

A vibrant sunset sky with warm orange and yellow hues, scattered white clouds, and a flock of birds in flight. The foreground shows the silhouettes of tall grasses.

EARNING WITH dōTERRA[®]



Make money with dōTERRA

Welcome to earning with dōTERRA. In this guide, you'll discover the many ways you can earn money by sharing powerful and pure dōTERRA® products. dōTERRA's compensation plan is designed to help you earn income in a way that fits your lifestyle. Whether you're looking to earn right away or build a sustainable, flexible business over time, there's an opportunity for you to **earn extra income with the lifestyle you want.**

dōTERRA's business model allows you to **share what you love and make a difference in others' lives while creating recurring financial opportunity.** With dōTERRA's compensation plan, you can make an impact, build a legacy, and create a life you love.



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Specific details of the dōTERRA compensation plan, including commission percentages and qualification criteria, may vary and are subject to updates. Wellness Advocates should refer to the full compensation plan in the dōTERRA policy manual for the most accurate and current information. With any inconsistency, the policy manual controls..

Ways to Earn

Getting Started

Your love of dōTERRA products and your desire to share them with others is the **foundation of a strong business**—a business that will continue to **change countless lives**. As you expand your reach, you will make a lasting impact around the world.

As a **Wellness Advocate**, there are many ways to earn with dōTERRA.

Commissions

Earnings paid out on product sales.

Bonuses

Earnings paid out when you meet specific sales structure and rank requirements.

Fast Start

Power of 3

Unilevel

Pools

Retail Profits

A photograph of three people—two women and one man—smiling and looking at each other outdoors. They are standing in front of a chain-link fence with green foliage in the background. The man in the center is wearing a light green t-shirt, and the woman on the left is wearing a dark blue top. The woman on the right is wearing a light purple tank top and has sunglasses on her head. A white text box is overlaid on the bottom half of the image.

Fast Start

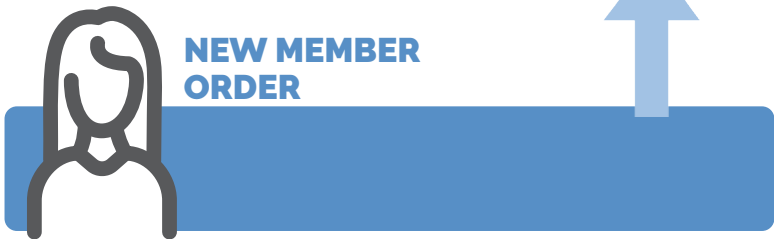
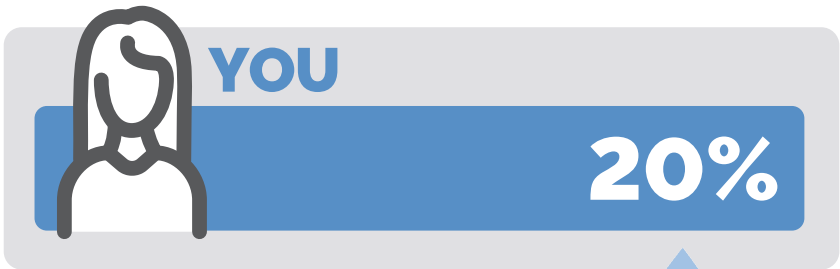
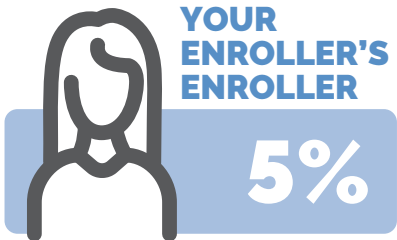
Fast Start is designed to provide you with income right away as you share dōTERRA® products.

How it works

When your new Wellness Advocate or Wholesale Customer places an order with commissionable volume (CV) during their first 60 days, **you can earn a 20% Fast Start** commission. Your enroller receives a 10% commission, and their enroller receives a 5% commission.

To qualify to receive Fast Start earnings, you must place a Rewards order (or enrollment order) of 100 PV or more monthly and have a recurring Rewards order set up on your account.

Paid to **Enroller**
Paid **Weekly**
Earn **20%, 10%, and 5%** on CV



 Fast Start can be used as a weekly growth indicator for your business. The more people you introduce to dōTERRA, the more your Fast Start will grow.

A photograph of three women in a kitchen. The woman in the center is smiling broadly at the other two. The woman on the left is seen from the back, and the woman on the right is seen in profile. They are all wearing light-colored tops. In the background, there is a microwave and an oven.

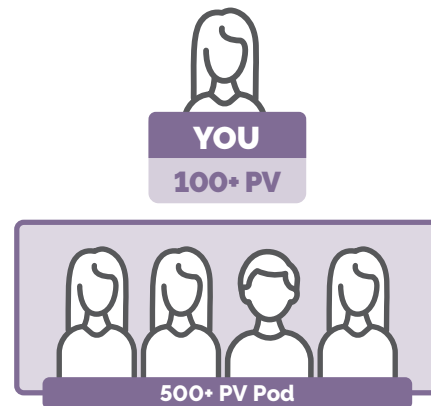
Power of 3 BONUS

The Power of 3 Bonus is designed to help you structure your business for effective customer support and long-term stability.

How it works

Effective customer support is **essential for long-term growth**. While you could personally sponsor all your new enrollees, overtime, it would become difficult to support everyone. This Bonus encourages you to place people under a builder or sharer on your team to **provide support and balance to your organization**.

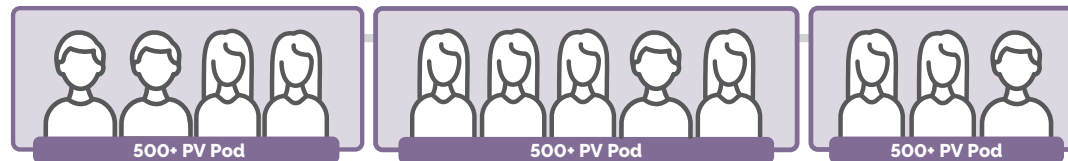
Paid to **Sponsor**
Paid **Monthly**
Earn **\$50, \$250, or \$1250**



LEVEL 1 | \$50

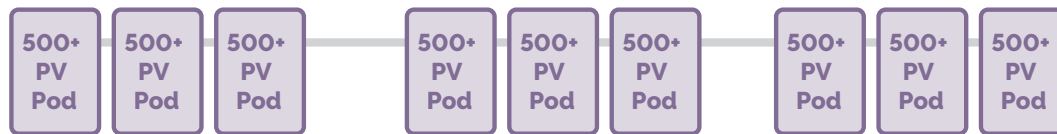
- 1 Order 100+ Personal Rewards Volume*
- 2 Create 500+ in Volume on your frontline*

*At least 300 of the 500+ PV must be Rewards volume, and 100 PV must be personally enrolled.



LEVEL 2 | \$250

- 1 Earn your \$50
- 2 Help 3 people on your frontline earn their \$50 Bonus



LEVEL 3 | \$1,250

- 1 Earn your \$50
- 2 Help 3 people on your frontline earn their \$250 Bonus



This Bonus is focused on new customer acquisition and retention. Effective customer support is essential for long-term growth.

Power of 3 BOOST

The Power of 3 Boost is designed to reward you for growing your team by doubling your \$50 or \$250 Bonus.

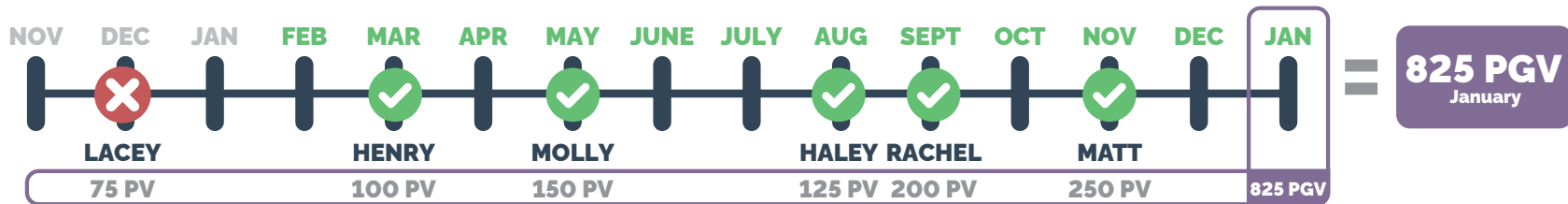
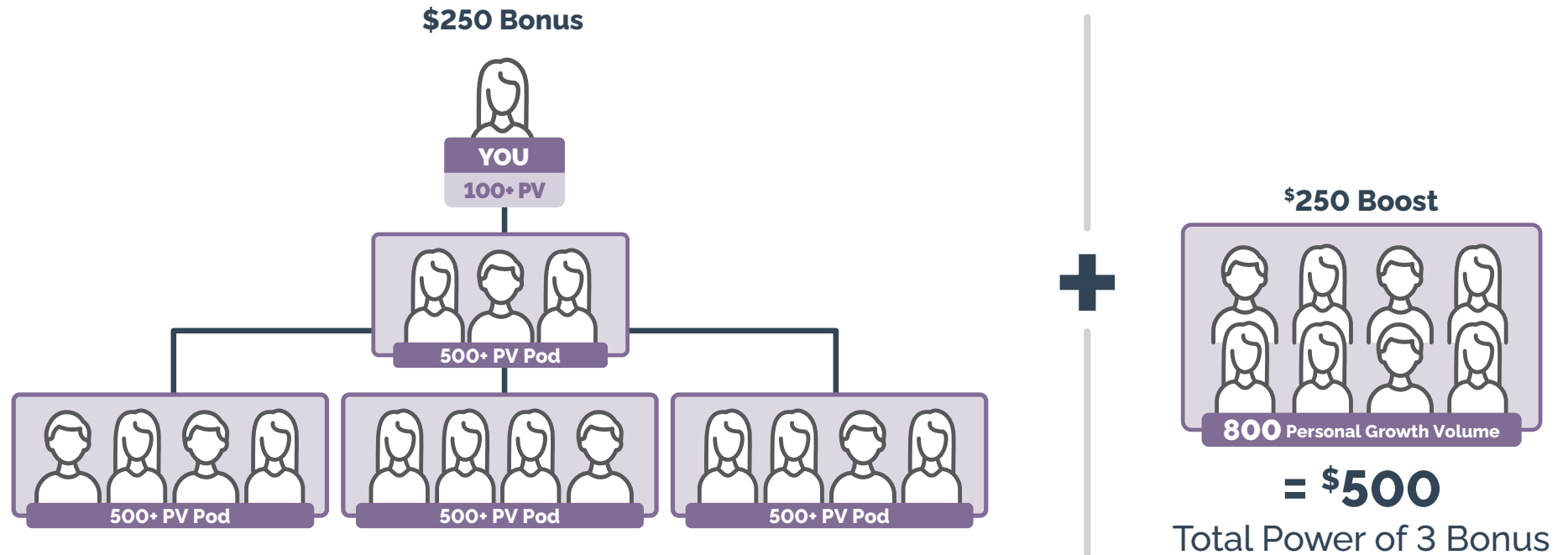
How it works

When your Power of 3 Pod(s) are in place for the Power of 3 Bonus and you reach Personal Growth Volume (PGV) targets you Boost your earnings! The Boost is paid out in addition to the Power of 3 Bonus. Each Wellness Advocate can qualify for one Boost, per account, per month. Here you can see the total earnings available for the Power of 3 Bonus and Boost together.

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

POWER OF 3 BONUS WITH BOOST

Earn \$500 by qualifying for your Power of 3 \$250 Bonus and your \$250 Boost!



Growth Metrics

Reaching Growth Metrics in each of these areas will help you make the most of your commission earnings.

PERSONAL GROWTH VOLUME (PGV)

The total amount of Rewards Volume in the current month **from personally enrolled members who enrolled in the previous 12 months**. These members can be sponsored anywhere in your team. Volume ordered in the month of enrollment is excluded from the calculation of PGV.

	Jan '26	Feb '26	Mar '26	Apr '26	May '26	Jun '26	Jul '26
 Jenna Enrollment Date: Jan. 23, 2025		125 PV	125 PV	125 PV	200 PV	150 PV	150 PV
 Emily Enrollment Date: Feb. 12, 2026			125 PV	125 PV	150 PV	125 PV	125 PV
 Scott Enrollment Date: Mar. 6, 2026				125 PV	125 PV	125 PV	125 PV
 Sonny Enrollment Date: Mar. 21, 2026				100 PV	125 PV	100 PV	100 PV
Total Personal Growth Volume		125	250	475	600	500	500

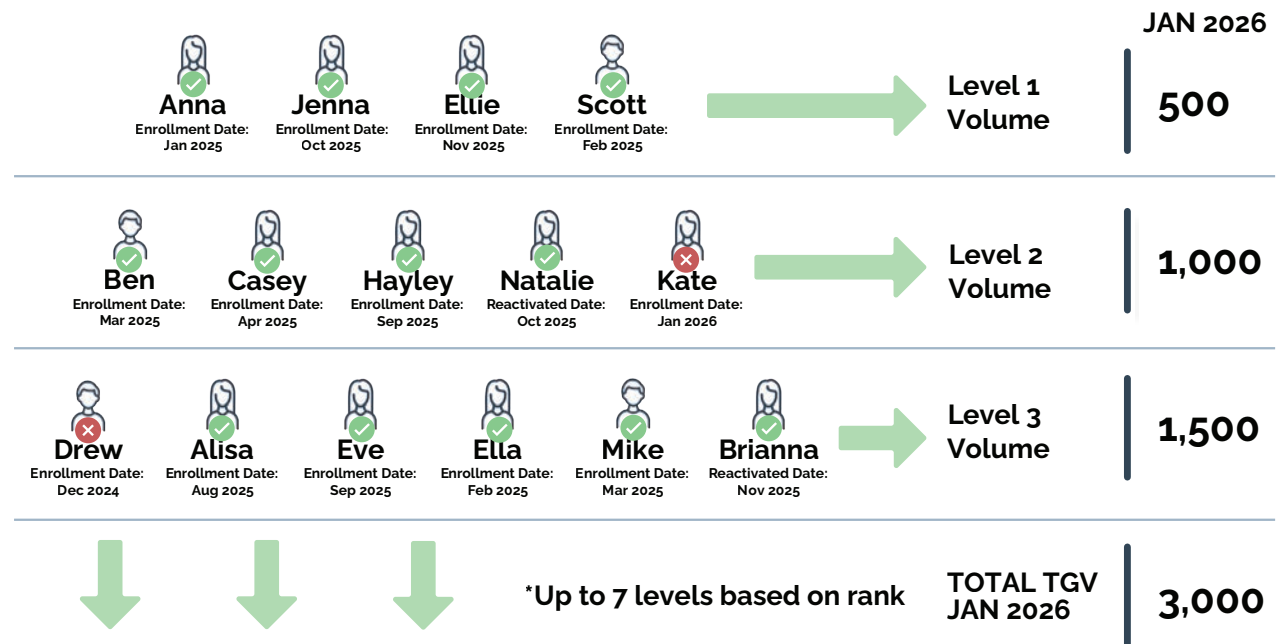
TEAM GROWTH VOLUME (TGV)

The total amount of Volume in the current month **from team members who enrolled or reactivated in the previous 12 months**, within a defined number of sponsor levels (determined by your rank). **Volume from newly enrolled or reactivated members contributes to TGV beginning the month following enrollment or reactivation for 12 months.**

Based on your paid rank in a given month, for Elites and above, you include members on your team within a specific number of sponsor levels, to contribute to your total TGV, as defined in the chart below:

Rank	Sponsor Levels	TGV
Elite	3	300
Premier	4	400
Silver	5	500
Gold	6	600
Platinum+	7	See Pools

Any orders placed in the enrollment or reactivation month are excluded from the calculation of TGV.





Unilevel

Unilevel provides a way for Wellness Advocates to earn commissions based on ongoing product sales within their organization.

How it works

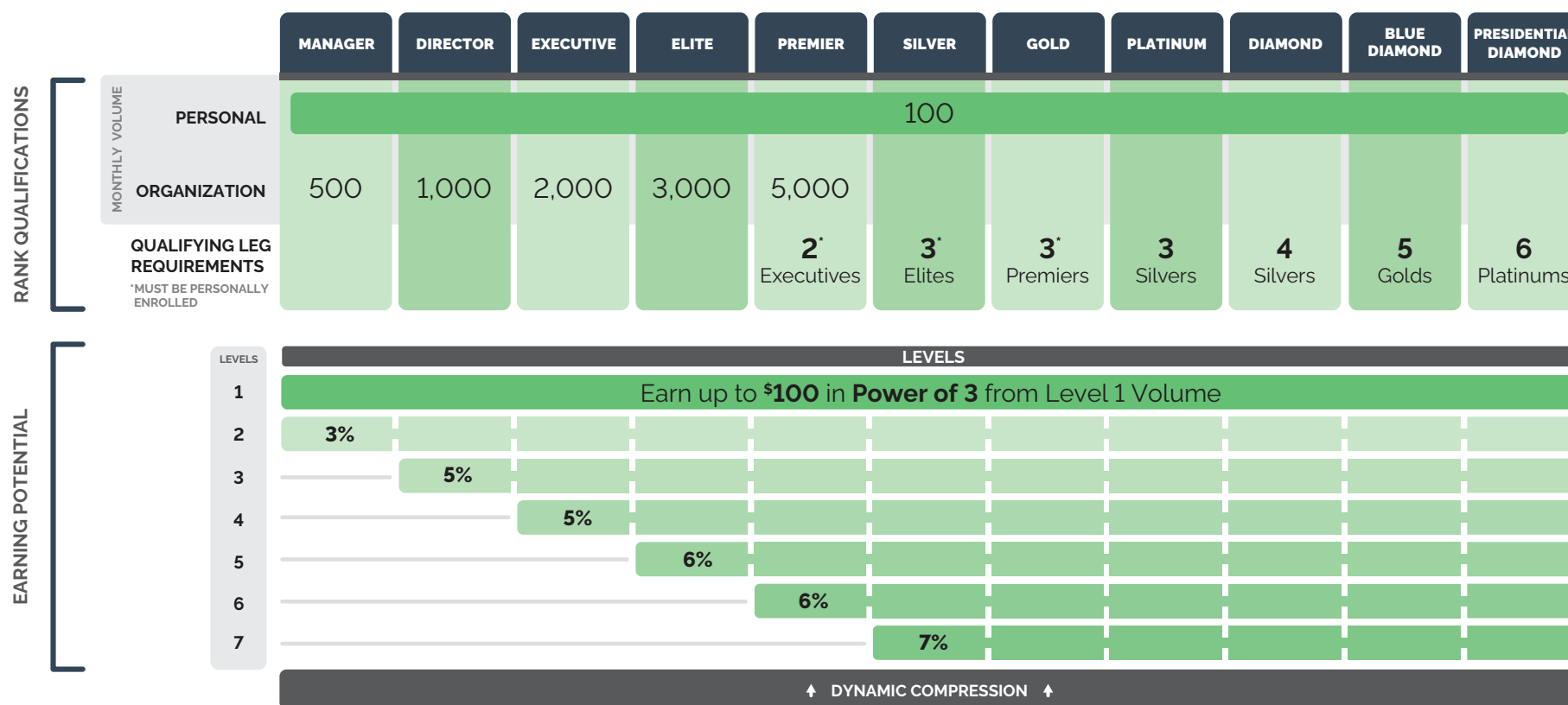
Unilevel commissions are earned after a new member's first 60 days. The more your team grows and the more products they sell, **the higher your potential earnings are through the Unilevel structure**. Over time, Unilevel can be the most significant part of your dōTERRA income.

The dōTERRA compensation plan **lets you earn the highest percentage** on the lower levels where the majority of your volume typically is. To unlock the deepest two levels of Unilevel, make sure to reach your TGV.



By offering product education, encouraging customer loyalty, and providing business support, you can strengthen your team and increase customer retention, leading to higher Unilevel earnings.

Paid to **Sponsor**
Paid **Monthly**
Earn **3-7%** on CV





Pools

Pools recognize and incentivize top-performing leaders. These Pools provide additional bonuses to Wellness Advocates who achieve specific rank and enrollment requirements during a given month.

How it works

dōTERRA offers six Pools, each tailored with specific ranks, performance requirements, and opportunities to **earn extra shares** based on the Pool's criteria. Each month you achieve and maintain a rank between Premier and Presidential Diamond, **you can qualify to earn a share of dōTERRA's Company Volume** from one or more Pools.

Paid to **Ranks**
 Paid **Monthly**
 Earnings vary based on dōTERRA
 Company Volume (DCV)

POOLS OVERVIEW

PAID AS RANK	PREMIER	SILVER	GOLD	PLATINUM	DIAMOND	BLUE DIAMOND	PRESIDENTIAL DIAMOND
		Leadership Pool			Diamond Pool	Blue Diamond Pool	Presidential Diamond Pool
NO. OF POSSIBLE SHARES		1	5	10	2 4	2 4	2 4
*GROWTH REQUIREMENT		—	—	—	6,000	12,000	18,000
% OF DCV		2%			1%	1%	1%
	Empowerment Pool			Performance Pool			
NO. OF POSSIBLE SHARES	1	1	2	1 3	3 4	3 6	3 8
*GROWTH REQUIREMENT	1 share per 100 PV enrollment			4,000	6,000	12,000	18,000
% OF DCV	1.50%			1.50%			



Pools recognize and incentivize top-performing leaders by rewarding you with a percentage of global sales, regardless of where you're building your dōTERRA business.

TEAM GROWTH VOLUME SUMMARY

Remember, reaching Team Growth Volume targets helps you maximize your earnings in Unilevel and Pools.

	RANK	SPONSOR TREE LEVELS	TEAM GROWTH VOLUME	UNLOCK WITH GROWTH METRIC
Unilevel	ELITE	3	300*	4 th and 5 th levels
	PREMIER	4	400	5 th and 6 th levels
	SILVER	5	500	6 th and 7 th levels
	GOLD	6	600	6 th and 7 th levels
Pools	PLATINUM	7	4,000	Performance Pool
	DIAMOND	7	6,000	Performance & Diamond Pools
	BLUE DIAMOND	7	12,000	Performance & BD Pools
	PRESIDENTIAL DIAMOND	7	18,000	Performance & PD Pools

Wellness Advocates' Team Growth Volume (TGV) will be determined by their paid rank.

*For Elites, 100 of the 300 TGV must be personally enrolled.

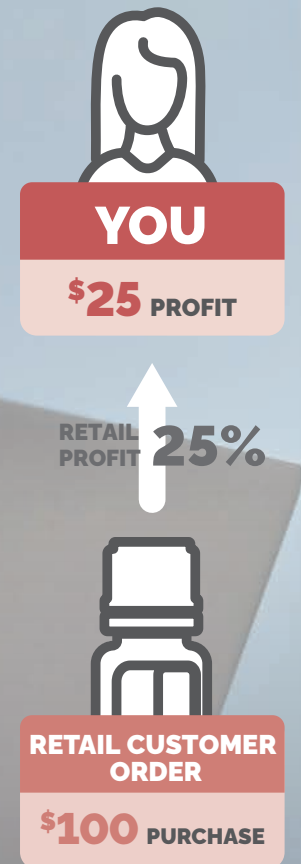
Paid to **Enroller**
Paid **Weekly**
Earn **25%**

Retail Profit

Retail Profit is the simplest of the commission types. You simply need to have an active Wellness Advocate account to earn it.

How it works

When someone purchases products at retail prices, you receive retail profits—which is 25% of the retail sale.



Path to \$500

Share. Earn. Thrive. Your path to \$500 starts here.

Wellness should be simple—and so should earning extra income. With dōTERRA, you can turn sharing natural, effective wellness solutions into a **sustainable income** that fits into your life.

How it works:

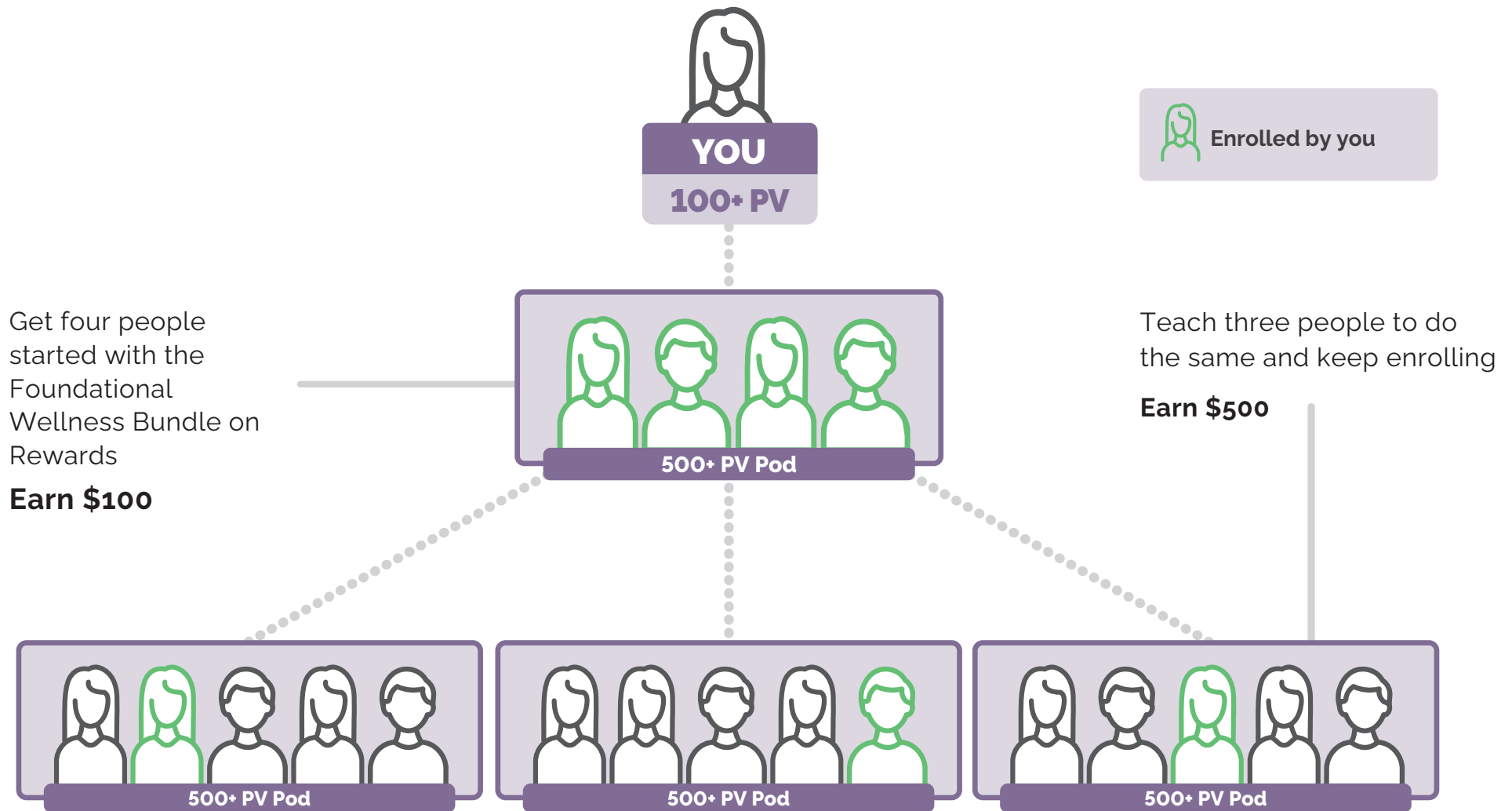
Earn \$500 with the Power of 3 Bonus and Boost each month. By helping just four people get started with the Foundational Wellness Bundle as Rewards orders, you'll earn \$100.* Help three of them earn their \$100, and you'll earn \$300. Help at least three more people get started with the Foundational Wellness Bundle as Rewards orders and earn \$500 a month or more—without pressure, complicated sales tactics, or rigid schedules.

*You must have an order of 100 PV or more to qualify. See compensation plan for details.

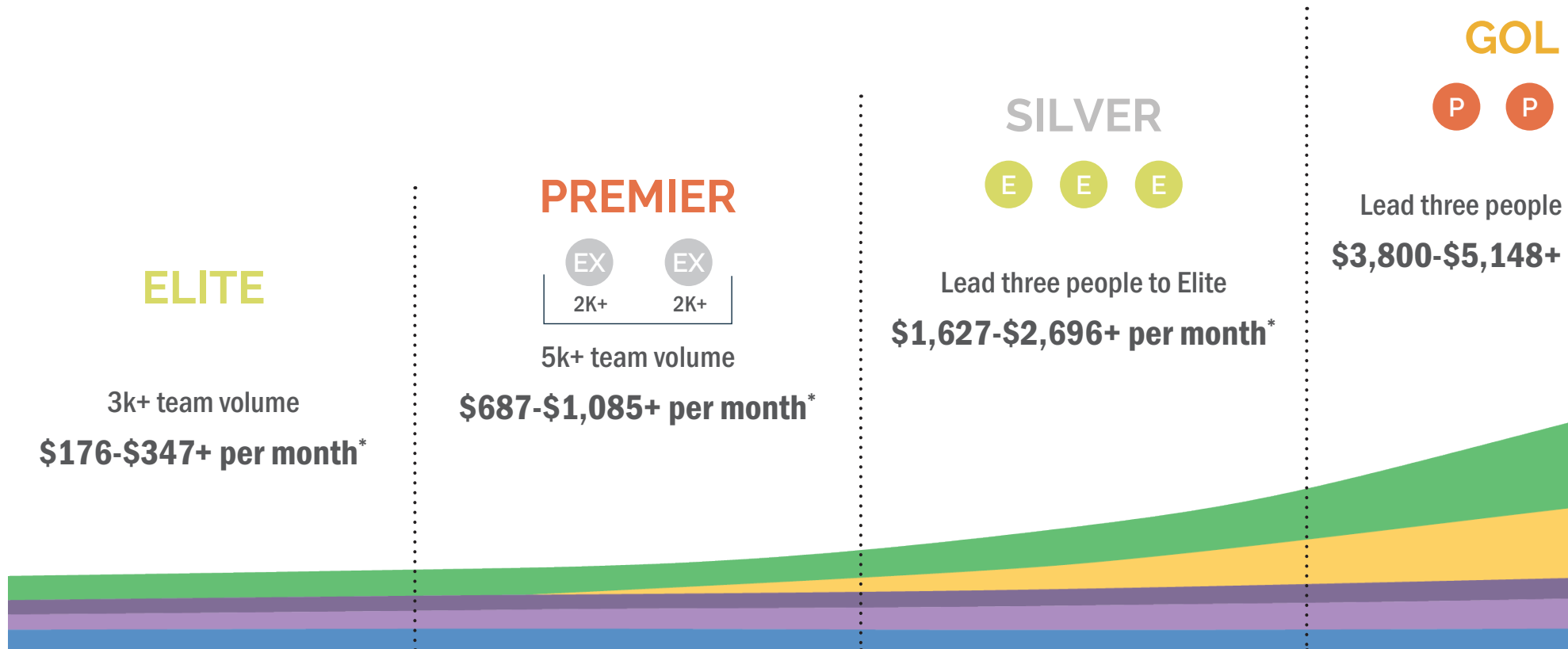
Results vary based on time, effort, and skill. Expenses may be incurred. For more information see the dōTERRA Opportunity and Earnings Disclosure Summary at dotterra.com/disclosure.



Get your \$500 by qualifying for your Power of 3 \$250 Bonus and your \$250 Boost!



Discover the Possibilities



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D

P

to Premier
per month*

PLATINUM



Lead three people to Silver
\$6,774-\$9,835+ per month*

DIAMOND



Lead four people to Silver
\$11,769-\$17,659+ per month*

PRESIDENTIAL DIAMOND



Lead six people to Platinum

BLUE DIAMOND



Lead five people to Gold

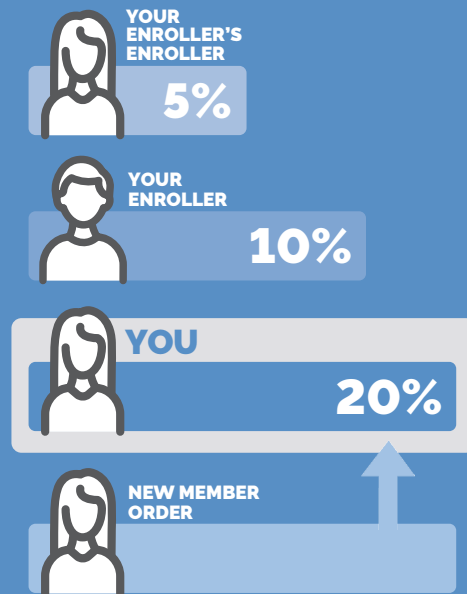
dōTERRA's opportunity doesn't stop at Diamond. A small percentage of Wellness Advocates progress beyond Diamond and reach ranks of Blue Diamond and Presidential Diamond, which provides them with additional income opportunities that you can learn about.

Early Earnings

As you get started with dōTERRA, your early earnings will primarily come from your weekly Fast Start and monthly Power of 3 Bonus as you work to grow your team.

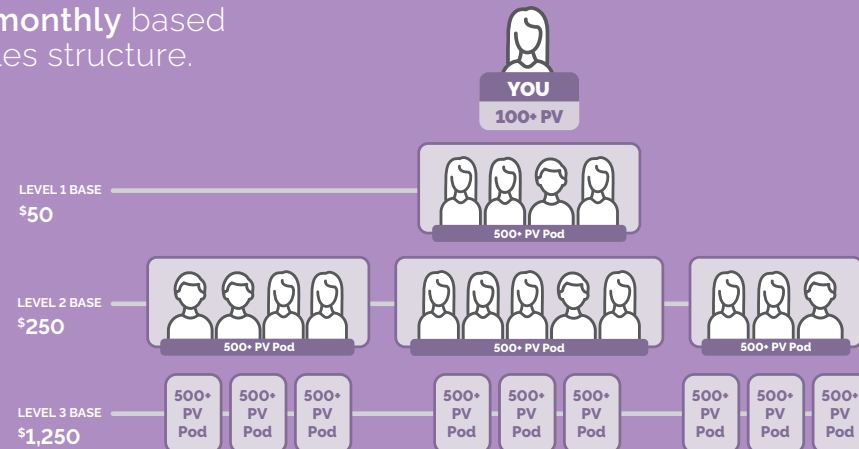
FAST START

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

Additional Earnings

As you grow your team, build and retain your customer base, and find business partners, you qualify for additional earnings through bonuses tied to your organizational size and rank.

POOLS

Paid monthly to reward leadership: 8% 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

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*

ō | REWARDS

Leveraging dōTERRA Rewards to Grow Your Business

Earn Rewards Points on Purchases!

Monthly Rewards order of 50+ PV earns you 10% to 30% back in points.

Shipping Discounts

Monthly Rewards orders of 100+ PV qualifies for FREE standard shipping!

FREE Product Every Month!

When you place a monthly Rewards order of 125+ PV or more by the 15th of the month, your order will include the free Product of the Month!

Welcome Gift

Receive an exclusive welcome gift when your first Rewards order is 100+ PV!



Helping your customers become loyal product users is one of the best things you can do for your business.

Additional Perks

Get access to exclusive discounts, add-ons, and other promotions only available through dōTERRARewards.

dōTERRA Rewards VIP Status

When you reach the 30% Rewards point tier, you automatically receive VIP status which qualifies you for an exclusive gift and early access to limited time offers and promotions.



Create Loyal Customers through Foundational Wellness

Helping customers build their wellness routine is easy with the dōTERRA® Foundational Wellness Bundles. These bundles have been curated to help everyone **build a strong, yet simple daily routine** that lays the groundwork for solid overall health and wellness.*

By educating and encouraging your customers to add a Foundational Wellness Bundle to their monthly order, you not only help those customers build a strong foundation for their health, **you can create a strong foundation for your business.**

Loyal customers are essential to building a lasting business with dōTERRA. As you strive to help your customers have product experiences and use dōTERRA products every day, you inspire consistent action, which leads to momentum and growth within your business.



*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.



BUSINESS RESOURCES

To help you succeed, we've curated a collection of powerful resources just for you. These resources will equip you with the knowledge and materials you need to grow your business. Whether you're looking for education, marketing materials, or just a little inspiration, we've got you covered!



dōTERRA Natural Intelligence

Explore the origins, science, and story behind essential oils as Dana Moore shares how we can return to the wisdom of nature through purposeful wellness.



dōTERRA Business Course

Presidential Diamond Melyna Williams shares how dōTERRA provides the tools, community, and opportunity to help Wellness Advocates build toward their goals, starting with a simple roadmap to earning your first \$500.



Why dōTERRA is the Answer

The wellness industry is growing, and more people are looking for trusted solutions, meaningful connections, and ways to make an impact. Join Molly Dayton as she shares how becoming a Wellness Advocate creates an opportunity to be part of the future of wellness.

KEY TERMS

SUMMARY

Commissionable Volume (CV)

The volume assigned to each product that's eligible for commissions, determining the commission rewarded to Wellness Advocates.

Enroller

The person who brings a new member to dōTERRA. Holding enrollership of team members can help a Wellness Advocate qualify for rank and Fast Start commissions.

Levels

Your personally sponsored members make up your first level, or frontline, and as they sponsor new members, those individuals for subsequent levels on your team.

Personal Growth Volume (PGV)

The total amount of Rewards qualifying volume in the current month from personally enrolled members who enrolled in the previous 12 months.

Pod (Power of 3)

The total volume from all orders on your frontline, including Rewards, one-time, and enrollment orders. At least 300 of the 500+ PV must come from Rewards orders.

Power of 3 Boost

An additional bonus you may earn after meeting your Power of 3 Bonus.

Rewards Volume

dōTERRA Rewards volume post-enrollment month.

Sponsor

The person under whom a new member is directly placed. A sponsor is also referred to as a member's direct upline. Sponsor assignments determine the depth of the organization and are important for Power of 3 and Unilevel commissions.

Team Growth Volume (TGV)

Team Growth Volume: The total amount of Volume in the current month from team members who enrolled or reactivated in the previous 12 months, within a defined number of sponsor levels (determined by your rank). Volume from newly enrolled or reactivated members contributes to TGV beginning the month following enrollment or reactivation for 12 months.

Wellness Advocate (WA)

Individuals who join dōTERRA to purchase products at wholesale prices with the option to participate in the business opportunity.

Wholesale Customer (WC)

Individuals who join dōTERRA and purchase products at wholesale prices. Wholesale Customers do not earn commissions or bonuses through dōTERRA's compensation plan. However, they can qualify for additional benefits and incentives through dōTERRA's Rewards Program.



“Action breeds confidence, and confidence is a vital part of succeeding in any endeavor. Casting a vision, problem solving, strategizing, seeing the best version of people, and helping them achieve things they never thought possible is my absolute favorite thing to do, and dōTERRA allows me to do just that! I’m never going anywhere else.”

Jessica Moultrie | President of North America

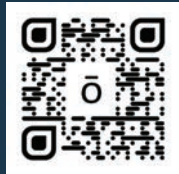
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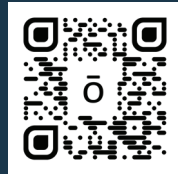
Scan to Access



Policy Manual



Fine Print



Compensation Plan
Resources

“If you want to change the world,
you have to empower people. That’s
the only way you make any permanent,
effective change on the world.”

David Stirling

dōTERRA[®]
pursue what's **pure**[®]

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