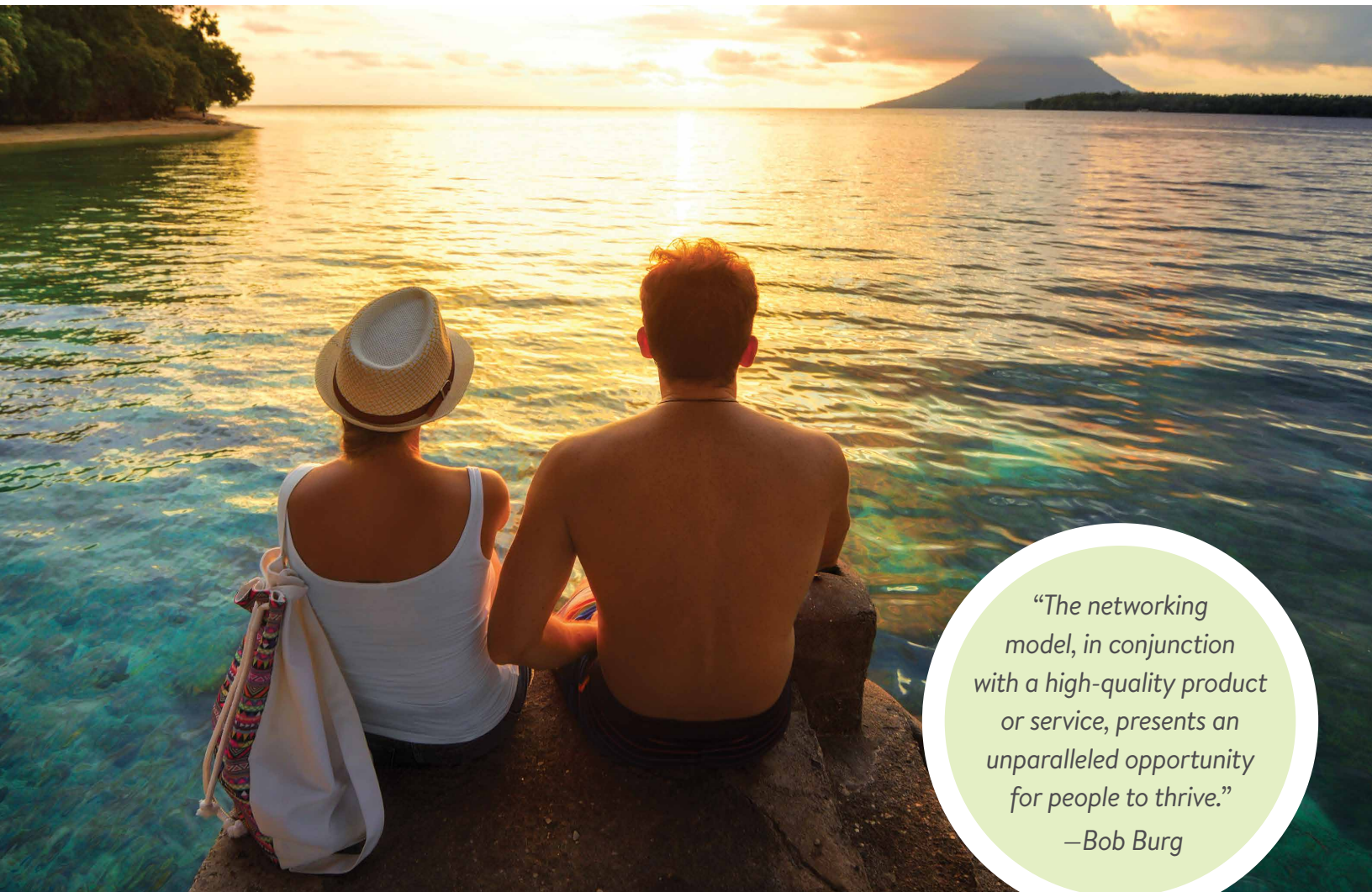
Paid on new enrollee volume for their first 60 days. Enroller must have 100 PV Loyalty Rewards Program orders to receive this enroller bonus.



* See compensation plan for details. Numbers displayed are based on the United States market. Personal earnings may be less.

Change Lives and create an income

Each of us has the opportunity to create and live the life we desire. With dōTERRA®, you can build an abundant financial pipeline that allows you the freedom to give.



"The networking model, in conjunction with a high-quality product or service, presents an unparalleled opportunity for people to thrive."

—Bob Burg

What would make the biggest impact in your life?

EARNING MORE

- ☐ Work to Become Debt-Free
- ☐ Build a Generous Savings Account
- ☐ Have More Financial Control
- ☐ Become a Charitable Giver

WORKING SMARTER

- ☐ Control Time and Schedule
- ☐ Build Your Dreams
- ☐ Focus on Self-Improvement
- ☐ Plan and Prepare Financially

DOING WHAT YOU LOVE

- ☐ Travel
- ☐ Education
- ☐ Give Service
- ☐ Spend Time with Family

Partner with dōTERRA® and get where you want to be.

Which path is best for you?

☐ GET YOUR PRODUCT PAID FOR



\$11,424-28,032/month*
Elite—Premier Income Goal

Potential time investment
for part-time earning*:



Goals:



Elite in
2-3 months



Premier in
6+ months



Personally enroll
a few customers a month.

☐ SUPPLEMENT YOUR INCOME



\$28,032-158,656/month*
Premier—Gold Income Goal

Potential time investment
for part-time earning*:



Goals:



Premier in
3-9 months



Gold in
1-2 years



Enroll at least four customers
and one builder monthly.

☐ REPLACE YOUR INCOME



\$158,656-544,192/month*
Gold—Diamond Income Goal

Potential time investment
for full-time earning*:



Goals:



Gold in
6-9 months



Diamond in
1-3 years



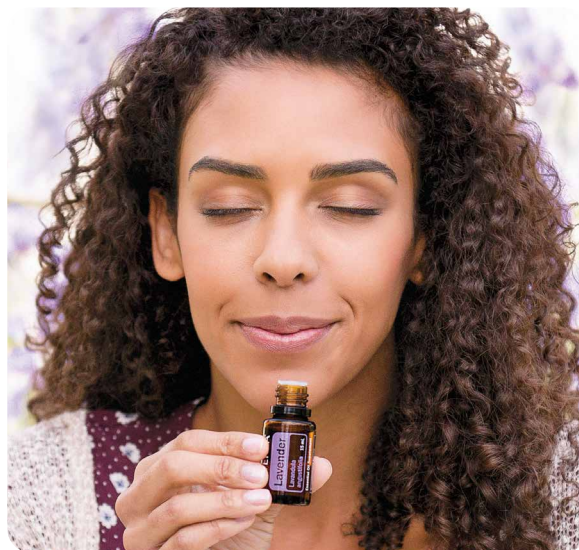
Enroll at least eight customers
and two builders monthly.

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Success Is Simple

Three simple steps to build your financial pipeline

To change lives, engage in these pipeline-building activities (PIPES). The more you put into your pipeline, the more you'll receive. For greater results, *turn up the flow!*



1. Use dōTERRA® PRODUCTS



Use these tools to support your pipeline-building activities as you naturally share and duplicate.



Names List



Live guide



Share guide



Build guide



2. Share dōTERRA®



3. Teach OTHERS

E

ENROLL

Enroll and empower others with natural solutions and invite them to change lives.

S

SUPPORT

Support your customers and builders to success.

Your Team and Community



Steps to Empower Your Success

Begin changing lives by completing the following action steps and building your financial pipeline.

1



Live THE WELLNESS LIFESTYLE

- ☐ Experience a Natural Solutions presentation and get enrolled.
- ☐ Get a Live guide and complete a Lifestyle Overview.
- ☐ Use your products by implementing your Daily Wellness Plan.

2



share WITH OTHERS

- ☐ Start your Names List on the next page.
- ☐ Get a Share guide and learn about successful sharing.
- ☐ Schedule and host presentations.

Names List

Whose lives do you want to change?

Name
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Together, we are rapidly sharing hope and healing through
dōTERRA®'s worldwide movement.

dōTERRA®

Bringing *hope*,
healing hearts,
raising *leaders*,
living dreams—

the meaningful work of a
dōTERRA Wellness Advocate.

