ARE YOU READY TO LIVE LIFE ON YOUR TERMS?

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.

Hauling Buckets
• Trading hours for dollars
• Others control advancement and earnings
• Limited time freedom
• Building others’ dreams

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

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.
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 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.
- Sell products regardless of opportunity.
- Share a wellness lifestyle.

**PROVEN**

**dōTERRA’S GROWTH**

<table>
<thead>
<tr>
<th>Years</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Revenue (Million)</td>
<td>.1</td>
<td>.25</td>
<td>.50</td>
<td>.75</td>
<td>1</td>
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</table>

*Names largest essential oil company in the world by Verify Markets*
*Part of $4.2 trillion wellness market*
*Sells 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 Foundation®.
- Pays growers fairly and preserves agricultural knowledge through Cō-impact Sourcing®.
- Learn more at sourcetoyou.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

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

PAY For Your Product

SUPPLEMENT Your Income
**FAST START BONUS**

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

- **Enrollment LEVEL 1**: 20%
- **Enrollment LEVEL 2**: 10%
- **Enrollment LEVEL 3**: 5%

**Enroller**

**Earn commissions immediately!**

- **Fast Start Bonus**: Paid weekly on new enrollee volume for their first 60 days. Enroller must have 100 PV Loyalty Rewards Program orders to receive this enrollee bonus. **Enroller must have 100 PV Loyalty Rewards Program orders 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 seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past non-qualifying members.

<table>
<thead>
<tr>
<th>Level</th>
<th>Percentage</th>
<th>Number of People</th>
<th>Income Based on 150 PV Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2%</td>
<td>3</td>
<td>$9</td>
</tr>
<tr>
<td>2</td>
<td>3%</td>
<td>9</td>
<td>$49</td>
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<td>3</td>
<td>5%</td>
<td>27</td>
<td>$252</td>
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<td>4</td>
<td>5%</td>
<td>81</td>
<td>$859</td>
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<tr>
<td>5</td>
<td>6%</td>
<td>243</td>
<td>$3,046</td>
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<td>6</td>
<td>6%</td>
<td>729</td>
<td>$9,607</td>
</tr>
<tr>
<td>7</td>
<td>7%</td>
<td>2187</td>
<td>$32,571</td>
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</tbody>
</table>

Levels in your organization: 1, 2, 3, 4, 5, 6, 7

- Elites are paid to this level
- Premiers are paid to this level
- Silvers and above are paid to this level

**POWER OF THREE TEAM BONUS**

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

- **Level 1**: $50
- **Level 2**: $250
- **Level 3**: $1,500

**LEADERSHIP BONUS**

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

- **Premier, Silver, and Gold Diamonds**: 1.25%
- **Silver, Gold, and Platinum Diamonds**: 2%
- **Diamond, Blue, and Presidential Diamonds**: 1%

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

- **Elites are paid to this level**
- **Premiers are paid to this level**
- **Silvers and above are paid to this level**

**Leadership**

- Lead five people to Gold: $38,796/month
- Lead six people to Platinum: $107,988/month

**Income**

- Leadership
- Unilevel
- Power of Three
- Fast Start

**Replacing and Multiply Your Income**

Each of us has the opportunity to create and live the life we desire. With doTERRA, 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**

$357–876/month*  
Elite–Premier Income Goal

Goals:
- Elite in 2–3 months
- Premier in 6+ months

Needed Time Investment:
- 3–10 hours per week

Personally enroll a few customers a month.

**SUPPLEMENT YOUR INCOME**

$876–4,958/month*  
Premier–Gold Income Goal

Goals:
- Premier in 3–9 months
- Gold in 1–2 years

Needed Time Investment:
- 10–30 hours per week

Enroll at least four customers and one builder monthly.

**REPLACE YOUR INCOME**

$4,958–17,006/month*  
Gold–Diamond Income Goal

Goals:
- Gold in 6–9 months
- Diamond in 1–3 years

Needed Time Investment:
- 25–50 hours per week

Enroll at least eight customers and two builders monthly.

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'll 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 business opportunity.

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

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

- **Names List**
- **Healthy Can Be Simple booklet**
- **Natural Solutions class handout**
2. Share dōTERRA

3. Teach OTHERS

E

S

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

SUPPORT
Support your customers and builders to success.

Your Team and Community

Live, Share, and 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’ll reach Elite rank in:
     - 30 days outrageous
     - 60 days target
     - 90 days moderate
   - Go to doterra.com > Business Resources > Empowered Success.
Names List
Whose lives do you want to change?

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

the meaningful work of a dōTERRA Wellness Advocate.