BUILD

A dōTERRA Business

Are you ready to build your dreams?

There was a woman who hauled buckets of water for a living. Every day, she hauled water from the nearest source to her distant village. If she needed more money, she'd simply work longer hours and haul more buckets.

After many years, she grew weary of hauling buckets. Then inspiration came. If she used her spare time to build a pipeline, she could eventually create a new kind of financial opportunity and be free from hauling buckets. She labored diligently for a few years to build her pipeline.

The day she turned on the spigot, everything changed. She successfully created a continuous supply of water, improved the villagers' lifestyles, and met her own financial goals.

Today, this woman is building her dreams.

Where Are You?

Hauling Buckets

- Trading hours for dollars.
- Fighting limits on advancement and earnings.
- Scrambling for free time.
- Building others' dreams.

Or

Building a Pipeline

- Earning commissions with team effort.
- Getting additional income.
- Choosing your schedule.
- Building your dreams.

The Value of Creating Cash Flow

The dilemma many people face is spending their lives trading hours for dollars and making little progress toward their long-term financial goals. The solution is to build a business that provides a cash flow. With dōTERRA, you can build a business that offers more control over your time, energy, and income.

> **"Every person who builds in dōTERRA starts in the exact same place, but where they go from there is determined by their vision, consistency, and willingness to lead."**

Molly Dayton
dōTERRA Wellness Advocate

What would make the biggest impact in your life?

- [ ] Create more time to pursue passions.
- [ ] Find fulfillment in building your own business.
- [ ] Develop talents and grow interests.
- [ ] Increase financial flexibility.
- [ ] Spend more time with loved ones.
- [ ] Find opportunities to earn trips.
- [ ] Fight burnout.
- [ ] Earn additional income.
- [ ] _____
- [ ] _____

Why Partner with dōTERRA?

The Product | Most Tested, Most Trusted

Since its founding in 2008, dōTERRA has been solely focused on providing the highest-quality essential oils to the world. The industry-defining CPTG Certified Pure Tested Grade® quality standard ensures peace of mind with the purest essential oils on the market.

- **Unrivaled natural products that address modern wellness challenges**
- **No fillers or adulterations, proven by rigorous in-house and third-party testing**

Find out more about the dōTERRA quality standard.

The Company | Established, Expanding

According to Verify Markets, dōTERRA is the largest essential oil company in the world—a $2 billion company in just 14 years.

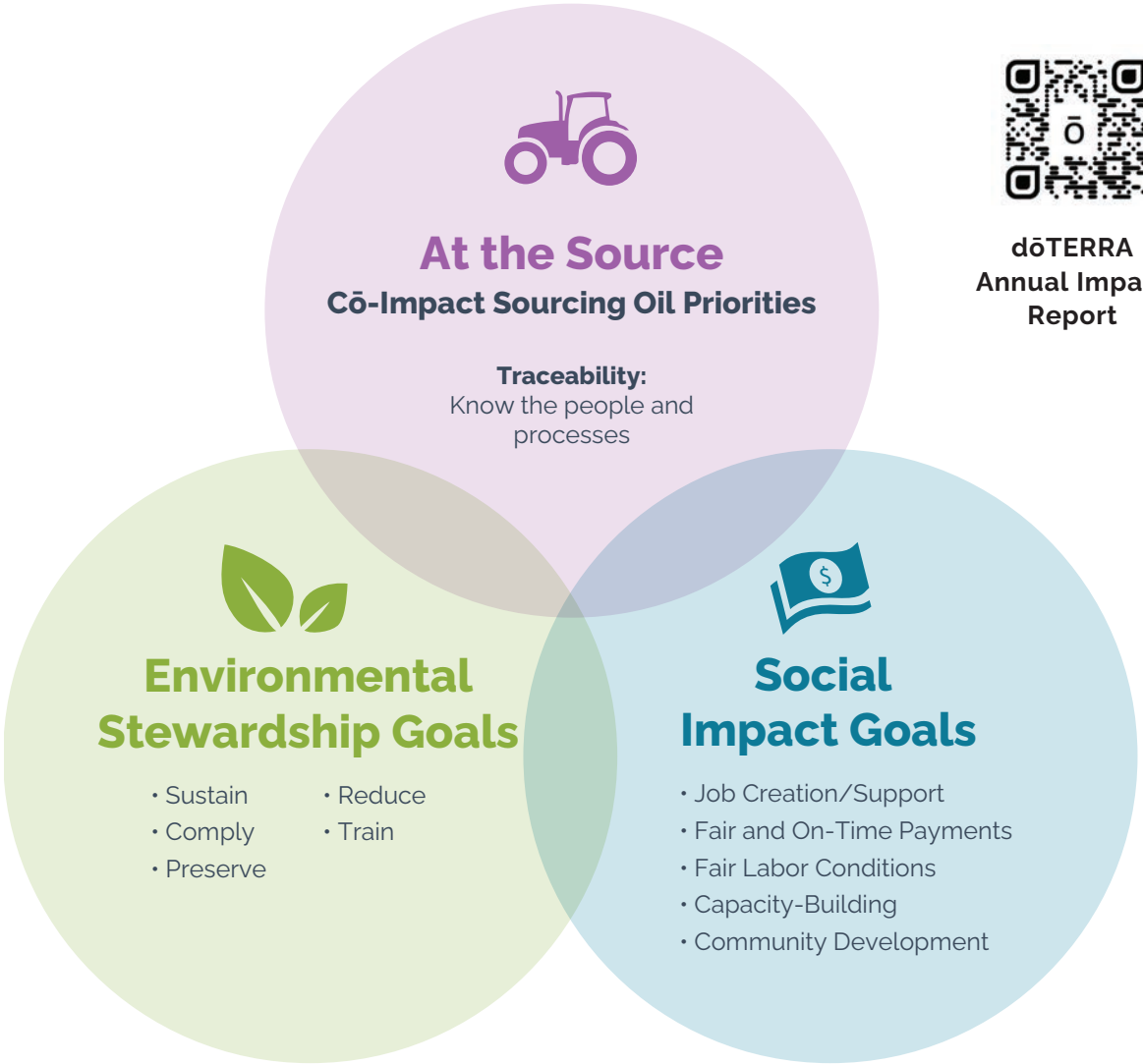
- **Millions of customers and Wellness Advocates in more than 28 markets**
- **Essential oils sourced in over 45 countries and sold in 110 countries**
- **Innovative executives with over 150 years of combined industry experience**

Learn more about the company executives, their expertise, and the origin of dōTERRA.

The Impact

Ethically Sourced, Earnestly Serving

dōTERRA strives to pay growers fairly and preserve agricultural knowledge through Cō-Impact Sourcing® initiatives. Purchasing dōTERRA® products has the potential to improve lives and communities globally.



dōTERRA Annual Impact Report

Over 55+% stellar customer retention![ǂ]

[ǂ]US customers who continued to order three months after joining doTERRA

Discover the Possibilities

ELITE

3k+ team volume

$176-$347+ per month*

PREMIER

EX 2K+ | EX 2K+

5k+ team volume

$687-$1,085+ per month*

SILVER

E E E

Lead three people to Elite

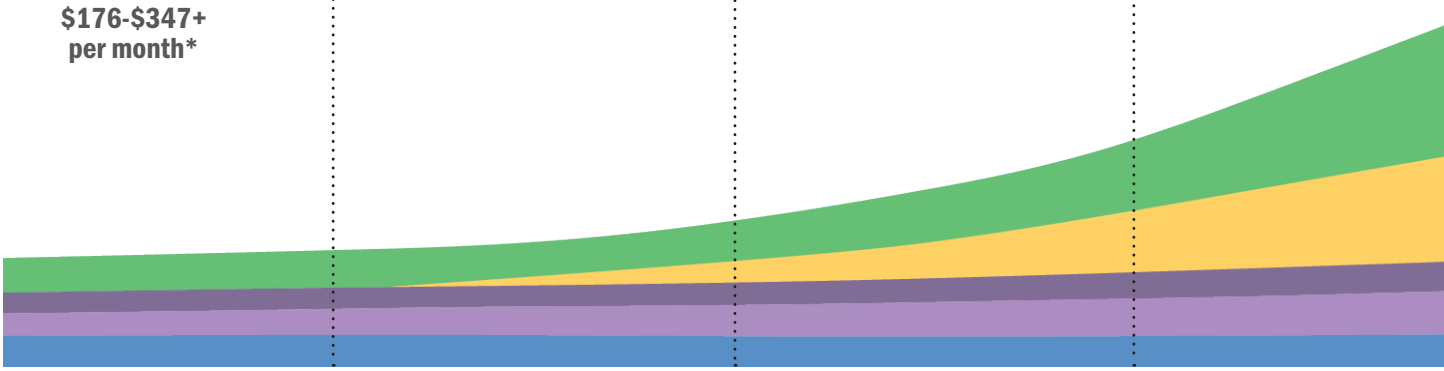
$1,627-$2,696+ per month*

GOLD

P P P

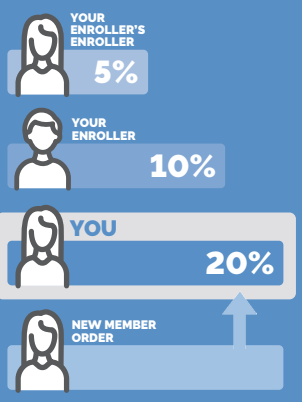
Lead three people to Premier

$3,800-$5,148+ per month*



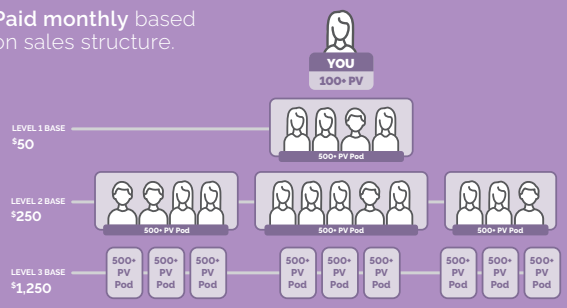
FAST START

Paid weekly on new enrollee volume for their first 60 days.



POWER OF 3 BONUS & BOOST

Paid monthly based on sales structure.



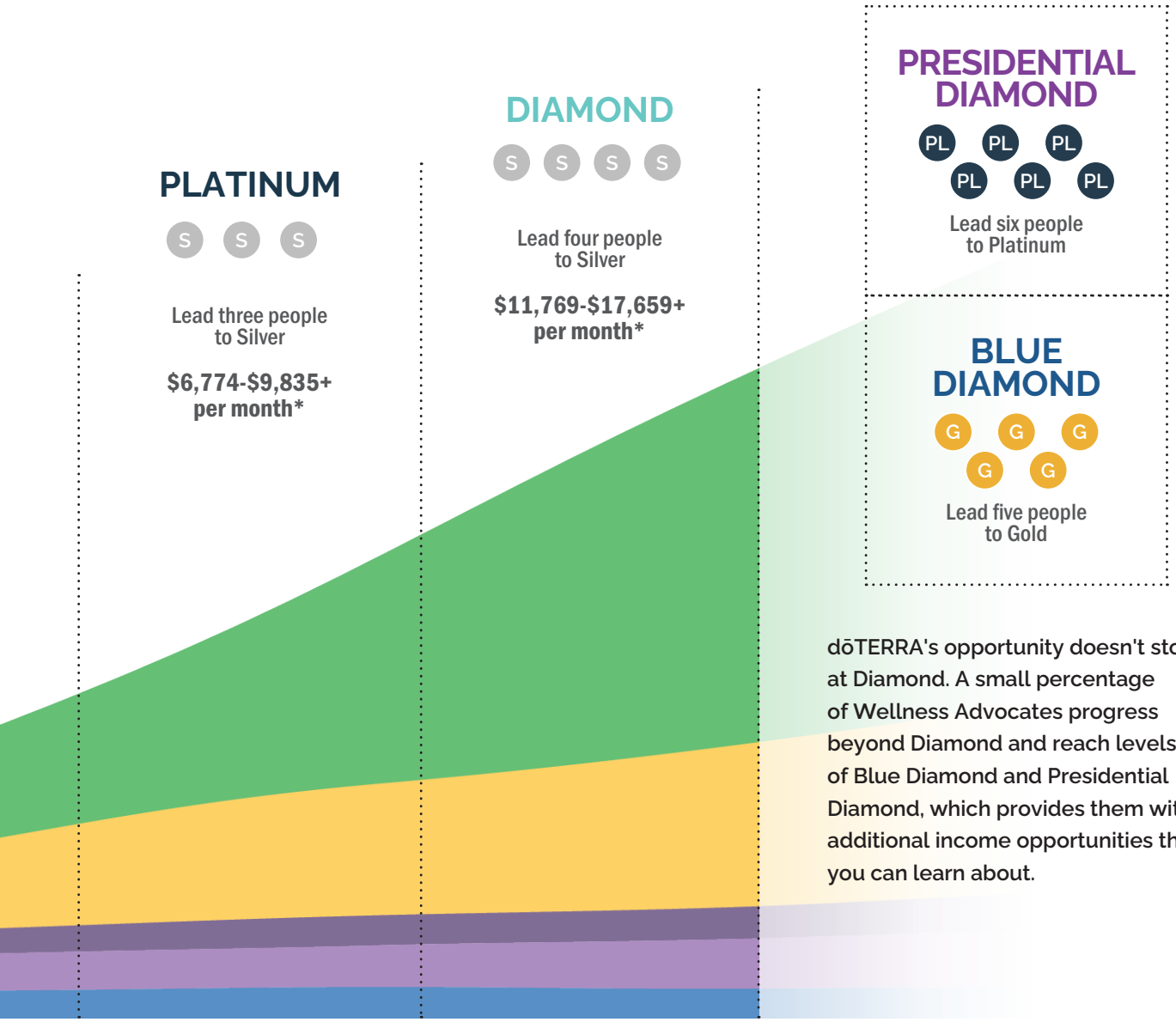
POWER OF 3 BONUS + BOOST EARNING POTENTIAL

POWER OF 3 BONUS	400+ PGV	800+ PGV	1,200+ PGV	EARN UP TO
LEVEL 1 ($50)	$50			$100
LEVEL 2 ($250)	$50	$250		$500
LEVEL 3 ($1,250)	$50	$250	$500	$1,750

POOLS

Paid monthly to reward leadership: 8 percent of company volume divided among leadership ranks.

1.50% *Premier, Silver, and Gold*	2% *Silver, Gold, and Platinum*	1.50% *Platinum+ ranks*
1% *Diamonds*	1% *Blue Diamonds*	1% *Presidential Diamonds*



dōTERRA's opportunity doesn't stop at Diamond. A small percentage of Wellness Advocates progress beyond Diamond and reach levels of Blue Diamond and Presidential Diamond, which provides them with additional income opportunities that you can learn about.

UNILEVEL

Paid monthly on your Volume outside the Fast Start bonus window *(member's first 60 days).* **The following is an illustration of a possible organization.**

Get paid seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past members not qualified by rank.

Level 1: *Earn up to $100 in Power of Three from Level 1 volume*			
Level 2	*3%*	*9*	*$40*
Level 3	*5%*	*27*	*$243*
Level 4	*5%*	*81*	*$850*
Level 5	*6%*	*243*	*$3,037*
Level 6	*6%*	*729*	*$9,598*
Level 7	*7%*	*2187*	*$32,562*
Levels in your organization	*Percentage paid on monthly volume*	*Number of people*	*Income based on 150 PV orders*

*Results vary based on time, effort, and skill. See the dōTERRA Opportunity and Earnings Disclosure Summary at doterra.com/disclosure. Most Wellness Advocates (WAs) join to purchase product at a discount and not to earn compensation. An active WA is one who made a purchase, enrolled another account, or received compensation, and includes WAs who received no compensation. The average monthly compensation paid to all active US WAs during the fourth quarter of 2025 was $41.54. The average monthly compensation paid to US WAs who received compensation in June 2025 through June 2026 was $295.17. The income ranges for each rank are based on compensation paid in June 2025 through June 2026. The lower end of each range is the median and the upper end is the 80th percentile. The percentage of all active US WAs who reached the following ranks in June 2025 through June 2026 is Elite: 1.9%, Premier: 0.4%, Silver: 0.3%, Gold: <0.1%, Platinum: <0.1%, Diamond: <0.1%, Blue Diamond: <0.1%, and Presidential Diamond: <0.1%. Ranks below Elite are not displayed. Compensation information does not include expenses, which may be incurred. See full compensation plan for details.

[1] *See Compensation Plan for complete details*

Partner with dōTERRA
and get where you want to be.

How much time will you commit?

ESTIMATED TIME NEEDED		RANK GOALS
	Personally enroll a few customers monthly.	E **Executive** in 1–2 months E **Elite** in 2–3 months P **Premier** in 6+ months
	Enroll at least four customers and one builder monthly.	P **Premier** in 6+ months G **Gold** in 1–2 years
	Enroll at least eight customers and two builders monthly.	G **Gold** in 1–2 years D **Diamond** in 1–4 years

Results vary based on time, effort, and skill. Expenses may be incurred. See the dōTERRA Opportunity and Earnings Disclosure Summary at doterra.com/disclosure.

“We have the best leaders and customers in the world at dōTERRA. I feel lucky to work so closely with them!”

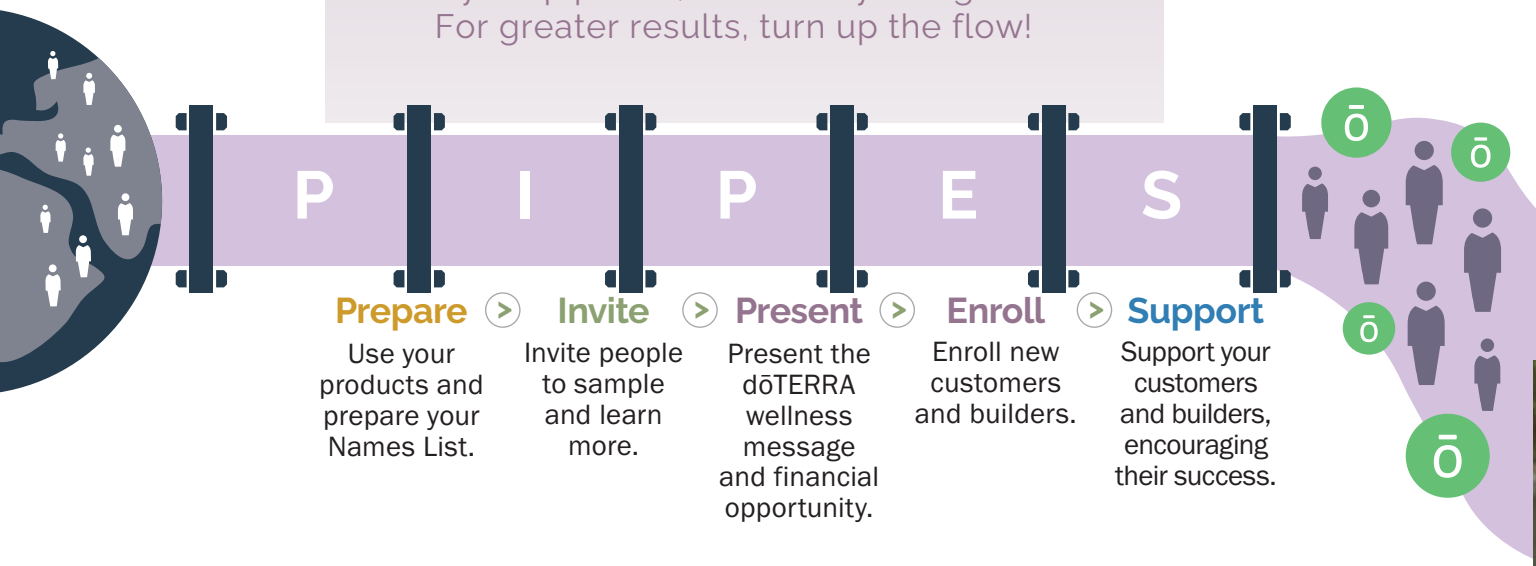
Shannon Bible
Chief Experience Officer, EVP North America

Success Is Simple

Focus your actions to create lasting results.

With dōTERRA, you have the opportunity to create and live the life you desire by changing the lives of others. As you build a financial pipeline, you increase the possibilities to live and give more.

Engage in these pipeline-building activities to grow your business. The more you put into your pipeline, the more you'll get out. For greater results, turn up the flow!



Prepare Use your products and prepare your Names List.

Invite Invite people to sample and learn more.

Present Present the dōTERRA wellness message and financial opportunity.

Enroll Enroll new customers and builders.

Support Support your customers and builders, encouraging their success.

The *Business Building Guide* contains step-by-step information about how to launch and sustain a successful business with PIPES.

Results vary based on time, effort, and skill. Expenses may be incurred. See the dōTERRA Opportunity and Earnings Disclosure Summary at doterra.com/disclosure.

Your Next Steps

Build your business with confidence and clarity.

dōTERRA provides training and proven principles to help you grow your business and bless the lives of others.

Complete the following steps:

Sign up as a Wellness Advocate.

Hold a launch strategy session with your upline mentor.

Start making your Names List.

dōTERRA Momentum Calls

The Momentum Calls are a one-hour monthly experience focused on **practical strategy, mindset coaching, and real tools**. The call also include interactive moments, recognition, and simple takeaways to help move participants from inspiration to action.

“dōTERRA is more than just a company. We are a movement—a force of nature—driving positive change in the health and wellness of millions.”

Drew Wolfert
dōTERRA Chief Financial Officer

dōTERRA®
pursue what's **pure**®

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