

## INCOME EARNING STATEMENT

The dōTERRA® business opportunity is robust and growing. While the vast majority of Wellness Advocates are focused on the use of essential oils for the benefit of their family and friends, for those that want to develop a profitable business by actively working to grow and achieve leadership ranks, there is a significant earnings opportunity as noted below. Of course, each Wellness Advocate’s results will depend on the time and effort they put into building their own dōTERRA business.

Rank	Structure	Average Monthly Earnings	Average Annual Earnings	Percent of Leaders
Silver	<p style="text-align: center;"><b>Silver</b></p> <pre> graph TD     Silver --&gt; Elite1[Elite]     Silver --&gt; Elite2[Elite]     Silver --&gt; Elite3[Elite]                     </pre> <p style="text-align: center;"><i>100 PV 3 personally enrolled Elites</i></p>	\$2,200	\$26,600	62%
Gold	<p style="text-align: center;"><b>Gold</b></p> <pre> graph TD     Gold --&gt; Premier1[Premier]     Gold --&gt; Premier2[Premier]     Gold --&gt; Premier3[Premier]                     </pre> <p style="text-align: center;"><i>100 PV 3 personally enrolled Premiers</i></p>	\$4,900	\$59,000	23%
Platinum	<p style="text-align: center;"><b>Platinum</b></p> <pre> graph TD     Platinum --&gt; Silver1[Silver]     Platinum --&gt; Silver2[Silver]     Platinum --&gt; Silver3[Silver]                     </pre> <p style="text-align: center;"><i>100 PV 3 personally enrolled Silvers</i></p>	\$9,600	\$115,000	5%
Diamond	<p style="text-align: center;"><b>Diamond</b></p> <pre> graph TD     Diamond --&gt; Silver1[Silver]     Diamond --&gt; Silver2[Silver]     Diamond --&gt; Silver3[Silver]     Diamond --&gt; Silver4[Silver]                     </pre> <p style="text-align: center;"><i>100 PV 4 personally enrolled Silvers</i></p>	\$17,100	\$205,000	7%
Blue Diamond	<p style="text-align: center;"><b>Blue Diamond</b></p> <pre> graph TD     BlueDiamond --&gt; Gold1[Gold]     BlueDiamond --&gt; Gold2[Gold]     BlueDiamond --&gt; Gold3[Gold]     BlueDiamond --&gt; Gold4[Gold]     BlueDiamond --&gt; Gold5[Gold]                     </pre> <p style="text-align: center;"><i>100 PV 5 personally enrolled Golds</i></p>	\$38,500	\$462,000	2%
Presidential Diamond	<p style="text-align: center;"><b>Presidential Diamond</b></p> <pre> graph TD     PresidentialDiamond --&gt; Plati1[Plati-num]     PresidentialDiamond --&gt; Plati2[Plati-num]     PresidentialDiamond --&gt; Plati3[Plati-num]     PresidentialDiamond --&gt; Plati4[Plati-num]     PresidentialDiamond --&gt; Plati5[Plati-num]     PresidentialDiamond --&gt; Plati6[Plati-num]                     </pre> <p style="text-align: center;"><i>100 PV 6 personally enrolled Platinums</i></p>	\$112,750	\$1,353,000	<1%

\*This graph is based on the Opportunity and Earnings Disclosure Summary and can be found on [doterra.com/us/en](http://doterra.com/us/en)