Are you ready for **Financial Freedom?**

**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 an unlimited 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 time, energy, and financial freedom by building a lasting residual income pipeline.

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**Where are you?**

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

**Building a Pipeline**
- True, lasting residual income
- No limits on advancement or 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

**CPTG**
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.

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

**PROVEN**

**dōTERRA’S GROWTH**

A Billion-Dollar Company in Seven Years!

- 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 Foundation®
- Pays growers fairly and preserves agricultural knowledge through C6-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

dōTERRA’s generous compensation plan is a proven vehicle for creating powerful, lasting residual 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 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.

Leadership Bonus
Paid monthly to reward leadership: 7 percent of global volume divided among leadership ranks.

Unilevel Bonus
Paid monthly on Team Volume outside the Fast Start bonus window (member’s first 60 days).

Power of Three Team Bonus
Paid monthly based on structure. Each team needs 600 TV to receive this sponsor bonus.

Leadership
Levels in your organization  Percentage paid on monthly volume  Number of people  Income based on 150 PV orders
Level 1  2%  3  $9
Level 2  3%  9  $49
Level 3  5%  27  $252
Level 4  5%  81  $859
Level 5  6%  243  $3,046
Level 6  6%  729  $9,607
Level 7  7%  2187  $32,571

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

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

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 enroller bonus.

1%  Premier and Silver
2%  Silver, Gold, and Platinum
1%  Diamond, Blue, and Presidential
1%  Diamonds
1%  Blue Diamonds
1%  Presidential Diamonds

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.

What would make the biggest impact in your life?

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

**WORKING SMARTER**
- Control over Time and Schedule
- Building 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

$357–876/month*  
Goals:  
Elite—Premier Income Goal

Needed Investment:  
3–5 hours per week

Elites in 2–3 months  
Premier in 6 months

Personally enroll a few customers a month.

☐ SUPPLEMENT YOUR INCOME

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

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

Needed Investment:  
10–15 hours per week

Enroll at least four customers and one builder monthly.

Enroll at least eight customers and two builders monthly.

☐ REPLACE YOUR INCOME

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

Needed Investment:  
15–30 hours per week

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

   **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.

   **P**
   **I**
   **P**

   **You**
   **Your Prospects**

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

**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
     - 60 days
     - 90 days
   - Go to doterra.com > Empowered Success.
Together, we are rapidly sharing hope and healing through dōTERRA’s worldwide movement.

**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.