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
- CPTG: The dōTERRA Quality and Purity Standard

**Proven**
- Over 5 million customers
- A Billion-Dollar Company in Seven Years!

**Carrying**
- 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.

**The dōTERRA Difference**
- 65% Record-Breaking Retention®

**dōTERRA's Growth**
- OVER 5 MILLION CUSTOMERS
- A BILLION-DOLLAR COMPANY IN SEVEN YEARS!

**Why partner with dōTERRA?**

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

**Where are you?**

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.
Discover the Possibilities

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

**REPLACE AND MULTIPLY**

**PAY For Your Product**

**SUPPLEMENT Your Income**

**LEADERSHIP BONUS**
Paid monthly to reward leadership. 7.25 percent of global volume divided among leadership ranks.

- **1.25%** Presidents Blue and Diamond
- **2%** Diamonds and Presidential
- **1%** Presidential Diamonds

**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.
- Levels in your organization
- Percentage of global volume
- Number of people
- Income based on 150 PV orders

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

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<th>YOU 100 PV UPORDER</th>
<th>$50 LEVEL 1 ($3)</th>
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<tr>
<td>2 people = Level 1</td>
<td>Level 2 3 people</td>
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<td>6 people = Level 3</td>
<td>Level 4 9 people</td>
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<td>18 people = Level 5</td>
<td>Level 5 27 people</td>
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<td>37 people = Level 7</td>
<td>Level 6 72 people</td>
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<td>71 people = Level 9</td>
<td>Level 7 218 people</td>
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**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.

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

Which path is best for you?

**GET YOUR PRODUCT PAID FOR**

- **Elite—Premier Income Goal**
  - Needed Time Investment: 3–10 hours per week
  - Goals:
    - Elite in 2–3 months
    - Premier in 6+ months
    - Personally enroll a few customers a month.

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

- **Needed Time Investment:** 3–10 hours per week

**SUPPLEMENT YOUR INCOME**

- **Premier—Gold Income Goal**
  - Needed Time Investment: 10–30 hours per week
  - Goals:
    - Enroll at least four customers and one builder monthly.

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

- **Needed Time Investment:** 10–30 hours per week

**REPLACE YOUR INCOME**

- **Gold—Diamond Income Goal**
  - Needed Time Investment: 25–50 hours per week
  - Goals:
    - Enroll at least eight customers and two builders monthly.

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

- **Needed Time Investment:** 25–50 hours per week

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**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

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Success Is Simple

Three simple steps to build your financial pipeline

To change lives, engage in these pipeline-building activities (PIVES). 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.

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

SUPPORT
Support your customers and builders to success.

You
Your Prospects
Your Team and Community

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
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: 60 days, 90 days, or 30 days.
   - Go to doterra.com > Business Resources > Empowered Success.

**Names List**

Whose lives do you want to change?

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

the meaningful work of a dōTERRA Wellness Advocate.