dōTERRA
Build
Business Overview
Are you ready for **Financial Freedom?**

**Hauling Buckets**
- Trading hours for dollars
- Limit on advancement & earnings
- Limited time freedom
- Building others’ dreams

**Building a Pipeline**
- True, lasting residual income
- No limits on advancement & earnings
- Freedom to choose your schedule
- Building your dreams

Many people spend their lives trading hours for dollars and lack fulfillment or a sense of purpose. With dōTERRA, anyone can choose to create time, energy, and financial freedom through building a lasting residual income pipeline.

**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, eventually he could be free from hauling buckets. So he labored diligently for a few years to build his pipeline.

**The day he turned on the spigot, everything changed.**
He successfully created an unlimited supply of water and improved lifestyle for the villagers and himself, resulting in an abundant financial pipeline.
Why Partner with dōTERRA?

Founded in 2008 with the mission to bring the highest quality essential oils to the world.

**EFFECTIVE**

**MOST TESTED. MOST TRUSTED.**
Over 4.5 million customers

**THE dōTERRA DIFFERENCE**

65% RECORD-BREAKING RETENTION!

Typical Direct Selling
- Lead with business opportunity
- Product sales depend on opportunity
- Sell an opportunity

dōTERRA Authentic Direct Selling
- Lead with powerful products
- Products sell regardless of opportunity
- Share a wellness lifestyle

**PROVEN**

A Billion Dollar Company in 7 Years!

**dōTERRA’S GROWTH**

| Years | 
|-------|------|------|------|------|------|------|
|       | 0    | .1   | .25  | .50  | .75  | 1    |

- Named largest essential oil company in the world by Verify Markets
- Part of $3.4 trillion wellness market
- Sales in 110 countries
- Unique and unrivaled quality products (84% 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 Foundation®
- Pays growers fairly and preserves agricultural knowledge through Co-Impact Sourcing®
- Learn more at sourcetoyou.com

A dōTERRA PIPELINE TOUCHES MANY LIVES

As you grow your dōTERRA business, lives are lifted. 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 to create powerful, lasting residual income while incentivizing synergy and collaboration.
**FAST START BONUS**
Paid weekly on new enrollee volume for their first 60 days. Enroller must have 100 PV Loyalty Rewards Order to receive this enroller bonus.

**UNILEVEL BONUS**
Paid monthly on team volume outside the Fast Start bonus window (member’s first 60 days). Get paid 7 levels deep with higher % on larger lower levels. Dynamically compresses up past non-qualifying members.

**POWER OF 3 TEAM BONUS**
Paid monthly based on structure. Each team needs 600 TV to receive this sponsor bonus.

**LEADERSHIP BONUS**
Paid monthly to reward leadership. Seven percent of global volume divided among leadership ranks.

*See compensation plan for details. Numbers displayed are 2017 annual averages. Personal earnings may be less. See 2017 Opportunity and Earnings Disclosure summary at doterra.com > Advocates > Flyers*
Change Lives and create an income

Each of us has the opportunity to create and live the life we desire. With doTERRA you can build an abundant financial pipeline to allow yourself to be free to give.

What would make the biggest impact in your life?

**EARNING MORE**
- Debt free
- Generous Savings Account
- Financial Freedom
- Charitable Giving

**WORKING SMarter**
- Time Freedom
- Building My Dreams
- Self-improvement
- Financial Planning and Preparedness

**DOING WHAT YOU LOVE**
- Travel
- Education
- Service
- Spending Time with Family
Partner with dōTERRA and get where you want to be.

Which path is best for you?

☐ GET YOUR PRODUCT PAID FOR

$365-939/month*
Elite — Premier Income Goal

Goals:

E
Elite in 2-3 months
P
Premier in 6 months

Needed Investment:

3-5 hours /week

Personally enroll a few customers a month.

☐ SUPPLEMENT YOUR INCOME

$939-4,875/month*
Premier — Gold Income Goal

Goals:

E
Elite in 1-2 months
S
Silver in 6-9 months
G
Gold in 1-2 years

Needed Investment:

10-15 hours /week

Enroll 4+ Customers & 1+ Builder(s) monthly

☐ REPLACE YOUR INCOME

$4,875-16,814/month*
Gold—Diamond Income Goal

Goals:

E
Elite in 1 month
S
Silver in 2-3 months
D
Diamond in 1-3 years

Needed Investment:

15-30 hours /week

Enroll 8+ Customers & 2+ Builders monthly

*Numbers displayed are 2017 annual averages. Personal earnings may be less. See 2017 Opportunity and Earnings Disclosure summary at doterra.com > Advocates > Flyers
Success is Simple

Three simple steps to build your financial pipeline

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

1. Use dōTERRA® PRODUCTS

PREPARE
Prepare yourself for success by experiencing the benefits of dōTERRA’s products and proven training system.

INVITE
Invite others to learn about dōTERRA’s natural solutions and opportunity.

PRESENT
Present dōTERRA’s message of wellness and financial prosperity.

You

Your Prospects

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

Names List
Healthy Can Be Simple
Natural Solutions Class Handout
2. Share dōTERRA

Support your customers and builders to success.

3. Teach OTHERS

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

Your Team + Community

Live, Share, Build guides

Launch guide
Three Steps to Launch Your Business

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.

3. **Launch Your Business**
   - Schedule your Launch Overview.
   - Choose your pace. I am Elite rank in:
     - 30 days
     - 60 days
     - 90 days
     - 90 days outrageous
     - 90 days target
     - 90 days average
   - Go to doterra.com > Empowered Success.
**Names List**
Whose lives do you want to change?

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Together, we are rapidly sharing hope and healing through dōTERRA's worldwide movement.
Bringing hope, healing hearts, raising leaders, living dreams—

the meaningful work of a dōTERRA Wellness Advocate.