

Wellness Advocate: Questions and Answers

What should I know about joining dōTERRA?

What should I know about dōTERRA's business model?

dōTERRA is a product-driven company supported by a direct sales model. The majority of new dōTERRA U.S. customers—approximately 89%—are Wholesale and Retail customers who purchase products for personal use. This creates an exceptionally stable customer base for those who choose to build a dōTERRA business. Those who wish to become a dōTERRA distributor, known as a Wellness Advocate, can participate in three ways:

- Buy dōTERRA products at a discount for their own or household use
- Sell dōTERRA products to make a retail profit
- Recruit others who want to consume or sell dōTERRA products

Most U.S. Wellness Advocates join only to receive a discount on dōTERRA® products and do not participate in the business. In 2021, as a result, 48.72% of U.S. Wellness Advocates, or 239,381, did not receive commissions from dōTERRA.

How do I become a Wellness Advocate?

There are two ways to become a dōTERRA Wellness Advocate:

1. Connect with an existing Wellness Advocate who can teach you about dōTERRA products and get you set up.
2. If you don't know any dōTERRA Wellness Advocates, you can visit [doterra.com](https://www.doterra.com) and follow the link to become a Wellness Advocate.

What should I know about this business opportunity?

Like all businesspeople, some dōTERRA Wellness Advocates succeed, while others do not. There are no guarantees that you will earn money. Building a successful dōTERRA business takes hard work, skill, and time. Most Wellness Advocates start their dōTERRA business by working part-time and selling to people in their network. As a Wellness Advocate, you will never be required to make purchases, other than the initial signup fee of \$35.00.



How can I earn money?

As a dōTERRA Wellness Advocate, you can earn money by selling dōTERRA products that you buy at a discount. Your discount averages 25% of suggested retail prices. You can also earn money by recruiting others who want to consume or sell dōTERRA products. While you cannot earn money by only recruiting or sponsoring someone, you can earn money from the sales of those customers.

In a typical month, how much could I make?

In 2021, about 467,000 U.S. Wellness Advocates ordered products for resale from dōTERRA, and about 227,000 of them earned commissions. Below are their commissions in a typical month.

First Year Distributors (7,932)

50% (3,966)

Earned more than \$130

Top 10% (793)

Earned more than \$295

Top 1% (79)

Earned more than \$1,235

All Other Distributors (219,463)

50% (109,732)

Earned more than \$322

Top 10% (21,946)

Earned more than \$1,297

Top 1% (2,195)

Earned more than \$9,105

(The Top 2% of Distributors hold ranks of Silver, Gold, Platinum, Diamond, Blue Diamond, and Presidential Diamond. Presidential Diamonds have averaged over 10 years on their business, with the longest being 14 years and the shortest being less than 3 1/2 years on their business.)

What if I choose to leave dōTERRA?

You can cancel your dōTERRA distributorship at any time. Within thirty days of a purchase, you can return unopened products for a full refund. You can also receive a 90% refund for products purchased within a year. Please contact (800) 411-8151 or visit www.doterra.com for more information.

