

LEADERSHIP

A photograph of a smiling couple, Shane and Rebecca Hintze, standing in front of a red brick wall. Rebecca is on the left, wearing a red dress with a floral pattern, and Shane is on the right, wearing a blue and white checkered shirt. They are both smiling and looking at the camera.

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NEW PRESIDENTIAL DIAMONDS
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Congratulations on Reaching Presidential Diamond Shane & Rebecca Hintze

ASHBURN, VIRGINIA, USA



What advice would you give to someone who wanted to be successful in dōTERRA?

Rebecca: Stick to it. People give up too soon. They stop or lose energy. You have to stay with it long enough for the plant to bloom. This business is a lot of work, and people don't make a lot of money in the beginning. You have to be creative, consistent, and persistent, and then it will turn into what you want it to be.

Shane: In network marketing, people follow people not products. dōTERRA has an incredible product line that many of us would still buy even if there was no money attached, but when you're building a business you have to create your own identity. Systems are duplicable, but people are not. You absolutely have to brand yourself in a way that is true to who you are. Own your power and your space, and people will naturally follow you.

How do you work together in the business?

Rebecca: We've always worked really well together. We look at what each of us wants to do and the strengths each of us has, and we pull off of those. We are both willing to listen to the other person and find out what each of us needs and that's extraordinarily helpful. I know there are times when I have things that need to get done that I know Shane doesn't want to do, but he does them anyway because he knows I need it. I think we're both good at recognizing when the other person is overwhelmed and taking care of things for them.

Shane: It's about being humble enough to serve when the other person is not able to do something. You have to communicate and explain what you need, but also be willing to listen enough to understand what is needed and take action.

How have you learned to balance business and family?

Rebecca: We always put our family first. We probably could've reached Presidential Diamond a little sooner had we not put the needs of our family first, but we made the decision to make sure our kids were number one.

Shane: Put family first, and it always comes together.

Why would someone want to reach Presidential Diamond?

Rebecca: It's like getting to the top of the mountain and getting to see the view. You get to take a rest. You've achieved a goal, and you can reap the benefits. Why start if you're not going to finish? Why climb the mountain if you're not going to reach the top? People think that it's going to be more work, but they will find that if they stick with it, they will reach a pinnacle where they can enjoy their job more than they ever have before.

Shane: I hear people say all the time, "I'm in it because I just want to help people." That's noble and wonderful, but when you have the resources of a Presidential Diamond, your ability to reach farther and deeper and truly help people is in some sense unlimited. Many people who really want to help others can't, because they don't have the time or the financial resources. Presidential Diamond truly enables and empowers you to help many more people than you can otherwise.

Rebecca: If people don't rank advance, then they're not helping anyone. The people they bring in underneath them can't succeed unless they succeed. By reaching Presidential Diamond, you show your team what's possible. You open the door to financial freedom for not just yourself, but your team. That enables you to truly serve. It's just lip service if you don't actually follow the plan, climb the mountain, and get it done.



Wait for the Marshmallow

The Marshmallow Experiment

"There was a famous study done where children were put in a room and given one marshmallow. They were told if they could sit for a short period of time without eating the marshmallow, they would get a second marshmallow. Some children ate the marshmallow, and some had the patience to wait for the second. They did a long-term study on these children and saw that those who waited had the ability to perform at a higher caliber throughout their life and their careers."

The dōTERRA Marshmallow

"I feel like this study is happening at dōTERRA. The people who have the ability to wait for the income are a different caliber of people than those that have to receive instant gratification. I think the hardest thing for us to do while growing our business was to wait for the marshmallow. But, the waiting is the thing that makes it great. That defines you."

It's Worth the Wait

"Wait for your marshmallow. Go ahead and wait it out, because it's going to amount to achieving Presidential Diamond. Be willing to wait for the results, because when you get there and you have it—you will have double. It will be better than you ever thought it would be."

Claudio & Janae Arancibia

LAYTON, UTAH, USA



Keep on Cooking

Janae Arancibia had already been running a different direct sales business for several years when she met Denise Norris at a foot zoning class graduation. Denise, currently a Diamond, was the fourth person who introduced Janae to dōTERRA. Janae says, “I was impressed with her. From doing another business, I already knew that I wanted to work with someone who was excited

about the oils and the business. I thought she was amazing.” When Janae got home, she called Denise and asked to be enrolled.

For the first year, Janae didn’t do a lot with the business. She was separating from her other business and getting to know the dōTERRA products. After attending convention and an AromaTouch event conducted by

Dr. Hill, she says her world was changed. “I became passionate about sharing with others what was life changing for me about these oils, in hopes that it would empower them to help the people in their lives.” She started teaching classes and has been consistent about it ever since.

Janae knows that everyone grows their business at their own speed. She says, “Whether you’re a crockpot or a

microwave, just keep on cooking. Eventually, you’ll get there. I think some people get frustrated because they’re not a microwave, but it’s OK. I’ve been a crockpot at times and a microwave at other times for over last four years. The important thing is to just keep on cooking every day.” When she first made the goal to reach Diamond, she didn’t hit it, but she didn’t stop “cooking.” “For everyone that gets discouraged about not reaching their goals, just keep on working. Keep doing something every day. You’ll get there.”

She knows that Diamond Club made a big difference in her progress. She says, “Diamond Club helped me get out of my comfort zone and propelled my team to actually hit Diamond.” She was not in the habit of traveling frequently, but dōTERRA helped her get past that. She enjoys going out to work with and support her team. She says, “It has been so much fun to see our team members hit their goals.”

Her husband, Claudio, is originally from Chile and through Janae’s dōTERRA business has been able to go back and visit his family every year. They hope to soon be able to bring the whole family. Janae says, “It’s nice to be able to see that when you set a goal you can achieve it. It helps you realize that any of us can do anything if we just set our minds to it and get to work. It opens up a whole new world for what all of us can do and how we can touch the lives of other people.”

“Everyone loves the oils, it doesn’t matter who they are. Everyone can use them and see the benefits.”

“With dōTERRA I don’t feel like I’m selling a product. I feel like I’m helping people be educated and empowered to know how to take care of their families. We’re just giving people something they’re already looking for.”



Diamond Tips

Focus on the positive. “What you think about, you bring about. If we’re focusing on finding our leaders, we’ll find them. Focus on people who are excited about the products and sharing them with others.”

Keep it duplicable. “I work with people to help them get to where they’re comfortable teaching their own classes. I keep things pretty simple and don’t get too complicated.”

Be consistent. “Doing something every day with your business gives you that slight edge with everyone else. I will do something every day, whether it’s a phone call, a class, or a follow-up.”

Educate and share. “Educate about the oils constantly and share with everyone how life-changing it can be. This is first and foremost about getting the oils into everyone’s homes and helping them make positive changes.”

Yohan & Laura Beghein

PARK CITY, UTAH, USA

A WHOLE APPROACH

Laura Beghein started a blog about gluten-free recipes after her husband, Yohan, was diagnosed with celiac disease. Knowing about this blog, a friend approached Laura about sharing dōTERRA essential oils with her readers. Laura said she would, but only after she had tried them herself first. She hadn't had good results with essential oils in the past, so though she was intrigued, she was also skeptical.

When Laura saw that dōTERRA products actually helped her husband's health problems, she decided she was willing to talk about them on her blog. She added essential oils to her side bar and wondered if they would be a turnoff to her readers that came for gluten-free recipes. She was surprised that a lot of people were excited and curious to learn more. Laura says, "Essential oils were so popular that I started incorporating them into my recipes, and that was where the excitement from my readers really started to grow."

As her business grew, Laura started to catch the vision of what was possible. She hit Silver for the first time less than a year before she hit Diamond. She says, "Once you reach Gold, you have such a solid belief in what you're doing and how you're changing lives. I saw the people I was impacting and benefitting, and my belief in the business just went to a different level."

Her husband was skeptical of dōTERRA at first because he had seen Laura try and fail at two other network marketing companies. She knows now that she just didn't believe in their products enough. Once Yohan saw how effective dōTERRA products are, he was onboard. After attending the Jamaica incentive trip with Laura and seeing the integrity of the executives, he really saw the vision of the company. Though he still works full time, he's decided to join forces with Laura in dōTERRA.

Yohan is from France, and dōTERRA has enabled the Begheins to visit Europe whenever they can. Laura says, "It's just fantastic to be able to have the flexibility to go and share with the people you care about around the world." She also appreciates that her business is something she can schedule around her life as a mother of two children.

With a background in health sciences, Laura feels like her dōTERRA business fits naturally with what she is passionate about. She says, "Helping people with their overall health and lifestyle is what I love to do. It lights me up. It's a natural part of my whole approach to health."

"It's incredible to empower people with options for natural health."

BUILD LEADERS

Identify builders.

"Builders are actively sharing. They're coming to you with a lot of questions, and they're willing to be mentored. They also have independence and are taking the initiative to share and do classes on their own."

Find their why.

"Help your builders find their why. Seeing their confidence increase as they reach their goals drives me more than any paycheck. You'll naturally become Diamond if you help them with their why and see their vision, not just yours."

Mentor their strengths.

"For a long time, I thought I had to do it all for my leaders. I didn't focus on their strengths. I've learned to maximize my efforts by picking my leaders to mentor regularly, and that has created duplication on my team."

"I see dōTERRA being as huge a blessing to my leaders as it has been to me."

Doug & Jennifer Brady

CHATHAM, ILLINOIS, USA

When Jennifer Brady's friend introduced her to dōTERRA, the essential oils helped her so much that she became completely sold on the product. But, she had no desire to do dōTERRA as a business. She was already busy homeschooling four children and running a full-time camp and conference center ministry with her husband, Doug. She says, "We actually live on the grounds of our ministry, so our house is like a revolving door of people all the time. I thought there was no way I was going to be able to do a dōTERRA business, but it just happened."

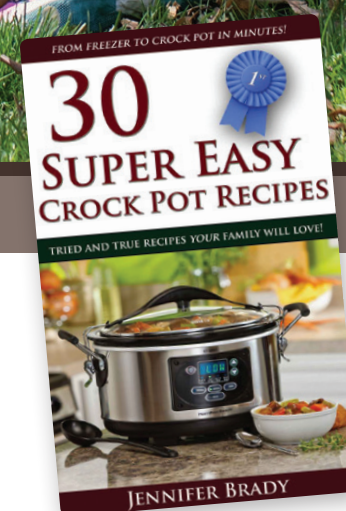
As Jennifer shared the product, a team came about. She realized that dōTERRA meshed well with everything she was already doing. She went to convention in 2013 as an Elite, and by December of the next year became the first Diamond in Illinois. She says, "dōTERRA is set up so beautifully that you don't rank advance

and you don't achieve your goals unless you help your leaders to meet their goals. I love that. dōTERRA has changed my life so hugely that I want to change everyone's life."

She'd heard the network marketing philosophy that you need to put your family on hold for a couple years while you grow your business. Jennifer completely disagrees. She says, "Your family has to come first. You cannot put your family on hold. Their quality of life can't change just because you're starting a business." When Jennifer started teaching classes in the evenings, she learned to get a crockpot ready in the morning so her family would always have a meal to eat whether she was there or not. She even wrote a cookbook called *30 Super Easy Crockpot Recipes*. "My passion is to help women build their family while they're building a business."

Another time-saving technique of Jennifer's is to hold two or three big events a month rather than a lot of classes. She holds them at her family's conference center and has all her leaders invite people. They always have at least one introductory class and one themed class. At the end of the night, people sign up with whomever brought them. She says, "Instead of trying to book 100 small classes, I get everyone together for the excitement. It's about using your time well and working smart, not hard."

dōTERRA has changed the lives of Jennifer's entire family—and beyond. She says, "We now have more that we can give financially, and we can just share oils with people who need them, but can't afford them. We feel like this business is one of our life purposes. We see it as our second ministry because of how many lives are changed."



Another Ministry

"Don't make your business about yourself. Make it about helping others and meeting the needs of other people."

TIME MANAGEMENT FOR BUSINESS AND FAMILY

GET A PLANNER

"Color code it. On mine, dōTERRA is purple, family red (because family is most important), and church yellow."

PRIORITIZE FAMILY

"Don't schedule anything when you have family things. Don't let anyone talk you into it. Family comes first."

DECLUTTER

"Get rid of the stuff in your home that you don't need so that you can have room to bring in the good."

MAKE A SCHEDULE

"Plan out your cleaning and meals. Get a crockpot. I literally use my crockpot every day, and it's been my lifesaver."

ASK FOR HELP

"Don't be afraid to ask your family for help. My children have chore charts they have to complete every day, and it takes things off my plate."

INVOLVE YOUR FAMILY

"My kids come to classes and travel with us, make samples, pack my bags, and set up tables for classes."

"My kids see dōTERRA not as something that takes mom away, but something we do as a family."

Jonathan & Amy Carver

HUNTINGTON BEACH, CALIFORNIA, USA

Independent Spirit

Amy Carver was happy being an esthetician and was not looking for anything else in her life. Then she met Maree Cottam who introduced her to dōTERRA, and Amy was immediately curious about what these oils could do. Once she saw how effective they are, she not only wanted a big kit, she wanted to do the business. Her husband, Jonathan, was just as excited to get involved. Amy says, "We jumped right in as a couple. We both felt so good about it, and we hit it full force."

Jonathan had been involved in a couple of other network marketing companies before, and he believed that it was a method of business that could provide freedom for his family. dōTERRA was the vehicle that really made it happen. By their second month, the Carvers were Gold. Amy quit her job soon after, and Jonathan followed about a year later.

It was an adjustment for the Carvers to work together from home, but they've learned to be patient and focus on each other's strengths. Jonathan says,

"We know each other's strengths, and we try to set each other up for success by allowing each of us to thrive in our own personal abilities." Amy adds, "Trust in the process, because it's such a blessing to be able to work together."

They've also learned the importance of working as independent business owners as soon as possible. Amy says, "Fire your upline. Make sure you're taking this into your hands, because this is your business. You have support, you have cheerleaders, but you don't have a boss. Each of us is independent, and we have to go our own way, succeed, and fly."

Their upline had them doing a booth by themselves a week and a half into their dōTERRA business.

"Diamonds don't form without pressure."

—Amy

They were scared, but they did it. Amy says, "You have to do something daily that puts you out of your comfort zone, because that's where you grow. Your dreams are outside of your comfort zone, not where you're sitting." She knows that she's been out of her

comfort zone for a long time, and that's how she reached Diamond.

Now, dōTERRA has given the Carvers the freedom to spend as much time as they want with their new daughter. Jonathan says, "We get to wake up every

morning and see her happy, smiling face. We don't have to miss those every day opportunities to be with the ones we really love and care the most about." Amy adds, "It's been a dream come true. Words can't even express how grateful we are."

5 Consistent Tasks to Get to Diamond:

1. Find people. Make at least two contacts a day.
2. Learn how to properly invite people to classes.
3. Effectively teach classes or one-on-ones.
4. Learn how to properly enroll and structure.
5. Duplicate these steps to your team.

"Do these things consistently and you'll hit Diamond. What you put in is what you'll get out." —Jonathan

THE ROAD TO DIAMOND

Remembering that the road will be different for everyone is key to helping people engage in the journey.

by Sharon McDonald, dōTERRA Blue Diamond



The road to diamond is as individual as you are. It is full of twists and turns, places that are less traveled, and places that are full of traffic. It can be a bumpy ride, but you can only quit on a good day. Even if some events do not happen to you, they certainly will happen for the people you lead within your business.

Remembering that the road will be different for everyone is key to helping people engage in the journey. We also need to make sure that we are in a good place in our journey, so that we can be a guide to those we partner with. As we guide others through this process, we are really here to engage, empower, and educate others in simple solutions.

Jack Welch, author, chemical engineer, and chairman and CEO of General Electric from 1981 to 2001, was a great example of what leadership is. I love the following quote from him: “Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others.”



Here are seven tips to help you and others on your team on the road to Diamond:

1. DO PERSONAL DEVELOPMENT.

- Keep in mind that achieving rank is merely a front that requires a lot of personal work.
- Get clear about what you want to achieve in dōTERRA. It all starts with you.
- Once you have a vision, get committed to becoming what you want to achieve. You have to be a Diamond before you can become one.

2. FIND YOUR STRENGTHS.

- Find your personal “sweet spot.” Know who you are and trust in that process.
- Know what you do better than anyone else so you can teach others to find what they do better than anyone else.
- A good leader inspires their team to learn who they are and gives them that vision that will show them where they too can create a “sweet spot” for success.

3. FOCUS ON OTHERS.

- Focus your goals on those you serve, not on Diamond.
- Commit to developing leaders, not just finding them.
- Let the people who work with you know that they matter and are more than a paycheck or rank to you.

4. STRENGTHEN YOUR LEADERS.

- Choose to solidify your leaders by loving them where they are.
- Work with those who are committed.

5. LEAD WITH PURPOSE.

- Find a plan.
- Teach the plan.
- Enroll others to follow the plan.
- Duplicate the plan.

6. KEEP IT SIMPLE.

- Show others how to achieve success through simple, duplicable actions that keep them in alignment with their passion.
- Duplication happens when those you teach can teach others what they learned with success.

7. REPLICATE THE CULTURE.

- dōTERRA has a culture of integrity that should be passed on through you.
- Have a long-term vision that is always 20/20. That will build strong organizations.
- Give back to those you serve, those who serve you, and those in need.

Oils for the Mind

NEW dōTERRA DIAMOND

Dr. Danielle Daniel

SAN DIEGO, CALIFORNIA, USA

"I never imagined how much joy I would receive from this business."



Dr. Danielle Daniel is a doctor of clinical psychology student and has a master's in social work. She had already been using essential oils when she was introduced to dōTERRA. Danielle says, "I already had a ton of oils, so I wasn't interested." Then, her friend Kierston Kirschbaum invited her to the west coast conference, and Danielle went to learn more about essential oils. It was there that she was inspired by Dr. Hill to do her doctorate research on essential oils and the brain.

"At that point, I hadn't decided to change my career path," Danielle says. "I just knew I was going to be paving the way so other mental health practitioners could learn how to integrate essential oils." She began researching and implementing oils into

her practice and soon realized that in her current setting she was limited in what she could do. "I wanted the freedom to incorporate essential oils into mental health in a way that I wasn't allowed to in a corporate environment. That's when I started my dōTERRA business."

Danielle started building her business while working full time and studying for her doctorate. She made sure to devote at least two hours every day to her dōTERRA business, often working 12 to 15 hours a day. On Saturdays, she focused on her doctorate. She always made sure to not do any work on Sundays. She says, "That helped me manage my schedule the rest of the week. If I'd worked on Sundays, I would've burned out. Taking that day off helped me feel recharged and refreshed so I was ready to go Monday morning." After working at that rate for two years, Danielle reached Platinum

and was able to quit her fulltime job. She hit Diamond five months later.

Though her life is still busy, Danielle is grateful that it's now stress free and full of meaningful relationships. She says, "I have a deep connection with my builders that has enhanced my life. Being able to develop these relationships with people that I love and care about has benefitted me so much."

Since starting dōTERRA, Danielle has been able to present her research on essential oils at mental health clinics and hospitals all over the country. She also works with an organization for autism and developmental disabilities to incorporate essential oils into their training and education. She says, "The freedom of time and finances that dōTERRA has given me has allowed me to make a difference in the mental health world with essential oils. That's something I'm passionate about, 100 percent."

Ocean Rules

KEEP SURFING.

"I live down by the beach, and I love surfing. 'Surf life's rough waves' is one of my ocean rules that I tell myself constantly, especially when I am struggling. It helps me remember that I just have to keep surfing."

MASTER THE BALANCE.

"Surfing is one of the hardest sports I've ever done. You have to balance on a small board on a moving wave and every wave is different. You have to learn how to surf things that are unstable."

GET BACK ON THE BOARD.

"As you surf life's rough waves, you start to master that balance no matter what new wave comes at you. Sometimes you get tumbled, but you get back up on the board."

KEEP THE PERSPECTIVE.

"Remembering my ocean rules helps me keep in perspective that normal life isn't meant to be a little cruise ship sailing along. It's meant to be full of hurdles that we can overcome."

Curt & Tonia Doussett

OREM, UTAH, USA

CAN'T
HELP

SHARING

When Tonia Doussett was introduced to dōTERRA by James and Roxane Bybee, she was shocked that she had never heard of essential oils before. She had always been interested in doing things naturally and almost immediately bought a Diamond kit. She wanted to know everything about every oil.

Tonia and her husband, Curt, own an improv comedy club and a production company that requires a lot of travel for Curt. They enjoy these jobs, and Tonia thought she was too busy to get involved in another business. The Bybees told her all she had to do was share. She had Natalie Goddard teach her first class, and Tonia's first builder signed up under her without her even knowing.

"I didn't know how big dōTERRA was going to get," Tonia says. At first, she just wanted to cover the cost of her

products and was shocked the first time she made \$1,000 a month. Every milestone she hit, she kept reaching for more. But, she is clear to say that it never would have happened without her downline. She says, "The whole heart of our team is our builders. We are where we are because of them. They inspired me to step up to the plate. Their successes lit a fire under us and pushed us along."

Though Curt and Tonia are still busy with three businesses, they have no desire to give up any of it. Tonia says, "We picked up dōTERRA, put it in the wagon, and kept moving down the highway. We have so many irons in the fire, but we've never stopped doing dōTERRA because we can't stop talking about it. I can't not tell someone about these awesome products I've found. I will always open my mouth and say something. I can't help it."

Tonia feels strongly that every person on the planet needs to know about dōTERRA essential oils. She says, "My mission is to at least let everyone that I come in contact with know there's a choice. So many people don't know about the benefits of essential oils and how they can help them and their family. These oils are life-changing, and everyone should know about them whether they choose to use them or not."

She loves hearing and sharing people's stories with dōTERRA. "It's real people sharing real experiences. When you can connect with a person on that level, that's life-changing and that's motivating. There's nothing better than seeing people get it and use the oils for the better in their lives. It just reaffirms why you do dōTERRA in the first place, no matter what your paycheck is."

"As long as you're sharing on whatever level you can, you're always moving forward."



DIAMOND TIPS



DON'T GIVE UP

"Even if you get discouraged, it's OK. If it's not happening as quick as you want or if you've got others things on your plate, just keep going."



BE YOURSELF

"Sometimes it can get distracting to compare your business to how other teams are doing it. Everyone has their own way of doing things, and that's OK."



NEVER LET GO

"Always stay in touch with your leaders. Keep talking to people about dōTERRA. Even if you can't do everything, stay connected and don't fall away."



MAKE THE INVESTMENT

"Invest back into your business. Sometimes you end up not even breaking even, but if you put in what you can, you're going to see exponential growth."

"Personal development is huge in dōTERRA. You realize what you're creating and that you have the power to create more, and to better yourself."

Brandon & Lindsey Gifford

JACKSONVILLE, FLORIDA, USA

You DESERVE IT

Even after hosting a couple dōTERRA classes for a friend, Lindsey Gifford decided not to enroll. She hadn't had a powerful experience with essential oils yet, so she didn't see their value and felt like she couldn't afford them. She was gifted a Trio Kit for hosting the classes, and it was with that kit that she had the experience she needed. Then Lindsey's friend came to her and told her since many of her friends were already enrolling, it would be a good idea for her to enroll too. Lindsey says, "I literally enrolled with \$35. I didn't even have that. A week later I got a check in the mail that paid for all the oils I wanted to buy and then some. It just kept building from there."

Lindsey attended her first east coast conference as a Premier, where she says, "I didn't have a clue what I was doing or what was going on." But, it was there that she saw the vision of the executives and got to meet some of the top Diamond leaders, which left her star-struck. When she hit Gold, she realized she could join those top leaders too. The goal she put on her vision board for hitting Diamond happened exactly when she planned. She says, "I think putting things down on paper, looking at it every day, and visualizing your goals helps push you and make you accountable. That was a huge help for me."

After the birth of her son, Lindsey's babysitter backed out on her. She wasn't able to afford daycare, so she ended up not being able to go back to work. She started babysitting other people's children to make ends meet. She says, "When dōTERRA came along, it was such a blessing." Her family no longer has to live paycheck to paycheck and financial freedom is in their sights.

Born with a cleft lip and palate, Lindsey has had 14 surgeries to help repair it in her lifetime. She says, "I grew up feeling self-conscious about my looks and my voice. I had years of speech therapy as a child. I was an average student, and I always felt like I didn't measure up. I never thought I could make a difference in the world." When she started dōTERRA, she just wanted to pay for her sons to be able to go to private school one day. Now, she's realized that she can do so much more. "I can't express how dōTERRA has given me confidence, a mission, and a life that I never thought would be possible for me. I know now that I do deserve it. dōTERRA has changed me, and now my new why is to empower the women on my team in the same way. There's nothing more rewarding than to see a team member recognize the leader in herself."

"My husband has always been super supportive. He was amazed that I could help people feel better, make new friends, travel, do what I love, still be a mom, and get paid for it. It's unbelievable."

Selfless Leadership

MAKE IT ABOUT OTHERS. "Be humble. Don't get too hung up on yourself. Be genuine, relatable, sincere, and compassionate. It's not all about you, it's about them."

FOCUS ON PEOPLE. "Don't think so much about rank. If you put time, energy, and heart into the people who need your support and help them reach their goals, then your goals will happen."

FIND WHAT THEY WANT. "Ask your leaders what they want to get out of dōTERRA. Listen to them and make it a reality. As you watch your leaders transform, you'll transform too."

CREATE INDEPENDENCE. "Remind your leaders of their potential and the incredible impact they have on families. Help them become independent, and not completely reliant on you."

USE THE BEST OF YOU. "Get out of your own head. Don't focus on what you think your shortcomings are. Instead, use the best of you to help people feel better and empowered."



"WITH dōTERRA WE CAN CHANGE LIVES, BUT WE'RE ALSO BEING CHANGED AT THE SAME TIME."

Steve & Sandie Jensen

CAMAS, WASHINGTON, USA

ROAD TO *Abundance*

“With the size of our family, this is the perfect business for us. We tag team on everything and help each other succeed. dōTERRA has become the vehicle for our goals and dreams to become reality.”

–Steve

Sandie's first experience with the company was attending a class taught by Lil Shepard. This discovery of using essential oils to support the body immediately resonated with Sandie and she knew she must implement them into her life. She was looking for answers to aid her in her battle against severe anxiety and depression. She was also very impressed by the people she met at the class and felt drawn to their product and mission. From the moment she left the class, her journey of awakening and empowerment began. She couldn't

leave it alone. Sandie immediately began sharing her newfound passion with anyone willing to listen.

Steve and Sandie are true entrepreneurs at heart, and after experiencing the quality and effectiveness of the products combined with a sound compensation plan, they came to the realization that they were sitting on a gold mine. Sandie says, “We were searching for answers to both our physical and financial struggles at the time, and we quickly discovered that our involvement in this venture was the remedy for both of those challenges in our lives.”

Before dōTERRA, Steve worked in management for an orthopedic bracing company, spending hours away from his family working and sometimes traveling for long periods. With their young growing family and Sandie's debilitating anxiety,

his time away from them was taking its toll. Steve and Sandie had always really enjoyed spending as much time together as possible. From the beginning of their relationship, they had worked several jobs together. The Jensens had always thrived working as a team, so it was a perfect fit when they discovered dōTERRA.

A little more than a year after starting their journey, Steve was able to make the shift to working dōTERRA full time. Steve is grateful to be home raising his children with his wife and to be present for his youngest son's first years of life. Sandie is grateful to have the companionship of her husband on a daily basis. Steve always wanted to be there for Sandie and help ease her suffering, but didn't know how. Now, he says, “dōTERRA has facilitated the turn around to a life that is more abundant with resources and joy.”

“We feel abundant in every way, like we are living the dream. We get to work together from home, raise our children together, and help and bless others while doing something we are passionate about.” –Sandie



Success TIPS

EMBRACE THE CULTURE

“We love the values and culture of this company and the principle that you succeed by helping others succeed. I love that it's a journey of personal development, growth, and refinement.” –Sandie

GET INSPIRED

“Find ways to inspire yourself every single day, even if it's just for 15 minutes. Keep learning and that will make an enormous impact on your business. It will feed you what you need to propel your business forward.” –Steve

STICK WITH IT

“Our market is every single person at any stage of life. That represents billions of people we can influence. Stay the course even when it's hard and you feel like giving up. When you have a challenging day, stop, put your oils on, breathe, and remind yourself why you started sharing oils in the first place. The only way to not succeed at this business is to give up.” –Sandie



“I want every mom
across the globe
to know about the
empowerment that
comes with having
something to do from
the comfort of
your own home.”

NEW dōTERRA DIAMOND

Jessica Roberts

BOISE, IDAHO, USA

Dwell in Possibility

Jessica Roberts had already used essential oils for years before she heard about dōTERRA. She never went to a class or had any formal training, but she got two oils that she was able to try on her family. Right away, she knew she wanted to get involved in the business. She was having a lot of people come up to her and ask how to use essential oils, and she wanted to share the empowerment she got from the oils with everyone else.

As she began building a business, Jessica saw how doable it is, even as a stay-at-home mom of three kids. She says, “I realized that there is a lot of empowerment available with the business as well, so I started getting passionate about sharing that with everyone too. I wanted them to know they weren’t trapped. Whatever their

situation, they could elevate themselves to something greater.”

From the beginning, Jessica decided she was going to be Presidential Diamond, and hitting Diamond is a great milestone on that path. She had a lot of limiting beliefs to get past on the way. She says, “I’m a stay-at-home mom, I have no college degree, and sometimes I doubted whether I could really do this. I battled what I felt in my heart I could do, while my brain was making excuses for why I couldn’t. I had to overcome those by defining them as excuses and limits.” She has taught her team to, as Emily Dickinson said, “dwell in possibility,” instead of limits.

She learned to solidify each rank before moving on to the next. She says, “Sometimes I think we try to have too

many leaders and spread ourselves thin. We need to structure in a way that supports one rank at a time.” For a long time, Jessica always consulted with her upline about any placement change she made. This way, she ensured that she had the perspective of someone who had been there before. She says, “I tried to set myself up for success, and I think my team is really solid and stable because of that.”

Today, Jessica is able to provide for herself with a stable income working on a part-time basis and still stay at home with her children. She says, “dōTERRA has empowered me and helped me develop a belief in myself. I’m glad that I was drawn to this three years ago and that I decided to dwell in possibility. I have options, choices, and freedom because of dōTERRA.”

Consistency & Personal Development

Be consistent over time. “Sometimes people think they have to do something big and miraculous to succeed. Diamond is just made up of the same little things you do every day: sharing, educating, and following up. That compounded over time creates Diamond.”

Do personal development. “We all have limiting beliefs and fears that get triggered when we start trying to create something, so it’s important to be consistent with personal development. Read books every day, participate in training programs available online, etc.”

Expand your upper limits. “Success can’t exist unless we’re constantly working on ourselves. You can only get so far in dōTERRA before you bring in your own upper limit. You need to always be nourishing your brain so you have the capacity to grow more.”

“I never anticipated how amazing the personal growth would be for me and my team. I’ve been able to witness people develop confidence, overcome fears, and break through to a new level of living.”

9 Keys to Get Unstuck in Your Business

BY KYLE KIRSCHBAUM



There is a saying that I have thought about almost every day over the past five years we have been building our dōTERRA business: “Dream. Struggle. Succeed.” How interesting is it that most of us focus on our dreams and success, but we don’t focus much on the place where we spend most of our time: the struggle. It’s almost like we just want to skip the struggle, the fight, the growth—the most important part.

Although there is a great truth in taking massive action when you are stuck, I believe there is more to it than that. Just like an arrow has to be pulled back before it can be launched toward its target, we have to look within ourselves before we can get back on track.

Key #1: Evaluate: how did you get where you are?

One of my favorite quotes is from Earl Nightingale: “All of us are self-made, but only the successful will admit it.” So, are you having a hard time attracting the type of people you really want to work with? Are your classes empty? Are you not progressing like you thought you would? I have heard many times that we are either growing through it or we are going through it, and if we are not learning something then we will never move past it.

When I was in my early twenties, I started a business with all the love and excitement that only a young entrepreneur can have. I was naïve to the idea of failure. I poured my heart and soul into that business and over the course of a decade I grew and learned so much about myself and my path. Then, just as everything was climbing to its pinnacle, the business crumbled, and I was left feeling hate. Everywhere I went my story always ended with, “It just wasn’t fair.” Even after I started new businesses, I was still telling new partners the same story. I was refusing to grow through it and was still going through it. Stop telling your “it’s not fair” story, and you’ll find that you become bigger and better because of it.

Key #2: Forgive, grow, and let it go.

Things are going to happen to you. Maybe someone says something to you in a way that offends you. Maybe a product shows up and something’s wrong. Maybe that person you have always wanted to work with decides not to work with you. If we want to become all that we can, we have to step over it and let it go.

I remember when I finally accepted this concept, it allowed me to accept the path that had been laid out before me—dōTERRA. It allowed me to recognize the miracle that God works in our lives to help us truly pursue our greatness.

We all have our stories to tell about why we are stuck, but choose to let your setback be a setup for a comeback.

Key #3: When you are in a slump stick with the plan.

Most people know that Michael Jordan has hit more game-winning shots than anyone else in NBA history, but did you know he has also missed the most? Even professional athletes get into slumps. Do they go back to the bench and quit? No, they shoot through the slump. When you are pursuing a rank like Diamond and things are not happening like you want, have faith in the process, have faith in your daily habits, and have faith in the oils. Stay busy, create a plan, and after you have evaluated yourself, get back to work using the things that have worked for you before.

Key #4: Find someone who needs help and serve them.

The quickest way to stop thinking about ourselves is to serve others. Help someone and you will help yourself. Selfishness lies at the root of being dissatisfied with our lives. When we can look beyond our own desires and find a way to help others meet their potential, we tap into one of the most powerful lifelines we can find to get unstuck. dōTERRA provides us with such an incredible opportunity to do that because every sample we give, every AromaTouch we perform, and every experience we share empowers others. It brings them hope. When we place our focus here, we receive the gift of seeing in others the joy we are seeking.

Key #5: Discipline your emotions.

We are all emotional beings, but if we can’t be disciplined with our emotions they can control us negatively. In one of my favorite books, *As A Man Thinketh*, James Allen compares our minds to a garden and points out that weeds don’t need any encouragement to grow. They don’t need water or sunlight, and you will find weeds growing everywhere—even in a crack of a sidewalk. If we want to grow something beautiful like a rose, it’s a process. It takes discipline and focused effort. So it is with our lives and our dōTERRA businesses. Our naturally human default setting doesn’t need any help being negative, blaming others, and even hating. But, if we are going to rise above that, cultivate leadership, and change who we are, we have to make a declaration to ourselves that we will be in control. We have to be in control despite Murphy’s law knocking on our door, and despite things not going our way. We have to be in control and better no matter what we encounter.



Key #6: Expect things to get better for you.

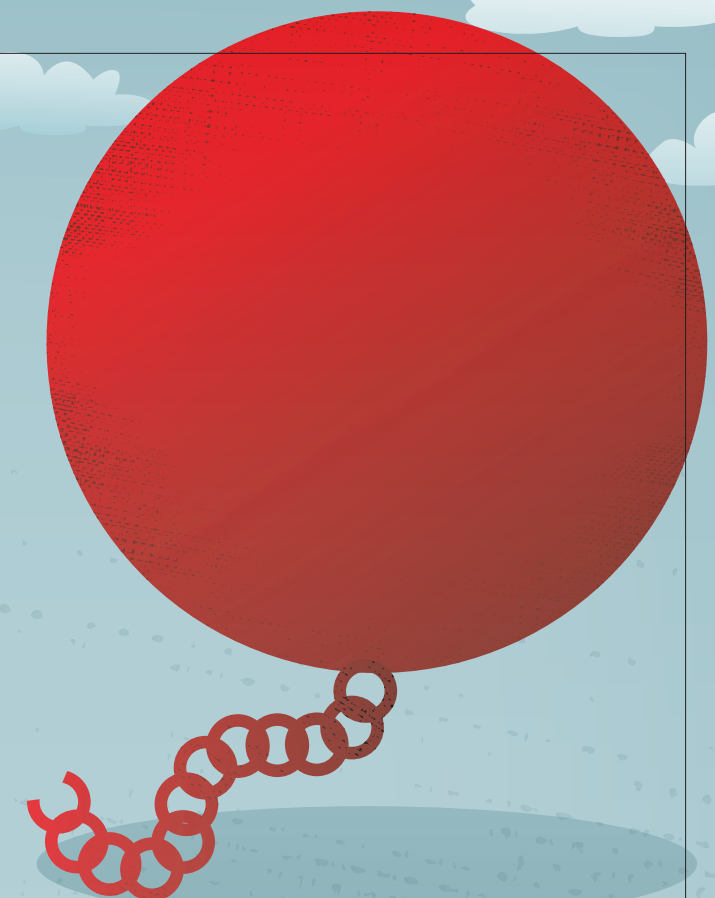
Sometimes we let our limited perspective blind us from seeing that life is cyclic. Whatever is happening to you now has not come to stay, it will pass. Most importantly never come up with a permanent solution to a temporary problem.

Key #7: Work on yourself.

I have always had a great passion for motivational books, stories of people overcoming odds, listening to speakers I wanted to emulate, and just flat out improving myself. I often picture these audios, books, and positive thinking as the lashings that hold me onto a boat caught in the middle of a storm. We need these things to stay strong and become who we are meant to be.

Key #8: Take responsibility for where you are.

You are completely responsible for where you are, just like you are completely responsible for where you want to go. So, accept that truth. Own it. This concept has defined our lives, especially our journey in dōTERRA. I remember when we were driving away from our beautiful home and moving into my parents’ house—I felt depressed. I felt like I had fallen behind on my dreams and “it wasn’t fair.” A short time later, my wife shared a quote with me from Dennis Waitley that opened our hearts to a new possibility: “There are two primary choices in life, to accept conditions as they exist or accept responsibility for changing them.” Tell yourself: “If I got myself in this, I can get myself out.” I have noticed time and time again that those who succeed look



for the circumstances that they want, and if they can’t find them, they create them. But, probably the hardest part of getting to this point is recognizing that your strategies and your behavior patterns are not working. Sometimes this means that you need to reinvent yourself, but you have the power to do so.

Key #9: Find Some Trusted Critics

I believe that one of the greatest gifts we can have in life are friends who love us enough to tell us the truth and risk our friendship to help us grow. We can always find people who, when we ask, will tell us what we want to hear. They will agree with us and tell us what we did well. I’m not saying that we don’t want these people in our lives. We need them as well. But, when you are stuck, when you are falling behind on your dreams and your strategies, and efforts are not yielding the results you want, you better hope you have a friend that is willing to put it all on the line and be truthful because they love you. I will forever be grateful for those who figuratively grabbed me by the collar, shook me, and said, “Kyle, wake up! You are better than this. You can do more. You can be more.”

Life has an incredible way of steering us toward the struggles that, when handled with grace, can turn us into the leaders that we need to become. You have an incredible power within you to get unstuck, to know that things will get better, and to know it can be handled. Don’t ever quit when you’re stuck, because those before you would tell you that the breakthrough is just on the other side and it is worth it. 💧

Holly Lo

SHELBURNE, ONTARIO, CANADA

Drawn to the Cause

“Allow yourself to change through this business. Allow yourself to show the difference that leadership and personal development has made for you.”

Though she owned a holistic-focused mom and baby store, Holly Lo had an extreme intolerance to every essential oil she had ever come across. She says, “If anyone opened lavender near me, I would have a headache so bad that I would see spots. If I touched it, I would get hives on my hands. It made me sad, though, that I couldn’t use any of these amazing options when I was so in love with natural remedies.”

Her friend Dawna Toews convinced her to try dōTERRA essential oils, and Holly was shocked at how fast they worked and that she had no reaction to them at all. She didn’t want to do the business at first, but as her faith grew in the products she realized how many people needed them and the possibilities that were available with dōTERRA.

She began holding classes at her store, and everything grew from there.

A year into it, Holly decided to close her store. She says, “I realized it was sucking the life out of me and dōTERRA was filling me with life. The comparison was so different.” That made it easy for her to move on to the next stage of her life. Then, the month she was going to have her third baby, she decided to go for Diamond. She told her upline about her goal and that motivated her to make it happen. Her advice to others is: “Go for it. There’s no reason not to.” She has now gone beyond even that to hit Blue Diamond.

Her husband, Gabriel, was not initially onboard with the business, but seeing her progress personally has helped him come around. Holly says, “If your husband is not onboard, be patient.

If you’re allowing the business to grow and change you, that’s the best thing to show him.” Today, Gabriel is her biggest promoter and cheerleader. “He’s in my corner, and he definitely supports what I do. He loves the potential we now have for more freedom.”

She can look back and see that nothing has ever transformed her as much as her dōTERRA business. She says, “I’m a complete introvert, and this has pushed me out of my shell. People who have known me my whole life are being drawn in as builders, because they’ve seen such a dramatic change in me.” She knows now that it is through that personal development that people are drawn to the cause. “If you have confidence in who you are and what you’re doing, people are going to want to be a part of that.”

Respect Your Business

Avoid wishful placements.

“In the beginning, I did a lot of wishful placements. I placed someone who I thought had good potential or who was a good friend that I wanted to work with.”

Don’t enable builders.

“I wanted to help everyone get there. My method was, ‘Don’t worry, I’ll teach all your classes for the next 20 years.’ That’s not a good way to do business.”

Let them earn it.

“I learned to have a higher respect for who I am. Now, you have to deserve to be on my frontline. My frontline is million-dollar property.”

Value your business.

“As I changed my outlook on the value of my business, I changed how people saw me. I was no longer begging people to work with me, but portraying it as a gift.”

Treat it as a gift.

“This is a gift, and you need to treat it as such. As people saw my success and the joy I got from it, they were drawn to me and my business.”

“Have a clear vision, a clear plan, and then act on it.”



Kyle & Katee Payne

WEST HAVEN, UTAH, USA

A BETTER PLAN

While working as a dental hygienist and as a nanny on the weekends, Katee was diagnosed with depression. She was extremely exhausted all the time, but felt uncomfortable with the diagnosis and started looking for other options to help with her problem. She attended an oil class taught by Robin Jones, who recommended she try Lifelong Vitality. Katee says that within three days of receiving her vitamins, she felt a complete turnaround. She says, "From there, I felt compelled to learn all I could about dōTERRA."

Once Robin told Katee about the business opportunity, she was excited to get involved. After reaching Silver, she hit a wall and wondered if she could continue. Then, someone in her downline called her and told her she needed an upline. She wanted to know if Katee was going to be her leader or not. At that point, Katee was working full time, was a new mom, and was trying to run a business. She felt overwhelmed. After getting off the phone with her downline, she went and told Kyle that she was going to quit dōTERRA. She says, "Kyle calmed me down and pep-talked me. Shortly after, I decided to make a mission statement about dōTERRA, my future, and my family, and how it all fit together. It just started flowing, and I felt like I knew again that this was where I was supposed to be."

Feeling young and inexperienced, Katee had been reluctant to step into a leadership role with her team. She decided she needed a mentor to help her and found Tiffany Peterson online. She says, "I had a free consultation with her, and she told me her price—it was the same amount of money I was making monthly with dōTERRA. But, I still felt strongly about doing it." She made the investment, and it made all the difference in her business. "She opened my mind to the idea that I was a leader, and I had something to offer my team."

Katee eventually quit her job and started working toward bringing Kyle home as well. From there, they were able to hit Diamond. Kyle has since learned the benefits of letting go of carefully laid plans. He says, "We busted our butts to get us both educated and in good-paying jobs, and I was really attached to that plan. Now, I know that you need to recognize those times when diverging from your plans will bring a lot more blessings. Honor those feelings that are confirming that you need to go to a greater path." Katee adds, "I never in a million years would have ever thought that a 24-year-old girl with no knowledge of business would be able to get to where we are now. I was happy doing what we were doing, but this is a better plan than I ever could have imagined."

"No matter how good of a plan you lay out for your life, don't be beholden to it. There just might be something better out there." —Kyle

BECOMING A LEADER

Always start within.

"What you're creating is a direct reflection of what is within you, so start with yourself. Find what your strengths are and utilize them the best you can. Be aware of your weaknesses and do your best to strengthen them." —Katee

Follow the leaders.

"So many people feel like they need to reinvent the wheel and know everything. Instead, follow those who have been there before. Take their counsel and implement it." —Kyle

Trust in the process. "Sometimes the process is long. People start to lose faith when success doesn't come at the speed they want it to. Don't quit. As long as you're doing what you're supposed to, you will be successful." —Kyle

Invest in yourself.

"If you're committed to making this work, you have to invest in your business. The number one investment would be yourself. Hire a coach, take online classes—work on personal development. It's so important." —Katee



Victoria Strelnikova

REDLANDS, CALIFORNIA, USA

THE RIPPLE EFFECT

Victoria Strelnikova was just finishing up massage school when her teacher introduced her to dōTERRA. She attended a class and fell in love with essential oils. She began using them on her clients and her family and saw great results. She says, “After four months as a product user, I could not stay quiet. I wanted to share this with everyone.”

In Russia, where Victoria is originally from, there is a stigma against network marketing. Victoria did not want to be seen as someone who pushes a sale, but she had always loved helping people and she believed that dōTERRA was different from other companies. After attending convention, she got excited about the executives’ mission and felt that it aligned with her own. She says, “I wanted to continue to be the catalyst that creates a ripple effect of health, happiness, abundance,

“Give unconditionally to your leaders of your time, support, love, friendship, new people, resources, materials, and training. Everything you give out will come back to you.”



“This company has a loving heart. They care about the Earth, people, and the countries where they grow their plants, and they are generous with their Wellness Advocates.”

and financial prosperity in families, communities, and the world.”

It was hard for Victoria to make the decision to give up her career as a massage therapist to focus on dōTERRA full time. She had just graduated from school and was successful and gifted in her job. She says, “But, dōTERRA stole my heart. It was my passion, because it got me out of my comfort zone and helped me to develop as a leader. Helping others is my natural state of being.”

She has had a lot of success sharing dōTERRA with other massage therapists. She says, “I believe that oils will enhance any massage and give clients amazing

results. Before my first meeting with a new massage therapist, I drop off the AromaTouch Kit and DVD for them to watch and try out. A few days later, I ask if they can give me the AromaTouch treatment instead of a massage. Of course, they love it and enroll soon after incorporating oils into their practice with great success.”

Victoria’s husband wasn’t supportive at first because of all they had invested into her massage therapy school and all the money she was putting into dōTERRA. Recently, he joined her on the incentive trip to Jamaica and started using and sharing the products. He has also been helpful taking care of the

house and their younger son while she works. Now that she’s hit Diamond, Victoria is making the same amount of money as her husband does as a computer programmer.

For Victoria, the most important key to her success has been learning how to believe in herself. She says, “Believe in yourself, because you are worth it. If I can do it, you can.” She knows she can’t stop without helping her team get to where she is. “I want to play more and work less, but I feel responsible for helping my frontline leaders reach their big goals. I will be even happier for them than I have been for myself.”

YOUR PERSONAL DEVELOPMENT PLAN

SET A DAILY ROUTINE. “I have an hour of power in the morning—gratitude, prayer, meditation, exercise, looking at my vision board, reading an inspirational book—and an evening mirror exercise where I reflect and acknowledge my daily victories with powerful affirmation. This has helped give me better self-esteem, confidence, and belief in myself.”

DO IT FOR OTHERS. “Make sure that your purpose is to benefit others. Choose to help people. This business is not about hunting people trying to sign them up. Love helping others, educate them constantly, and be generous.”

HAVE GRATITUDE. “If your leaders stop progressing for whatever reason, you cannot be frustrated with them. What you focus on will only expand, so you may find yourself attracting more things to be frustrated about. The trick is to remain grateful for every outcome. Gratitude is the miracle cure for every moment of anxiety and disappointment.”

GO BACK TO THE BASICS. “If you do the basics—at least two new contacts and follow-ups a day—it actually works and produces results. You’ll notice you never run out of people to work with. I spend an enormous amount of time working on the basics daily.”

■ Aaron & Dr. Rachel Whaley
BURLESON, TEXAS, USA

Enrich&Empower



A client came into Dr. Rachel Whaley's chiropractic office one day and invited her to an essential oils class at her home. To this day, Rachel isn't sure why she said yes. She went to that class skeptical that she would learn anything she didn't already know. As she sat there wondering when this class would be over, she started to hear the teacher

say things almost identical to what Rachel taught her patients every day. That caught her attention. She says, "By the end of the meeting, I was fully engaged, and I was the one asking the most questions." She bought a kit that night, but then didn't open the box for another four

months. When she finally had a need for them, she found they were effective and decided to incorporate them more into her daily life. Then, Rachel's upline approached her about holding classes in her chiropractic office. Rachel still had no intention of doing the business, but agreed to hold the classes and started to have lots of people enroll under her.

"I want people to be empowered to know that there are other options out there and have a safer atmosphere to raise their kids."

One day, Rachel's upline called to tell her she had about 25 people on her frontline—it was time to start learning how to structure.

"I have about 750 people come into my office every week, so I end up getting a lot of enrollments," Rachel says. "Figuring out how to place people where they can be supported the most can be really trying. I wanted a little bit of help and guidance." So, she decided to sign up for a couple of programs and competitions to help her learn what she needed to. These propelled her to hit Gold, and then she didn't want to stop there. She says, "I saw how easy it could be to help others that were in need. I saw how this could be a blessing to many of my clients' lives who are looking for something to provide for their family."

Rachel is motivated to continue building her dōTERRA business for the same reason she is motivated to be a chiropractor. dōTERRA has allowed her to expand upon what she was already doing. She says, "I want to empower people's lives and enrich them to find safer, more natural means to raise their families. I've seen how much dōTERRA can help fulfill that need that people are looking for. I just want to preach it to the world that there are other answers that they can turn to."

SEE THE BIG PICTURE

1

FIND MOTIVATION. "With any business there are going to be highs and lows. A lot of times, people get discouraged. Know that every time you share, you have the potential of changing someone's life. Use that as motivation to spur you on in the tough times."

2

BE PATIENT. "Following up, being reachable, and building relationships are often more important than when your next enrollment is going to come. Sometimes you might be planting seeds that take a little bit longer to harvest, but persevere, be patient, and it will come."

3

AIM HIGHER. "A lot of times people get stuck at Silver and get really discouraged. I try to help my builders aim for Gold. That way, they have a better chance of not getting stuck at a certain rank, and they won't get that same discouragement that so many people do."

4

DREAM BIG. "Allowing yourself to dream and see the bigger picture can pay off. I would have never foreseen what was possible for my team if it weren't for my upline mentoring me and pointing things out that I wouldn't have seen otherwise."



MY SPOUSE IS A dōTERRA

ROCKSTAR

WHERE DO I FIT IN?

By John Harrison, dōTERRA Presidential Diamond



This is a question that I get asked quite often. Whether you are taking the plunge and quitting your job to join your spouse, or you just want to help build the business part time, there are things you can do to make the process smoother.

Your rock star spouse will be excited when you decide to engage in building a dōTERRA business, but your spouse has been successful and is used to building a certain way. We as spouses must allow ourselves some time to learn as we have not magically absorbed all the things our partner has learned in the process of growing a dōTERRA business.

I joined my wife, Melyna, full time while we were still Platinum rank. Before that point, I considered the challenges of a business partnership with Melyna, and I also considered the challenges of a marriage. Then I multiplied the difficulties because we were combining both of them. As we continue to fine-tune our business relationship, we have realized there's no finish line. Becoming a full-on business partner with your spouse is an ongoing process. But, I can safely say we've learned some things along the way, and I am also proud to say that we have overcome most challenges and are currently Presidential Diamonds. Melyna says, "One of the greatest joys in my marriage has been to see my husband that I love become passionate about the business that I love. Watching him take on a more active role with our children or interact with our team with such leadership makes my heart soar and takes our marriage to a deeper level. There are many things he is better at than me. With him by my side, I feel like we are unstoppable at home and in our business."

Things get pretty real when we work with someone who knows us so well. There's no faking a skill we don't have. This provides us an extraordinary opportunity to work on our flaws and develop as a person. The payoff for aspiring couples who can make dōTERRA work is that the business just becomes a vehicle to bigger things. For me, it's about being a better husband, a better father, and a better person.

Through trial and error, I have learned these three tips:

1 Make a plan together. Growth will come a lot easier if the two of you have mutually planned it. Have a calendar for the next two months in a visible area. Fill it in with family activities and then work activities. You will work more effectively together when you can see what's coming up in your schedule. Buy a white board and make a list of each day's responsibilities for your business and your home, and then divide them up according to each of your specific strengths. This allows you each to focus on your own specific projects without having to worry about what the other one is doing. Don't get stuck in typical gender roles, and be prepared for business to get personal. Talking to a business partner who's also your spouse is different—you take stuff more personally, and your spouse is more honest with you. Remember to always treat your spouse with the same love and support that you give to your qualifying legs.

2 Find a mentor and learn. In order to grow your business, you'll need to know your business. This is no longer "her/

his business," but has evolved into "our business." Make sure your actions reflect that. Have your spouse update you on the specific people that you work closely with so you can build relationships with them and understand them. When you are learning the business, it is best to find training from someone else so that your spouse can focus on being your spouse and partner, without also needing to be your mentor. Ask your upline for help with training. Participate in one of the many mentoring programs available for dōTERRA systems. Read (or listen to) personal development programs. You will find that the more you develop your talents and strengths, the more you will find your role in the business.

3 Establish a real separation between work and home. Plan "no-business" weekends. Go on actual dates with no business talk involved. Make rules about leaving your work in "the office" so it doesn't overflow into family time. Every dōTERRA couple claims the relationship is their first priority—but then the phone rings. Learn not to answer it. Be present as a parent and spouse. The most rewarding part of this business is the time freedom it allows you to have with your family and friends. ♦

"One of the greatest joys in my marriage has been to see my husband that I love become passionate about the business that I love. Watching him take on a more active role with our children or interact with our team with such leadership makes my heart soar and takes our marriage to a deeper level." —Melyna Harrison



"It's been awesome to see my whole family grow in this journey."

NEW dōTERRA DIAMONDS

David & Karla Banks

PLAIN CITY, OHIO, USA

Clean Eating & Essential Oils

Karla Banks runs a program called the clean eating challenge that she started out of her husband, David's, gym. She started noticing people using essential oils and got curious, so she reached out to a friend who was using dōTERRA to learn more. Because she already knew a lot about the importance of natural health, she thought that essential oils made sense. Right away, she started thinking about how well they would combine with her clean eating program.

Karla started sharing essential oils with the people who already trusted her to coach them on nutrition and health. She says, "That made it easy. You can reach people faster because they trust you already." As an entrepreneur, she saw the opportunity behind dōTERRA, and she knew she could achieve success.

She also found it easy to bring her clean eating challenge and essential oils together. Karla says, "This works so well for us, because we understand the whole picture of natural health. If you're eating a clean, healthy diet and using oils, the rate of success goes way up. The results people get just blow them away."

Because Karla also owns a photography business, she and David are really busy keeping track of several companies at once. She says, "One of the biggest obstacles for me is deciding where to put my priorities. I want to get places fast, so I put in a lot of hours and can get overworked. But, one of my strengths is time management and I'm highly organized. I do most of my work while my kids are at school. I try to maximize my time."

With the growth of her dōTERRA business, Karla has opportunities to do things with her other businesses that she wouldn't have been able to before. She says, "Normally in business you're making decisions based on the fact that you need income. Since we have this solid business where we're making a good amount of money, we can make some different decisions. It gives us the freedom to do what we love and be more flexible."

All in all, Karla is happy that dōTERRA has enabled her to continue helping other people get healthy on an even broader scale than before. She says, "To see people's lives change is a huge motivating factor for me. I see one person after another having significant health improvements, and that's the driving force behind it all."



PLAN FOR DIAMOND

MAKE A CONSISTENT PLAN

"I've run a lot of distances, and I know that you have to have a plan to get there. You need both a long term plan and a short term plan so you're always consistently working toward it."

PLAN TOWARD YOUR GOAL

"If you don't have a plan, you could be working toward nothing and that's not going to work for you. Decide what steps you need to do on a weekly basis to get to where you want to go."

REEVALUATE ON A REGULAR BASIS

"Look back on the bigger picture. See where the things you're doing are taking you, and if they're working. Analyze what's happening and make changes if necessary."

"At first, I just knew I loved oils and people and started sharing and enrolling. You can't get so focused on the business part that you stop doing those foundational things."

Dr. Jamie & Christina Boyer

INDIANA, PENNSYLVANIA, USA



Sharing Leadership

Christina Boyer almost didn't make it to the dōTERRA class her friend invited her to. Her kids got mashed potatoes in her hair right before, and her husband had to shove her out the door and make her go have some adult conversations. Once at the class, Christina says her mind was blown away. Her husband, Jamie, was a chiropractor, so they thought they knew everything about natural health. As Christina tried the essential oils on her family, she found them to be effective and started sharing them with her friends and family. Jamie

started bringing some samples to his chiropractic office, and people started asking for classes. Christina had a background in teaching, so she was open to educating people about dōTERRA. From there, the business just snowballed. She knows she would have never gotten involved otherwise. She says, "Asking someone to buy something from me was the most uncomfortable thing in the world. I still don't see myself as a salesperson; I just care about people and want to share

this information with them. They can take it from there." After giving up her teaching job to be a stay-at-home mom, Christina hadn't realized how hard it would be to sacrifice the income and medical benefits. When she was pregnant with her third child, she didn't have medical insurance and ended up paying out of pocket for the birth. Buried under these medical bills, Christina wondered if her dream of being a stay-at-home mom was coming to an end. When dōTERRA came around, it not

"A leader is someone who is excited to share, has a powerful testimony, and can't help but help other people. For a leader, it's not about the money but serving others." -Christina

How to Be a Leader	
1	BE FRIENDS. "Develop strong relationships with your frontline leaders. Be supportive and make it all about them. Get to know them and really listen to what they're telling you."
2	HAVE FUN. "Have fun with your leaders. There are stressful, nail-biting times in this business, and you just have to laugh about it. Make time together that's not all about dōTERRA."
3	LET GO. "It's OK to tell people if you don't know all the answers. Let go of the idea that you have to be an expert. People will still respect you."
4	BE REAL. "Learn to laugh at yourself. Just be real. Show people that your life isn't perfect and then they know they don't have to be perfect to do this business either."
5	TAKE TIME. "Take your time to build your business properly. There's no time constraint on how fast you have to go. Just do things right, and then the sky's the limit."

only helped them health-wise, but after she hit Gold, it replaced her teaching income as well. Christina says, "I was never focused on rank, but on helping my leaders hit their goals. When my rank happened, that was just extra sweet." She was happy just to be Gold, then thrilled to be Platinum, and now can't believe she's Diamond. When she started the business, Christina's only goal was to be able to take her children to Disneyland. Not only was she able to do that, but Jamie was able to take a week off of work to come with them—something he hasn't been able to do for five years. He says, "Being self-employed, if I'm not working I'm not making money. dōTERRA has taken the pressure off and given us financial freedom. Now, I can enjoy my three girls before I blink my eyes and they're all grown up." They're also excited to continue their mission of bringing natural health to everyone. Jamie says, "I'm inspired to share this with as many people as possible, because this is a life-changing product that everyone should be able to experience."



"dōTERRA has transformed the way we take care of our children. They are so passionate about trying to be the healthiest they can be." -Christina

■ Andrew & Shannon Clough

AURORA, COLORADO, USA

Speak your Passion

"You love what you share, so be genuine and let your passion speak through you."

Shannon Clough thought essential oils were not for her, so she avoided her friend who was always trying to share dōTERRA with her. When she finally tried them on her family and they worked, she thought it was coincidence and still wasn't sold. Then her husband, Andrew, tried them, and got really excited at how effective they were. He called their friend over so she could tell them more.

"I sat at the table and said, 'I want nothing to do with this, I will not share this with anybody,'" Shannon says. Andrew, on the other hand, said he wanted to buy an Every Oil Kit. When the huge kit arrived at her door, Shannon was overwhelmed by the amount of oils she saw. She thought, "We only need like two oils, not 70 million." She felt lost. As she kept trying them, though, she started opening up to sharing them with a few people and a few weeks later decided to give the business a try.

Shannon decided to give the business her all for six months and see what happened. By the end of those six months, she was Gold. In another six months, she was Diamond.

She feels like one of her secrets is consistency. She holds classes at the same time every week and allows her team to bring their people to it as a backup. She says, "The consistency of my classes allows my team members to have the capability to build whether they believe they can or not." She identifies anyone who shares on her team as a builder. "Whether they tell one person or 500, they're still really important to my organization and they're all builders in my mind."

She knows she couldn't have done it without Andrew's support. She says, "He made it easy for me. Sometimes he feels bad because he doesn't know everything I do, but he's done so much for this business." Since Shannon hit Diamond, they gave away Andrew's roofing company so he could join her in dōTERRA full time. Shannon says, "I couldn't have done this without the support and commitment of my husband and my team."

Andrew and Shannon are excited to continue growing their dōTERRA business. Shannon says, "I could never make a dollar again, and I'd probably still share oils. When the days get rough, I look back at all the lives that have been changed and that keeps me going. I think, 'Who's next? Who else can we help?' You just have to give someone one drop of oil, and their life will never be the same."

"We built this business on faith."



TIPS FOR FOLLOW-UP

BE CONSISTENT

"I follow up every Thursday. That's the time that I've made work for me, and anyone who I've given a sample to gets followed up with every other week."

INVITE

"I ask them how their samples were, invite them to a class, let them know about the promotion of the month, or ask if there's a good time to meet with them."

DON'T GIVE UP

"I had a girl ignore me literally 39 times before she signed up, and now she's doing the business. Don't ever give up; people are always going to need oils eventually."

BE GENUINE

"We got into this to help people, and they will see that when you show them how much you care. Even if they don't buy oils right away, love them through the process."

BE PASSIONATE

"By following up, you let people know you're serious about this. Your passion about the oils will speak through you, and they'll believe you."



Mark & Kristi DeBrincat

CUMMING, GEORGIA, USA

“dōTERRA definitely taught us how to pay it forward. Now that we are Diamond, we invest a good portion of our money back into our team to make sure they get to Diamond too, as soon as possible.” –Mark

Mark and Krisi DeBrincat had everything going for them. Mark was a chiropractor, and he and Kristi were also successful in another network marketing company. But, then everything changed. Mark explains, “My wife and I were in a horrible car accident. We were in a head-on collision with an 18-wheeler after hydroplaning in the rain into oncoming traffic. Kristi broke her neck and had a cadaver shin bone put in place of her neck. I broke my pelvis and sacrum in half, and lost a third of my intestines. I was told back then that I would probably be in a wheelchair the rest of my life and that I would be living in pain forever. After about seven back surgeries and finally having a computer put into my spine, I was able to get up and walk, but I was in pain.”

After receiving a bottle of Deep Blue on vacation and never using it for weeks,

Mark and Kristi stopped by some dear friends, Mel and Concetta Bibens, to have lunch on their way through town. Mark says, “They took one look at me and immediately started opening bottles of essential oils and putting them on me. Later, when Kristi was giving me a massage, I used the Deep Blue on my back for the first time and felt an overwhelming calmness come over me immediately.” The oils worked, and when other people heard their story, they showed interest in dōTERRA as well.

Even though it was hard for them to leave their other networking business, dōTERRA just happened naturally for the DeBrincats. Kristi says, “We hardly even talk about the business. We focus on the product and helping people, but then all of a sudden people want to do it with us. It’s surreal. We wake up every morning and pinch ourselves sometimes,

because we can’t believe this is our life.” Mark adds, “We made it to Diamond in eight months. It’s definitely a calling in our life—we feel compelled to share. We know there are so many people out there that need to know about this for many different reasons. dōTERRA is a godsend for so many people.”

dōTERRA came into the DeBrincat’s life at the right time. Kristi says, “We went through a tough few years after the accident, because Mark had to give up his whole career, and he missed being able to help people. We had lived really well and then we lost it all, and we were living in this small little apartment. Our ultimate goal was to get into a house. So, we put blinders on and ran for it with dōTERRA. It gave us back purpose, passion, and stability in our life. It’s given us Mark’s life back, and we are now able to help people again.”

RENEWED PURPOSE

“The biggest challenge we face is pulling the Olympian out of the person, because there’s one in everybody. Everyone has something inside of them that you can pull out to create action.” –Mark

ADVICE TO NEW BUILDERS

Figure out your why right away. “That’s what gets you through the hard times. There are times in the beginning that you’re working really hard, and you might not be seeing the money that you think is justifiable for the work that you’re doing, but you’re building a pipeline.” –Mark

Do personal development. “Look at this like a two to three year career or like going to school. You have to pay for school. Your money is personal development. Doing a little bit every day: listening to something positive, watching a video, learning about the product, or reading a health book helped us grow.” –Kristi

Keep up with daily habits. “Make sure to create daily habits for things that are important to build your business and to build yourself.” –Mark

Have a mentorship. “Our upline is just amazing. The structure that they put in front of us and the tools they showed us are why we’re where we are today.” –Kristi

Megan Frasheski

STINSON BEACH, CALIFORNIA, USA

THE FRUITION OF

Everything

“If you want to move into the higher ranks, you have to become generous at a greater level. Let go of ownership, and find it in your heart to help people.”

When Arin Ingraham introduced Megan Frasheski to dōTERRA, Megan was impressed by the lifestyle she saw Arin living. Though she wasn't interested in the business, she bought a kit and continued to order monthly. She remained a product-user for three years until everything changed at one fated tax appointment.

Megan's photography business was not doing well, and she was in debt and working as a waitress to get by. She and her partner were living in a guest room sharing a twin-sized bed at the already-crowded house of their friend. When she went to file her taxes that year, the accountant asked about her dōTERRA business. Megan told her it wasn't a business, she just got occasional bonuses. The accountant assured her that she was getting paid and the IRS would consider it a job. Megan says, “I hadn't thought about it that way.

I wasn't conscious of the fact that I really was making income from dōTERRA. I left that day knowing I was retiring my photo-

graphy business. I called Arin and said, 'I want to do dōTERRA. Tell me what to do.'"

Very quickly, Megan saw that in order to get to the level she wanted to in the business, she couldn't just rely on Arin. She was going to have to become a leader for her team in the same way Arin was for hers. She says, "I needed to own the leadership of my organization instead of placing it upon my upline. Maybe I couldn't answer every question, but I could show up, listen to people, and point them in the right direction. It wasn't about knowing all the answers; it was just about being willing and confident enough to try." She believed that she would be a Diamond and that got her there.

Megan was in a low spot when she started dōTERRA. She says, "Since I've started building my business, I've watched my income grow every month, and I gained confidence that I could do this on my own. That was an empowering moment of my life to reach a place where I could not only pay for the roof over my head, but be generous with others too." Since hitting Diamond, she's discovered a new responsibility to help others who were in the situation she once was. "I realized this money isn't just for me as my business has definitely rescued a lot of people besides me. This is the first time in my life where I have all the tools to help people in every instance. It's been a fruition of everything I've long asked for."

Bring Out the Leader in People

1 Get to know them. "I love getting to know people and listening to where they are. I often believe in people when they don't even believe in themselves yet."

2 Have patience with them. "I've gained a big level of patience for people's timing. You have to just keep showing up and supporting them, and then they'll reveal the leader in themselves."

3 Trust in their timing. "It's almost like planting seeds. I've just learned to trust that their time will come when it's meant to come. Once they've had their 'aha moment,' they won't go back from that."

4 Make them feel needed. "When someone decides they want to do dōTERRA, help them feel safe and needed. Help them feel faith that what they have to offer is really necessary."

5 Recognize their talents. "Identify their own unique abilities as leaders. Help them see that those qualities that make them unique are really their brilliance as a leader."

“Showing intention, love, and care to others will always come back to you.”

Nick & Dyanna Killpack

MCKINNEY, TEXAS, USA

A New Perspective

“I’ve always known that if I was going to do a business like this, I wasn’t going to do it with anyone besides dōTERRA.”

Nick Killpack had worked on the corporate side of network marketing for four years when he became the US sales manager for dōTERRA. He had never thought he would want to become a distributor, until one day he was sharing advice and ideas with a Wellness Advocate who graduated high school the same day as he did and was making four times his yearly income in a month. Nick says, “She didn’t have any advanced degrees or credentials that would make her any different from anybody else, and that opened my eyes to the idea that anyone could do this.”

A few months later, Nick’s daughter was born and he had to go back to work right after they brought her home from the hospital. He says, “I was really bummed that I had to leave her, and it was around then that I seriously started

talking to my wife about stepping down as sales manager to be able to spend more time at home with the family.” His wife, Dyanna, had always wanted him to become a distributor and was extremely supportive of the switch.

The day Nick handed in his resignation, Dave Stirling issued him a challenge to hit Presidential Diamond in a time frame that was faster than anyone had done up until that point. Nick didn’t hit Presidential Diamond in that time frame—but he did hit Diamond. He says, “I think aiming that high and finishing where I’m at has been a really good thing for me. It helped establish who I am as a leader and really launched me into the next stage. It let me realize that I could accomplish greater things than I had thought.”

Soon after Nick quit his corporate job, he had several people ask him what he

did all day now that he didn’t have a job. He tells them, “I work all day long. In the beginning, I was on my computer and my phone for eight to 10 hours a day.” He’s seen his business grow or shrink in proportion to how much time he’s willing to put into it. “You really do have the freedom to work wherever you want, whenever you want, but you also have the ability not to. This business will only provide great income for you if you treat it like a job.”

Nick is excited about the possibilities that have opened up for him through his dōTERRA business. He says, “It’s given me a whole new perspective on business. It’s helped me understand that all things can be accomplished if you put in the time and effort. It’s been remarkable to see things that weren’t even in the realm of possibility before become possible now.”



COMPENSATION PLAN ADVICE

Maximize Power of 3

“If you really want to be successful, you have to make sure that you’re getting paid along the way, otherwise you’re going to burn out. I tell people to maximize the Power of 3 until they get to Platinum. If they do that, they can literally have a six-figure income as a Platinum.”

Focus on 3 Lines

“A lot of people try to build four to six legs at once. You already have to divide your energy and effort between three lines as you’re trying to build up to Platinum. Once you’ve built to Platinum, then you can put 80–90 percent of your energy into your fourth leg and it will grow at a much faster rate.”

Guard Your Frontline

“As much as we get excited about a person who is committed to build the business, there are a lot of people who say that and don’t work out. Plug any person that comes in to where it makes sense in your Power of 3 structure. If they go above and beyond within the time frame that they can be transferred, then you can move them to your frontline.”

Grow Your Unilevel

“In the beginning, your unilevel is this little gold coin that isn’t worth very much. On the other side of this vast valley, there is a giant bucket of gold coins and the Power of 3 is the bridge that helps you span that valley. Once you get over the rank of Platinum, your unilevel has grown to where it actually means something.”

“I’ve gone down my team and supported people, regardless of whether they qualified me for a rank or not. This has grown my unilevel and provided me with the long-term residual income that everyone strives for.”

Executive Spotlights

With so many people joining the ranks of dōTERRA all over the world, it can be a little more difficult to get to know the founding executives personally. To help you get to know more about who they are and why they love dōTERRA, we will be featuring all seven executives in future magazines.

David Stirling grew up mostly in Utah and partly in Berkeley, California. But, he says, "I'm pretty much a native Utahan; I've been here forever." He got his start in the essential oils business when he was hired as a CIO for another essential oils company, and a few months later took over the management role for that company for the next three and a half years. Like most people, David grew up with western allopathic medicine. He says, "Anything outside of that was considered suspect. I very much understand the hesitation that people sometimes have with essential oils. Having this understanding has been helpful to bridge the gap between the western allopathic way and the holistic alternative." When asked about his first experience with essential oils, he laughs. "The guys in IT gave me an essential oil to support my immune system, and I honestly thought that they were trying to pull a prank on me. I mean, what

would IT guys know about essential oils? But, I quickly saw they were believers in the oils themselves. After that, it took a few more experiences with essential oils to acknowledge that they were actually working, and then I began to understand the power of essential oils."

What is your role in dōTERRA?

As CEO, I set the strategic direction for the company. I also teach, implement, and maintain company culture both from within the corporation and in the field. My role as a manager is to make sure the company is stable, secure, and solid by identifying any potential problems or threats to the company. Then, I do all I can to negate those problems before they happen.

Where do you see dōTERRA in the future?

We've just reached our seven year anniversary, but I still see us as just getting started. I see dōTERRA as doubling and tripling in size in the next five years. We'll also be expanding our corporate campus in the future to accommodate this growth.

What do you consider your biggest professional obstacle?

Being distracted by problems. Every week there are significant problems that come up somewhere in the world. But, I learned a long time ago to avoid putting my best people on my biggest problems. They will fix them to be sure, but if you can focus on putting your best people on your greatest opportunities, then you will be successful. Problems happen and they need to be resolved, but if you focus on your opportunities you will have success. We try to remember to do that.



DAVID STIRLING
President and CEO

What do you do for fun?

We like to have fun as a family. I have a great wife and kids. We love to get together on a Sunday afternoon just to eat, laugh, and enjoy one another. We like to go camping, or perhaps down to Moab, Utah. I grew up on dirt bikes, so our family likes to get out and do some off-road stuff. If it's a nice day, I'll even bring my dirt bike to work.

What would you consider a hidden talent?

I play the piano. I keep that well-hidden just in case someone might ask me to play.

Other random facts:

- David used to fly airplanes and do karate competitively.
- He met his wife interviewing her for a job.
- He can make some mean biscuits.
- He has nine kids: seven girls and two boys. He also has one grandchild.



John & Patti Mason

RICHLAND, WASHINGTON, USA



“It’s not about pressuring people. It’s about finding answers that will bless their lives.”

Success FROM Who You Are

“If my intentions are as pure as the oils, people will feel that and will be drawn to it.”

Patti Mason suffered with fibromyalgia for 15 years. It brought her such extreme pain that she was barely able to sleep at all. That along with several other health problems made her open to listen when her friend Kathy Pace invited her to learn about dōTERRA essential oils. Patti says, “I didn’t have any idea that it was going to change my whole life. It took me a week to have the courage to try dōTERRA, because I had tried so many things and been disappointed. I didn’t want to be disappointed again.” She decided to start with the supplements and after four months was feeling an extreme difference.

Though she saw their effectiveness in her life, Patti didn’t think anyone else would want the oils. Kathy came to help her teach a few classes, and Patti was shocked to see that people were interested. She says, “After that, I thought it would be really selfish if I didn’t share this, because there are people out there who are looking for answers. I decided I was going to start sharing and it went from there.”



Keep momentum

“When I taught fitness classes, if someone new came I always told them, ‘Congratulations, you’ve done the hardest exercise of all—walking through that door.’ Getting started is the hardest, and that’s why you have to keep your momentum going. Otherwise, you have to keep starting over.”



Look forward to it

“Once you have some momentum, you start looking forward to it. Once you start exercising and feeling the benefits, you want to keep going so you can feel good again. It’s the same with dōTERRA. When you share, it feels good, so you keep sharing.”



Set a schedule

“It’s important to have set classes every week. If no one shows up, use the time to watch webinars or make contacts. If I don’t have that time scheduled, then I don’t have a plan or momentum.”

Now, Patti has been able to expand her desires and her reach. She says, “Before, all I wanted to do was not have so much pain. Then, all I wanted was to help other people not have pain. Now, I want to have an endless income so I can have endless abundance to help endless people. I want to be able to give and serve in any way that is needed, and I want that for everyone else too.”

She had learned that success comes 80 percent from who we are and only

20 percent from our skills. Patti says, “It’s good to develop skills, but if your heart is in the wrong place, it doesn’t matter how good your skills are—people will feel that.” As she’s watched her team grow and help others, it has eliminated opportunities for contention or negativity and built unity. “We’re not just building a dōTERRA business; we’re building a culture of oneness, love, and support. That’s powerful.”

Patti is so grateful that she has found relief and hope through dōTERRA. She

says, “I have found a new belief in all the things I had deep in my heart that had been shut away because I was shut down physically. I just wanted to serve and bless lives, why did I have to have this pain? I’ve since learned that pain is a teacher. dōTERRA has given me the opportunity, the desire, and the hope to help others learn from their pain, so that they can let go and move on. I want to be an example of that for the people in my life.”



“My husband is coming more onboard. He loves serving and helping. He’s a huge support behind the scenes and I’m very grateful.”

Michelle McVaney & Christina Peters

PARKERSBURG, WEST VIRGINIA, USA

HOPE FOR FREEDOM

Michelle McVaney was looking for answers to some health problems she'd been having. She explains, "I had been going to doctors for two years. They couldn't figure out what was wrong with me, so I started doing some research and going to a natural doctor who got me started on the path to wellness. At that time, I also started researching essential oils." From there, Michelle started looking at different essential oils companies and decided to use dōTERRA because of the Certified Pure Therapeutic Grade standard. Once she started using the oils, people around her noticed a difference and wanted the oils too. Her sister, Christina Peters, quickly decided to jump onboard. Michelle says, "We had no intention of having a business; it fell in our laps. It just took off, and I told Christina, 'I think we have a business.'"

Michelle and Christina both felt that dōTERRA was different and wanted to build to Diamond to achieve financial freedom from debt incurred by a previous business. Christina says, "One of the things that sets dōTERRA apart is the fact that everybody can use oils—all the way from newborns to senior adults. There is no end to the people we can reach." They have created success on their team through continually setting up classes with hostesses. Christina explains, "We have

people volunteer to host a class in their home and then they invite people to come to the classes. We've never really had problems with people getting their friends and family to come because we share oils with the hostess so they can have an oil experience and be really excited about dōTERRA. That excitement just carries over when they invite people to come." They then teach their team the same strategies for setting up classes. Michelle says, "We try to keep everything as duplicable as possible, and that's why our team is growing and thriving. Every time we do something we ask ourselves 'Are people on our team going to be able to do this?'"

Even as they work toward financial freedom, Michelle and Christina say they have seen other ways that dōTERRA has changed their lives. Christina says, "dōTERRA has allowed me the opportunity to be able to stay at home with my children and also have the hope that we are going to become financially free." Michelle adds, "For me, the big thing was my health. I was a huge mess with no hope because the doctors couldn't figure out what was wrong with me. Now, I'm completely healthy and I'm about to retire from my teaching job to do dōTERRA fulltime. That's a huge change for me, to be able to do something where I'm my own boss."



Achieving Your Dreams

Set smart goals. "We're very passionate about setting goals. We make sure we set smart goals that are lofty, but achievable." —Michelle

Focus on doing what it takes. "We are driven to achieve our goals. We sometimes think we won't make it, but we do whatever it takes. Sometimes that requires doing 15 more classes on top of what we've already done or staying up all night trying to figure out ideas for what we're going to do next—but we do it." —Michelle and Christina

Believe you can. "One of our uplines shared something with us about 'bending reality.' This is when something seems impossible, but you can do it if you absolutely believe that you can, because you will find a way. Once we decide that we're going to do something, we figure out how we're going to make it happen." —Christina

"For us, dōTERRA was the perfect opportunity because we were already passionate about sharing natural health care alternatives with people." —Christina



"We have an army of people on our team that are out sharing and helping others. It's an awesome thing to think about, because you just see that God's hand is at work in this whole company." —Michelle



Michael & Rhonda Rothschild

CAULFIELD SOUTH, VICTORIA, AUSTRALIA

When Michael Rothschild was first introduced to dōTERRA, he wasn't interested. Six months later, his enroller let him experience the oils and decide for himself, and that got him hooked. He says, "It goes to show that we need to remember that we are the messenger, not the message. Our job is to introduce dōTERRA and give people space to make up their own minds."

Michael had been involved in the wholesale industry for years, including some direct sales, but he says, "I had not found a company that I felt I could hang my hat on." He was interested in the dōTERRA business opportunity from the start. "When explained, the dōTERRA difference in quality of product and the integrity of the ownership—it was an easy decision." He loved that the compensation plan encourages helping

others to succeed, and he just had a gut feeling that this was what he had been looking for.

As he has focused on the Power of 3 and building a strong frontline, he has found that duplication often goes two ways on his team. He says, "It's so important to find frontline leaders who inspire you as much as you inspired them, if not more. Building a business is not possible without a strong support group." He encourages his team members to find three people who want to share dōTERRA more than they do, and simply teach them to duplicate their process.

Hitting Diamond was important to Michael because he wanted to show his team that it is possible. He is motivated to continue on to Presidential Diamond because he knows he is doing what he is

meant to do. He says, "How many other businesses can give you the satisfaction of genuinely helping people, while giving financial security to yourself and many others? The changes I see happen and the friendships I have developed that will continue for many years make what I do every day seem very unlike work."

dōTERRA, Michael says, has actually changed his outlook on what is important in life. "I believe success started for me the moment I knew dōTERRA was the right company for me. That knowledge is my success. The financial aspect simply means security for my family and the ability to help others. I have seen other lives change through being able to help people achieve their own success. That is what it's all about."

"I subscribe to servant leadership and respect everyone I work with, regardless of how long they've been involved."

4 STEPS TO DIAMOND

Share

"Get those oils on people straight away! Carry Wild Orange, Peppermint, and Peppermint Beadlets everywhere. That way, people experience aromatic, topical, and internal uses in a couple of minutes. The oils speak for themselves."

Follow up

"Follow up with a text message or call within two days. If you gave them a sample, make sure they opened the bottle and ask how it went. Help them find what works for them. Always meet people where they are—listen to them."

Simplify

"I always remind new people to use the KISS principle—Keep It Super Simple. Teach how easy it is to reach the \$250 Power of 3 bonus. It's only 13 people ordering each month. I find if people can get their products for free, they will be a customer forever."

Educate

"I find that knowing they may learn something that can help them or a loved one is the real lure to a class—not a free oil. You can give out a sheet showing which oils can do what when inviting people to attend. Find what people need and give them an answer."

Meant to Be

"When I know things are going smoothly at home when I am away, it makes it so much easier to have a clear mind. People might think I have done it myself, but that's not true. My wife, Rhonda, has made it all possible."

■ Dr. Jeff & Chelsea Styba
RAMSEY, MINNESOTA, USA

Everyone Deserves

AN OPPORTUNITY



After running his own chiropractic practice for six years, Dr. Jeff Styba was already familiar with essential oils. When a friend introduced him to dōTERRA, Jeff did some research. He explains, “I had dabbled in a couple other network marketing fields before, but none of them really took off because of poor compensation plans, poor products, or poor fulfillment of orders. Once I did the research behind dōTERRA and found that it was an amazing, quality product, that the customer service was incredible, and that the compensation plan was so profitable, it was a no-brainer to start building with dōTERRA.” Soon after enrolling, he began traveling and teaching about essential oils full time.

The fact that Jeff and his team have a common goal makes all the difference. He says, “The goal in doing dōTERRA is to empower and help as many people as possible live the type of lifestyle that we believe in. Essential oils are a great tool in that lifestyle, and we believe that everybody on the planet deserves an opportunity to hear about essential oils. As we focus on that goal, we feel that we’re fulfilling our purpose in dōTERRA. It’s not up to us whether or not people choose to use the oils, but we can control how many people we get in front of and teach—we’re just totally unattached to the outcome of whether or not people decide to purchase or not.”

Jeff is thankful for the support of his team and his family. “My support system is made

“Everybody has ups and downs in any business with great successes and great failures, but the ones that just keep driving forward are the ones that are successful in any business or any mission.”

up of my main builders, my family, and my wife, Chelsea. When I’m on the road, Chelsea takes care of our daughter and runs the home. My main builders are also a huge support because they believe in me. They believed in joining the team

and in the product a lot of times before even using it. We have a tight-knit group as far as our dōTERRA business. We all do things to support each other, whether it’s financially supporting each other or hosting classes when we’re on the road.

When I’m traveling and flying to different states because someone needs a class, I can pretty much ask anyone on my team to do anything and know that they’ll do it. Our team is more like a family than a business.”

MAKING YOUR HOBBY A BUSINESS

1

Treat it like a business. “Treat your business like a business—don’t treat it like a hobby. People that are most successful in network marketing, and in dōTERRA especially, have this viewpoint. Treat your dōTERRA business like a multimillion dollar company because that’s what it is. That’s what it has the potential to become.”

2

Create support through systems. “Create systems, create infrastructure, and create automation to help support your customers and also to help support your builders.”

3

Make customer service a priority. “One of the core values for our team is customer service. We don’t allow any excuses for somebody not to be a happy customer. No matter what happens, we support them and we bend over backward for people to make sure they have a good experience with dōTERRA.”



“Don’t build your dōTERRA business based on how you feel day-to-day. Whether we’re encouraged or discouraged, our feelings don’t determine our success. What determines our success is our vision and our mission.”

Jason & Allison Tripp

MACON, GEORGIA, USA

A Bridge Back

Allison Tripp's first child was born with a metabolic disorder that left her fragile and low-functioning for all of her short life. She died at age 10 from complications from a surgery. A year later, the Tripps' other daughter with the same disorder started having similar issues. They did everything they could to bring her relief, until the only option they had left was the same surgery their first daughter had never recovered from. It was then that Allison discovered dōTERRA.

Other moms had been talking about using essential oils on one of her cloth

diaper Facebook groups. Allison was interested, started researching dōTERRA, and decided she would buy a kit for her Christmas present. She had been heavily involved in researching medical issues since her first child was born. She says, "I was known as a researcher among my friends. Even before dōTERRA, I was always learning new options and sharing those with others. I headed up a special needs mom support group and was always passing resources on. That was already my niche; I just had never gotten paid for it." As she started using

dōTERRA, her friends wanted her to teach them about it too, and everything went from there.

For a long time, dōTERRA didn't feel like work to her because of how much she enjoyed seeing others find relief. She learned to put herself aside and just share regardless of the outcome. Someone who enrolled under her really caught onto the business side, which pushed Allison to learn it along with her. Though she was working hard, she had a hard time imagining herself being successful, and Diamond

“What would you do with your time and resources if the basics were covered? This is a question we had never before entertained, and now we're getting to live it.”

took her by surprise. She says, "I joined the momentum of those who were underneath me, and as I was helping them it just snuck up on me."

Since they've reached Diamond, Allison's husband, Jason, will be able to retire from his teaching job to join her at home. She says, "It's been a tremendous shift as a family of seven to go from a school teacher's salary to a Diamond salary. Before, we had to write many things off as something we just couldn't afford. Now, we're buying a house with enough bedrooms for our children. Money no longer dictates most of our choices, which is a great relief. The family

is provided for, and we can help others in need without hesitation."

As a bereaved mother, Allison used to struggle emotionally with feeling like she did not have the options to nurture her children and help them feel better. With the oils, she now has a way. "dōTERRA provided a bridge back into nurturing my children in a way that I needed personally. It's been part of my healing to that end." It's also created a bridge for her socially, so she can connect with more women than she did before. "Grief used to be a large part of my identity, but dōTERRA has brought out a new part of my identity that has a much greater reach."



Structure Advice for Beginners

JUST START PLACING. "Start as quickly as possible. Start learning and asking questions. It's an educated guess and everyone is going to make mistakes, but if you don't do anything, that's a mistake without even trying."

THERE'S NO RIGHT ANSWER. "It's hard because there are different opinions about how to approach it, and I think that's because there isn't one right answer. But, you just have to do something. Putting it off is not going to help you in the long run."

CLEAR OUT YOUR FRONTLINE. "You don't want everyone on your frontline, so identifying builders early is tremendous. That was something that helped me get to where I am in the time frame I did. It might not be perfect, but work with what you have."

THINK LONG TERM. "Early on, you can provide all the support individually, but when your team gets larger, you're going to need help supporting your downline. So, put people together that know each other, have common interests, and get along. Create a community."

"JUST KEEP SHARING AND BE PATIENT WITH PEOPLE. ALLOW IT TO BE MORE ABOUT THEM THAN YOU."



■ Bill & Marilyn VanDonsel

HELENA, MONTANA, USA

Unexpected Opportunity

“I recommend the business for two reasons: first for the oils, and second for the income. The compensation plan is like no other; if you just put in a little effort and time it can be big for you.”

Marilyn VanDonsel was barely starting to reopen her massage business when Natalie Wysocki came to her with dōTERRA. She says, “Natalie Wysocki is best friends with my daughter Jodi, and she’s like my third daughter. We had done some other network marketing things together in the past, but when she came to me with dōTERRA I told her I didn’t want anything but the oils to do AromaTouch. I had no interest at all in doing it as a business at that point.”

After six months of using the products and with helpful feedback from her clients, Marilyn sat down with Natalie again. When Natalie mentioned how much she was making, Marilyn was impressed. She says, “I kept thinking that all I was doing was ordering every month to send off the samples I gave away. From there, I started researching, because my clients wanted me to look up different things for them. The passion just grew and grew

the more I found out. Eight months after I was introduced to dōTERRA, I decided to do the business.”

At first Marilyn’s husband, Bill, was supportive but cautious. He tells people now, “I love my wife, and dōTERRA was something that she wanted to do; she had the passion for it. We dove in with both feet, we got the Diamond Kit, and we put some money into an account. But, I said that if dōTERRA did not pay, we were done.” By holding a class every Saturday for the first two months of being a Wellness Advocate, Marilyn not only earned checks, she also hit Silver fairly quickly. Once she started getting checks, Bill wanted to know how she was getting paid. Marilyn says, “The money was coming in, and I didn’t care how really. So, he started investigating and getting involved on the business end. He loved the oils, but the compensation plan is what really turned him around.”

While Bill is her number one support, Marilyn is also grateful for Natalie’s help. She says, “When I was doing those classes every Saturday, Natalie was doing them for me. She kept telling me that I would be doing them myself one day, and I couldn’t even imagine it. Every time she taught I would take notes, but each class would change. Finally, she just made me do it. The first few times I read from a script. But, once I started doing classes I loved them, and no one could have tried to do them for me because I wouldn’t have let them.”

Marilyn is grateful for the growing opportunities she has had in dōTERRA. She says, “dōTERRA has made me into a better leader—a better leader for my team and also a better leader in my community. I feel like I had that capability at some level before, but it’s given me more confidence to know that I can lead.”

Approaching Potential Builders

DON’T QUESTION. “When I sit down with somebody and they walk away with a kit, I don’t ever question when they say they don’t want to do the business. I tell them, ‘I think you’re going to love the oils, and as you experience them you’re going to end up sharing them. Once they start working for you, you’re not going to be able to keep your mouth shut.’”

PAY ATTENTION TO COMMENTS. “If somebody makes comments like, ‘I know my mom would love this,’ then I say, ‘Could you see yourself wanting to do this business because you know so many people that could benefit?’ If so, then I try to talk them into a bigger kit. I’ve had people have buyer’s remorse when they got a smaller kit and end up doing a business. Always try to bump them up to the next kit, but don’t push. If they’re set on a small kit, let them go.”





GET INSPIRED

NOT WEARY IN Doing Good

BY CONNIE MOORE

Little did I know just over two years ago how my first introduction to dōTERRA would change everything for me, my family, many friends, and a multitude of people I hadn't even come to know yet. I was working as the executive director of a nonprofit crisis pregnancy center in my hometown and knew it was about time to pass the torch to my successor. After 17 years of pouring into others during their times of desperation and need, I had long surpassed the typical burnout period for someone in my position. I attribute that longevity to knowing I was exactly where God had placed me and his laying on my heart a deep personal desire to help others in need. I was blessed to see so many lives changed while working there, including my own.

When our dear friends Bob and Rindy Brooks came for a visit, they brought a Family Physician Kit as a gift. I knew nothing of dōTERRA or essential oils, but was immediately captivated by the aromas and intrigued about the potential health benefits. I soon found myself immersed in the dōTERRA experience, which for me has included over-the-top improvements to my health.

As I began sharing my amazing experiences with others, people just naturally wanted to try the oils.

My enrollments grew and small checks started coming in, but the most exciting thing for me was seeing what the oils were doing in the lives of others. I just couldn't stop sharing what I was learning and was thrilled each time I received another positive report from those I shared with.

Having somewhat jokingly used the term "snake oils" a time or two, my husband, Richard, finally agreed to start taking the Lifelong Vitality supplements on a trial basis and soon it was clear the supplements were making a difference. The changes have been amazing for us.

For a long time I never thought of this as a business. I liked the idea of getting small checks that ultimately covered the cost of my oils, but that's not what it

was all about for me. I really enjoyed seeing the results of the oils and the differences they were making in people's lives. I enthusiastically shared oils just about everywhere I went and soon had built a frontline that was exactly that—a long, straight line.

When I came to understand that I could be a part of meeting the needs of others at exponential rates, I knew I wanted that. I learned about setting business goals and building the necessary structure. Richard is now actively engaged in this journey with me, and we truly love the generosity of dōTERRA when it comes to helping others. We are excited to be a part of building better communities around the world and want to personally pour into others in bigger and better ways, as many others involved with dōTERRA are already doing.

Now that I better understand the business end of things, I am excited about emphasizing team building and shepherding individuals to succeed.

I have long been known as an encourager, and now I have the opportunity to continue training others on how to use essential oils to meet their needs and, for those who are considering the business aspect of dōTERRA, how to build teams, maintain enthusiasm, and provide the necessary support needed for success. Inspiring and encouraging others while ensuring they are properly equipped is another one of the exciting parts of this journey. Together, we are seeing dramatic changes in people's lives, and that makes all the hard work so worthwhile.

We feel blessed to have received a gift of oils that led to life-changing benefits.

We stand amazed at the opportunities we have had to help so many others find relief from their physical and emotional needs. To also be afforded opportunity to serve, equip, and shepherd others in their dōTERRA journey is both awesome and humbling. We expect even greater things as we continue walking exactly where we feel God is leading. 💧

"Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up." Galatians 6:9

dōTERRA[®] CONSULTANT *Recognition*

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PATRICK & ALLYSE SEDIVY

DOUBLE BLUE DIAMONDS



WES & HAYLEY HOBSON

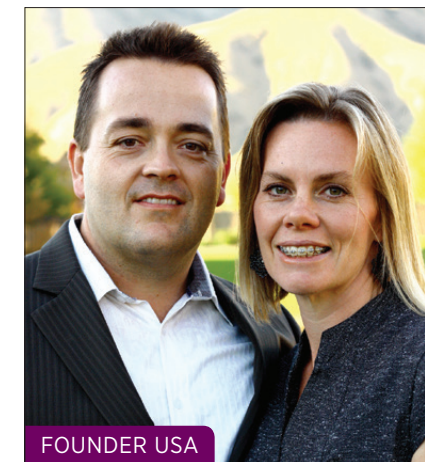


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BOYD & SANDY TRUMAN

DOUBLE DIAMONDS



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ANDY & NATALIE GODDARD



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JUSTIN & KERIANN HARRISON



FOUNDER TWN
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ERIC & ANDREA LARSEN

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KAI HSUN KUO & PEI LING SU



CHENG HUI LIU & PEI CHIH YI



KC & JESSICA MOULTRIE



MARK EWEN &
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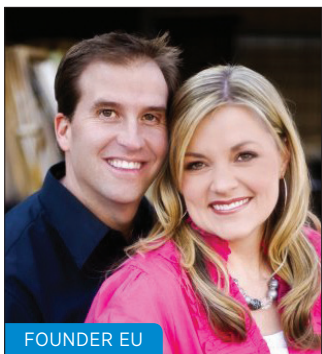


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BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



KENNY & REBECCA ANDERSON



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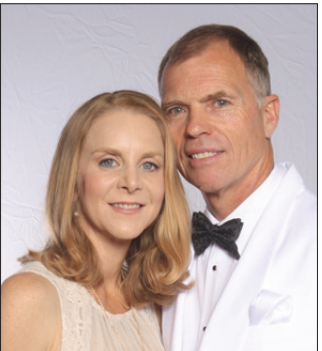
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PETER & SUSIE BAGWELL



ROMAN & CORINNA BARRUS



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CHRIS & KAREENA BRACKEN



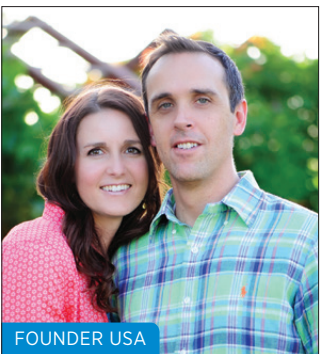
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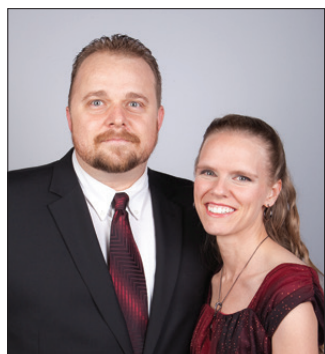
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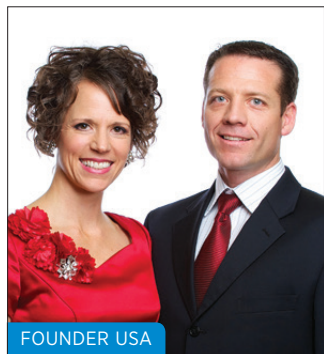
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JEFF & CRYSTAL NYMAN



RICHARD & JENNIFER
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KATHY PACE

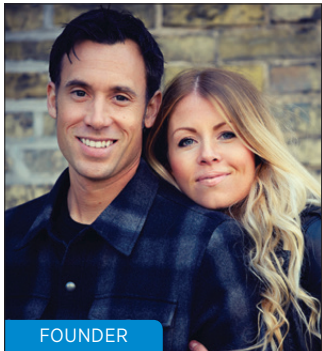


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BLUE DIAMONDS



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PARRINGTON



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ROD & JEN RICHARDSON



BURKE & NATALIE RIGBY



SETH & JENNY RISENMAY



FRANK & JACQUELINE RITZ



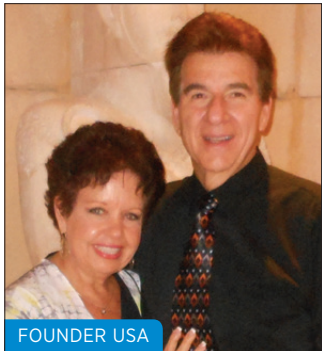
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RYAN & DANI SMITH

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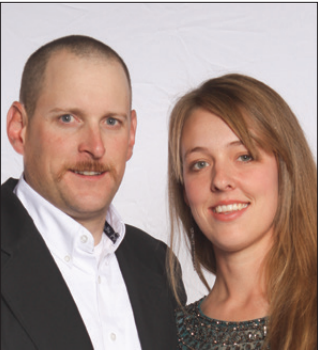
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CHRISTIAN & JILL WINGER



JOEY & CACHAY WYSON



YOSHIYA & IZUMI
YANAGIHARA

DIAMONDS



DR. JOHN & JENNIFER
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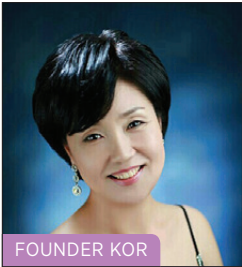
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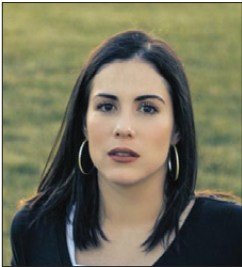
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KAZUYUKI ASAKAWA



KAREN ATKINS



FOUNDER KOR
MI HYEON BACK



PERLA BALDEMAR



RICK & HAYLEY
BAMMESBERGER



DAVID & KARLA
BANKS



ERIC & BECKY BARNEY



JERRY & AIMEE BECK



YOHAN & LAURA
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JOY BERNSTEIN



KEN & WENDY BERRY



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HARLAN & MARIE
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MEL & CONCETTA
BIBENS



BRIAN & SHAWNA
BIELMAN

DIAMONDS



DR. JAMIE &
CHRISTINA BOYER



DOUG & JENNIFER
BRADY



CHRIS & ALISA
BRIDGES



RACHELL
BRINKERHOFF



ADAM & CAREY
BROWN



RUSS & CHAR BROWN



STEVE & BRENDA
BROWN



RICK HENRARD &
ERIKA BUTLER



JOSHUA & MARY
CARLISLE



BEN & ADABELLE
CARSON



JONATHAN & AMY
CARVER



DOUG & RACHELLE
CASTOR



THAD & KATHY
CHANDLER



FOUNDER TWN
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CAROL CHIANG



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RICK & ETSUKO
CHIDESTER



MEI YING CHIEH



JACLYN CHILD



DARRYL & ANNIE
CLARK



NIKKI CLOUD



ANDREW & SHANNON
CLOUGH



RICK & ALISSE COIL



BRETT & FARRAH
COLLVER



CAROL COLVIN



JOAN COON

DIAMONDS



RICHARD & ELIZABETH COPELAND



KENT & STEPHANIE CRANE



JEFF & JUDY CRUDEN



DANIELLE DANIEL



VICTOR & AMANDA DARQUEA



MIKE & LORI DAVIS



DR. MARK & KRISTI DEBRINCAT



JARED & MINDY DEGRAFFENRIED



DR. DUO WANG & YA WEN DENG



DR. MARK & KERRY DODDS



CURT & TONIA DOUSSETT



SHAYE ELLIOTT



EVAN & DR. MELISSA ESGUERRA



DAMIAN & JENNA FANTE



LEONIE FEATHERSTONE



DANIEL & MICHELE FENDELL



SAMSON & LETICIA FOLAM



MEGAN FRASHESKI



AARON & WENDY FRAZIER



KAORI FUJIO

DIAMONDS



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



FOUNDER USA
TERRY & MARIA HEUSER-GASSAWAY



DAREN & CRYSTELLE GATES



BRANDON & LINDSEY GIFFORD



BRIAN & BECKY GILLESPIE



KRISTANN GILLIES



CRAIG & LYNN GINES



FOUNDER USA
VALERIEANN GIOVANNI



BRAD & TOBI GIROUX



JEFF & KATIE GLASGOW



THOMAS & AMY GLENN



JAY & DEBBIE GORDON



ADAM & LEAH GRAHAM



CURT & CAROL ANN GUEST



FOUNDER KOR
BOO KYUNG HA



JIMMY & DEIDRA MEYER-HAGER



KIRK & JENNIFER HAMILTON



CLIFF & PJ HANKS



EMILY HANSON



JIM & MARTY HARGER



AISHA HARLEY



NATALIE HARRIS



RYAN & JENYCE HARRIS

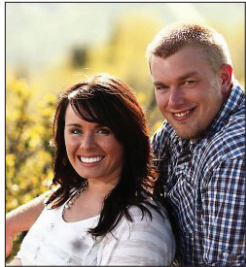


BRIAN & JEANNIE HARRISON

DIAMONDS



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JOE & LORI HAYES



MICHAEL & JENNIFER HEATH



FOUNDER DR. MARISSA HEISEL



PAUL & TERI HELMS



LAURA HEMMEN



WAYNE & JENNA HENRIE



FOUNDER USA GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



FOUNDER LA IAN & PAOLA HERREMAN



JESSE & NATALIE HILL



FOUNDER JPN MISA HIRANO



EMA HIRZEL



HERB HOELLE & FRANI PISANO



ROBERT & TONI HOLLAND



JASHIN & TANYA HOWELL



LI HUA HSU



JEFFERY & MIRANDA HU



CHING YING HUANG

DIAMONDS



MICHAEL HUANG



FOUNDER TWN CHIH LUNG HUANG



CHRISTY HUGHES



ALLISON HUISH



JULIE HUNDLEY



RICK & KATHY HUNSAKER



ARIN INGRAHAM



ROSE INGRAHAM



FOUNDER USA ROB & WENDY JAMES



MATT & SARA JANSSEN



STEVE & SANDIE JENSEN



KILEY & NORA JOHNSON



FOUNDER EU MARIO JÖLLY & SABINE BUCHNER



LELAND & ROBIN JONES



RICHARD & LISA JONES



BILL & DEENA JORDAN



FOUNDER KOR JAE HYEON JU



TZU YUAN KAO



FOUNDER JPN MASAMI KAWAI



TRACI & JACK KENNEBECK



MIKE & KALLI KENNEY



NICK & DYANNA KILLPACK



CADE & DOMINIQUE KING



MELISSA KING



SHAWN & LAURA KING

DIAMONDS



PAUL & NANCY KNOPP



MIKE & MEGAN KNORPP



FOUNDER JPN
MIKI KOJIMA



MARY LAGASSE



JAUCHING LAI



JON & DUQUESA LAMERS



DAVID & LOIS LANE



LAURIE LANGFITT



MICHELLE LEBARON



FOUNDER HK
CECIL LEE



FOUNDER KOR
JUNG HOON LEE



DIANE LEFRANDT & JESSICA SMUIN



ARLA LEINS



KYLENE LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



FOUNDER TWN
YU YIN LI



PO HSIU LIN & FANG SU KUAN



FOUNDER
HOLLY LO



STEVE & RACHEL LOTH

DIAMONDS



DWAYNE & TRACY LUCIA



STEVE & TRACY LYMAN



BRETT & BROOKE MAGLEBY



JAMES & CYNTHIA MAGUIRE



ALONTO & DESIREE MANGANDOG



ELIZABETH MARA



BERNY & JANET MARQUEZ



EMILY MARTIN



JULENE MARTINDALE



JOSH & KEELI MARTINEZ



JOHN & PATTI MASON



FOUNDER JPN
TERUMI MATSUSHIMA



FOUNDER JPN
SHOKO MATSUYAMA



DAVID & HOLLY MAYS



AARON & TONYA MCBRIDE



JOSH JELINEO & BEBE MCFALL JELINEO



JEANNE MCMURRY



ROGER & CAROL-ANN MENDOZA



JERRY & PRISCILLA MESSMER



BECKY METHENY



STEVE & KIMBERLEY MILOUSIS



SCOTT & ROBYN MITCHELL



ANGELA MOFFITT



NATE & DANA MOORE



MICHAEL & MELISSA MORGNER

DIAMONDS



COURTNEY MOSES



JONATHAN & DEANNA NICHOLS



DR. ZIA NIX



FOUNDER JPN
MITSUKO NOMIYA



ERIC & KRISSY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



RYAN & JAIME NORRIS



JAMES & SHERI NORTON



ADAM & TAMI NUHFER



FOUNDER JPN
RIYO OGAWA



FOUNDER JPN
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



PAUL & VANESSA JEAN BOSCARELLO OVENS



FOUNDER AUS
JOHN OVERBEEK & PAULA ECKERT



FOUNDER
TRAVIS & SARA PALMER



JOHN & HEATHER PATENAUDE



MICHAEL & CYNTHIA PATIENCE



DICK RAY & STACY PAULSEN



KYLE & KATEE PAYNE

DIAMONDS



CHRISTINA PETERS & MICHELLE MCVANEY



SPENCER & LAURA PETTIT



FOUNDER AUS
ADHEESH PIEL & SANTOSHI STONE



JESSIE PINKERTON



TRACY PRINCE



NICOLETTE REYNOLDS



JESSICA ROBERTS



CASEY & MELISSA ROBERTSON



JAMES & KELLY ROBISON



FOUNDER LA
FERNANDO & DANIELA ROMAY



FOUNDER AUS
MICHAEL & RHONDA ROTHSCHILD



ANDREW & MINDY ROWSER



RYAN & JANESSA SALSBERY



DEVOLA SAMUELSON



ADRIAN & ROXY SARAN



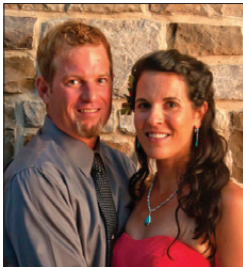
JOSIE SCHMIDT



JULIE ANN SCOTT



BENJAMIN & STEPHANIE HOWELLS SCOVILLE



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



KIRK & LANA SMITH



WILL & MARCY SNODGRASS



ROBERT & SHARLA SNOW



MARIZA SNYDER & ALEX DUNKS



FOUNDER AUS
MARK SHEPPARD & RANI SO

DIAMONDS



NATHAN & MINDY SPRADLIN



WADE & CHRISTINE STOLWORTHY



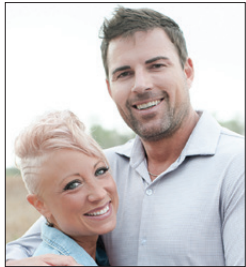
PHIL & LEEANN STORK



MELODY STRAMPELLO



VICTORIA STRELNIKOVA



DR. JEFF & CHELSEA STYBA



FOUNDER TWN
WEN CHIANG SU & HUI YU HUANG



FOUNDER JPN
HIDEMITSU & YOKO TAKEDA



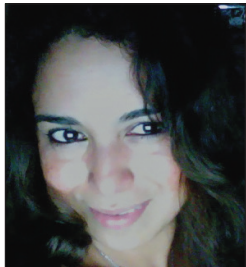
NAOKO TANAKA



FOUNDER TWN
CHEN CHIEN TANG & CHIAH LING LI



KELLY TAYLOR



PRAMELA THIAGESAN



BILL & ERLEEN TILTON



FOUNDER
BRAD & DAWNA TOEWS



JASON & ALLISON TRIPP



WILLIAM & MALISSA TROTTER



FOUNDER HK
STEPHEN & YVONNE TSAI



FOUNDER AUS
MAX TUCKER & CHERIE GARRETT



MARK & LORI VAAS



SHANE & KRISTIN VAN WEY

DIAMONDS



BILL & MARILYN VANDONSEL



MICHAEL & JENNIFER VASICH



SONDRA VERVA



EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



DAVE & KATE WAGNER



CHAD & SUSIE WALBY



FOUNDER TWN
WENDY WANG



ERIC & SANDRA WANG



BEN & MEGAN WARDEN



MARK & TAMALU WATKINS



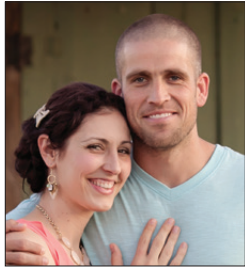
ROGER WEBB



JOHN & SHAUNA WETENKAMP



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



DALLON & EMILI WHITNEY



CHARLES & AMY WIDMER



RON & LIZ WILDER



ROB & MELISSA WILSON



DANELLE WOLFORD



DANIEL & AMY WONG



SCOTT & SUSAN WOOLEY



FOUNDER TWN
TUNG HAN WU



ZHONG SUN & FUCHUN XI



FOUNDER JPN
HIROKO YAMAZAKI

DIAMONDS



EDWARD & LINDA YE



ELENA YORDAN



NISHIDA YOSHIFUSA



FUMIKO YOSHIMOTO



MIHO YOSHIMURA



YASUNORI YOSHIMURA



ATSUKO YOSHITOMI



YOUNG SUL YOU



WEN PING YUN & YI YING TSAI

DIAMONDS NOT PICTURED:
HUNG WAI CHOI
YONG TONG XU
JIANG ZHONG

PLATINUMS



KELLY ALVIS



EVIE ANDERSON



LEANNA ANDRADE



DR. JOSH AXE



BENJAMIN & JADE BALDEN



DEAN & CONNIE BARGEN



DEBBIE BASTIAN



CARLY BAUTISTA



BRADEN & CAMILLE BAWCOM



ASHLEY BEANS



LISA BEARINGER



JOE & ASHLEY BELL



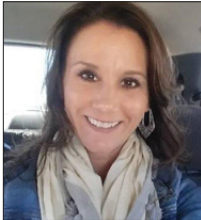
JUDY BENJAMIN



VICTORIA BENTLEY



PAUL & LISA BERGMAN



BRANDI BILSKEY



CARLOS BLANCO & ANA BARRANTES



JAMIE BOAGLIO



JASON BORUP



CRAIG & CONNIE BOUCHER



MONICA BRAVO



JASON & KAMILLE BREWER



MELVIN & ELIZABETH BREWER



CASEY & JAMIE BRODERSEN



PETER BROOSTROM & JULIETTE FINCH



PATRICK & KATHRYN BROWN



LINDSAY BRYNER



TONI BUNTING



SUSAN BURSIC



MATT & DEANA BUSHMAN



CLAUDIA CALDERON



LISA CANIPELLI



BRIAN & CHRISSY CARR



LACEY CHALFANT



SHUANG SHUANG CHANG



KUI FEN CHANG

PLATINUMS



FU YU CHEN



CHIH HSUN CHIEN & SU JU HUNG



TROY & DOROTHY CIVITILLO



BRIAN & MERIDETH COHRS



AMIEE CONNER



ALICIA COTTAM



BRANDI CROSBY



ERIC & TIFFANY DAHL



DURELL DARR



VIVIAN DICKSON



ROGER & MARILYN DIDERICKSEN



MIKE & KELLY DOLLINGER



ROGER & EMMANUELLE DUCE



SUSAN DYESS



CAROLYN ERICKSON



HEATHER ESSLINGER



ROLANDO & JESSICA ESTRADA



KNUT & CHRISTY FEIKER



DANA FELDMEIER



JASON FILA



JANA RANKIN FINCH



BARRETT & CARA FINES



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



NATHAN & KRISTEN FUCHS



VINCE & TERESA GARCIA



NATHAN & JOANNA GEIGLEY



LEON GREEN



CARY GRIFFIN



DREW & LACEY GRIM

PLATINUMS



KIM GUILLORY



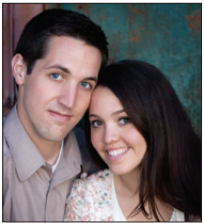
MELISSA GUTHRIE



RYAN & KENDRA HALES



CHERYL HALEY



MATTHEW & SEANTAY HALL



ARIANA HARLEY



JASON & TRACY HARRIS



PAMELA HAUFSCILD



ALLISON HAYS



SUSAN HELZERMAN



SARAH HENDERSON



JESSICA HERZBERG



JON & EVE HEWETT



FOUNDER HK
MICKEY HO



MARK & TRICIA HOFFMA



ADAM & CASSIDY
HOLDSWORTH



GREG & MELODY
HOLT



CAROL HOLTZ



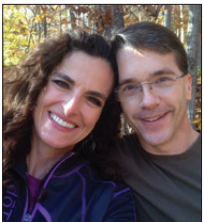
BRENT & ANNIE
HONE



JENNIFER HOUSTON



FOUNDER TWN
FU LUN HSIEH &
CAROL SUNG



DENVER & LAURA
HUDSON



BRIAN & ALLISON
HUNT



BJ & MEGAN HUNTER



MICHAEL & NANCY
HUTCHINSON



HIROMI IKEDA



JASMINE JAFFERALI



JARED JARVIS



JOLIE JOHNSON



D'ARTIS & TIFFANI
JONES



RACHEL JONES



CHIAH HO KAO



REBECCA KASELOW



COLIN & JEN KELLY



HAENG SUK KIM



YOUNG SUOL KIM

PLATINUMS



CAROL KING



ROMMY KIRBY



CHRIS KIRSCHBAUM



DEBBIE KRAHN



JAMES & KRISTEN KROPF



SPENCER & RETA KUHN



CYNTHIA LANDES



PEGGY LANGENWALTER



HONG CHUA & SHULI LAW



SCOTT & JESSICA LAWSON



DAVID & EMILY LESHNER



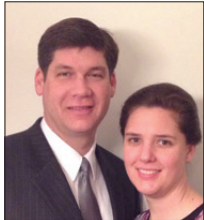
FUXIAN LI & LING LING ZHANG



HISU FENG LIN



YU YU LIN



JOHNATHAN & RACHEL LINCH



LI CHEN LIU



HSIAO CHUN LIU



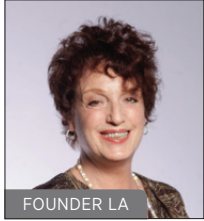
WEN CHEN LO



TRINA MARIE LOW



HEIDI LUEKENG



ADELE LURIE



MICHELE MALCHOW



JULIE MARGO



ZACKERY & STEPHANIE MARTIN



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



SEAN & ALICIA MCBRIDE



JENNIFER MCCLURE



KEITH & KERI MCCOY



SUZANNE MCGEE

PLATINUMS



MEGAN MCHARGUE



LISA MECKLE



BRAD & ANGELA MELTON



JARED & NICOLE MOULTRIE



EMILY NAVAS



FOUNDER
JOSH & SHANNAN NIELSON



BERNADETTE O'DONNELL



SARAH O'MAILIA



ANNA OFFMAN



ROBERT & HOLLY OLMSTEAD



DAWN OLSEN



JOHN & KIM OVERPECK



BRADY & HILLARY PARKIN



JOHN & LAURA PASTERNAK



JAMES & CHRISTINE PAYNE



MYRON & TAMMIE PERKINS



KYLE HESS & BRITT PIRTLE



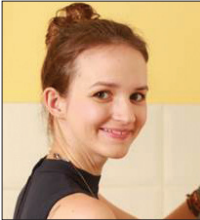
WAYNE & HEATHER PULSIPHER



JANET RAMER



MEGAN REEVES



JESSIE REIMERS



FOUNDER
BARBARA REMPEL & DAL BRYANT



JENNIFER RICHMOND



JILL RIGBY



ADAM & NISHA RIGGS



FOUNDER LA
PATRICIA QUIROZ RIOS



FOUNDER LA
ALADRO RODRIGO & SOFIA LOPEZ DE LARA



PHIL & WHITNIE ROGERS



LUCY GONZALES-ROMERO



JESSICA RYAN



STACEY SARROS



KAYLA SAVARD



JIM & SUSIE SCHIERING



LESLIE SCHMIDT



DAVID & TERRY SCHULMAN



AMY SELLERS

PLATINUMS



FOUNDER KOR

HOON SEO



FOUNDER AUS

MARK & HELEN SHAW



KEVIN & KESHIA SHEETS



JOAN SHODAI



ELENA SIMMONS



THERESA SOUCY



CODY STARTIN



DAVID STEPHENS



TAMMY STEUBER



DAVE & CALLIE STEUER



DENNIS & JANETTE STEVENS



JULIE STOESZ



JAMES & TAUNYA STRUHS



SHEILA SUMMERHAYS



MARA TABARES



SAMUEL & MELISSA TAEU



ANDREW & CHRISTINA LA TERRA



EVAN & ADRIENNE THOMAS



CHAD & SARAH TOWE



FOUNDER TWN

HAO HENG TSAI & HSIN YUN CHANG



YUNG-PEI TSENG



DUANE & CRYSTAL TUCKER



BRAD & ASHLEE VANESS



CYNTHIA VELEZ



CATHI WAALKES



ALAN & CHERYL WAELBROECK



WARREN & KELLY WALKER



BRENT & JENNY WALSH



PAUL & DENISE WEBSTER



DEREK & SUZANNE WILLIAMS


PLATINUMS



WENDY WILSON



TRAVIS & STEPHANIE WINGER



LANCE & CHRISTY WRIGHT



FOUNDER TWN

CHING CHUN WU



MANDY YEUNG



KRISTI ZASTROW




JEDIDIAH & KATIE ZAYNER

PLATINUMS NOT PICTURED:
SCOTT & SHAWNDR A ANDREWS
JANICE BITTNER
CHRISTINA GARDNER
ALEJANDRO MALO GUTIERREZ


MICHAEL HITCHCOCK
HO NIEN HUANG
JASON MARDELL
SHAYLEE MARTIN
BRANDON PACKARD

SHERRI PRICE
JANELLE RICKS
REBEKAH RIZZO
ANI TOROSYAN


GOLDS




LAURA ADAIR




MARTY & KINDRA ADAIR




STEVE & JULIE AHLSTROM




JODY AITON




LACEY ALBRECHTSEN




JAIME ALCONE




JENNIFER ALEXANDER




BRAD & KATHY ALLDREDGE




COLEMAN & HILARY ALLEN



TODD & KIM ALLEN



DIANA ALWARD



TAMERA ANAYA

dōTERRA® CONSULTANT Recognition

GOLDS



GREG & CARMEN
ANDERSON



DR. KIM ANDERSON



JENNIFER
ANDERSON



MIKE & JESSICA
ANDERSON



DEAN & KATHIE
ANDRUS



DAVID APOSTLOVSKI
& ANDREA BAEZA



SUE ARAKAWA



MARK & JAIME
ARNETT



JUSTIN & BRIDGET
ARNOLD



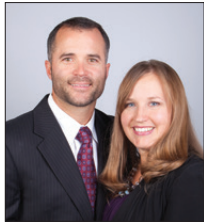
ROBIN ARNOLD



CHAD & JODI
ASHFORD



TRUDI ASKEW



JIMMY & ANGELA
ATKIN



BARRETT & STEPHANIE
ATKINSON



JENNIFER ATTAWAY



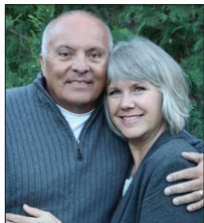
AUTHENTIC HEALTH



BRENT & KRISTI
AVERETT



ROBYN AZIMA



ROBERT & DENEЕ'
BACA



KEITH & LORI BACON



ELIZABETH
BAGWELL



BRIAN & AUDRA
BAILEY



CAREY BAILEY



NATE & KELLY
BAILEY



KATHLEEN BAIRD



DESI BAKER



JORDAN BAKER



DAWN BALKCOM



ALAN & MUNDI
BANKS



JENNIFER BARNETT

GOLDS



JEFF & TAMARAH
BARTMESS



ANGELA BARTRAM



FOUNDER EU
MONIKA BATKOVA &
MARTINA VALNIKOVA



AMANDA BEACH



BRIAN & HEATHER
BECKWITH



TIANNA BEEBE



JENNIFER L BEJCEK



DARIO & NATALY
BENITEZ



SARA BENNION



FRED & JANEICE
BENSON



MICHELLE BENSON



BRIAN & KRISTA
BERGE



SONNA BERGHAIER



JANNA BERRY



BRET & AMY
BIGELOW



RONDA BIRCH



EDYE BISAGNO



JANE BLOOM



VERA BLOUIR



BRANDON & ANGELA
BOBST



JANE BODILY



JON & KENDRA
BODINE



JOSH & KATHERINE
BOGGS



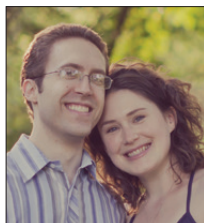
KATHY BOONE



STACEY BORSERIO



RUTHI BOSCO



ANDREW & MARYANNE
BOULINEAU



MARCELA BOWIE



MICHAEL & MICHELLE
BOWLES



MARK & JACKIE
BOWMAN



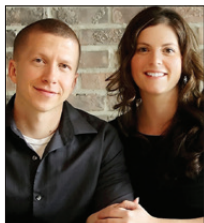
KAREN BOYD



DEBI BOYLE



FOUNDER
JONI BRADLEY



BEN & HEIDI BRAMM



JARED BRANDT



JEREMY & MELISSA
BRANSKE

GOLDS



BROCKNIE BRAY



MIRIAM BREWER



SCOTT & LEESA BRIDGES



ADAM & ANN-MARIE BRINGHURST



JEN BROAS



JACOB & AMANDA BROOKS



DR. ALICIA BROOKS



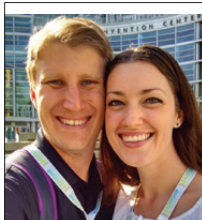
BEAU & KELLY BROTHERTON



KEVIN & LATARRAN BROWN



LISA BROWN



JESSE & BETHANY BRUBAKER



RONAI BRUMETT



MAUREEN BRUNDAGE



GRETCHEN BRUNNER



BEN & CAMI BUCHTA



ANA BULOS



BRIAN & APRIL BURNETT



JARED & REBECCA BURT



LISA BYRD



MIGUEL & STEPHANIE CALDERON



JON & AMY CALDWELL



ROGER & LORI CALL



JAMES & LAURIE CAMPBELL



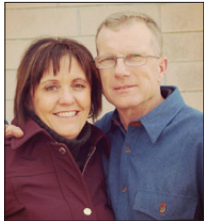
JENNIFER CANCINO



MEGAN CANNON



ERIKA CAPPELMANN



BILL & DONNA CARD



TRAVIS & JESSICA CARPENTER



HEATHER CARSON



BUCKY & ANNA CASH

GOLDS



ANDREA CAUFFMAN



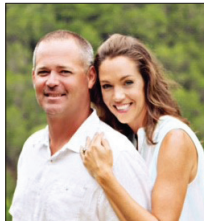
JACOB & GERI CHANDLER



HSIN TING CHANG



CHIEN LIANG CHEN



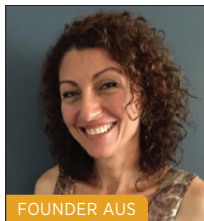
MICHAEL & AUDRA CHESTER



BING CHUNG CHEUNG



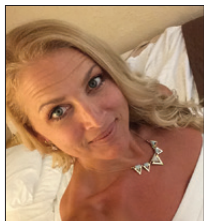
HUN IM CHOI & DAE YONG PARK



FOUNDER AUS



GABRIEL & TIFFANI CISNEROS



NIKKI CLEARY



JORDAN CLIBER



FOUNDER



EVE COLANTONI



MIKE & LISA COLETY



KARI COODY



CINDY COONS



FOUNDER EU



FOUNDER LA



TOM & ANITA COTTAM



ALISHA COTTERELL



JEFF & COLLEEN COTTERELL



CRAIG & KRISTIN COTTLE



ANDREW & KELLY COUCH



CRYSTY COVINO



WENDY COX



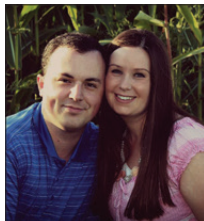
TERESA COYNE



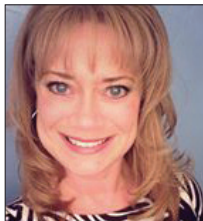
LUISA CRANE



SPENCER & APRIL CRAWFORD



VERN & JENNY CRAWFORD



CHRISTINE CREEL



RICH & BARBARA CROCE



CINDY CROSBY



SPENCER & JAN CROSLAND



RUI CUI



CATHY FORT-CURRIGAN



LISA CUSANO

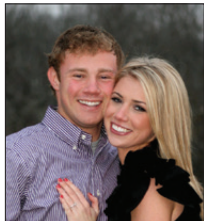
GOLDS



HEATHER DAHLSTROM



SHELLY DAUGHERTY



ANDREW & BRITTANY DAVIDSON



SUSAN DAVIDSON



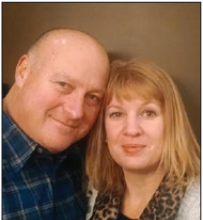
JENNIFER DAVIS



LUCINDA DAVIS



PAULETTE DAVIS



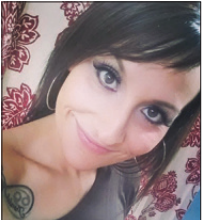
KEITH & KENDRA DAVY



JOYCE DAY



DIANNE DELREYES



ERIN DESANTIS



NICK & HELENBETH DITTRICH



JEREMY & HOLLY DIXON



STUART DIXON & KARLEL CROWLEY



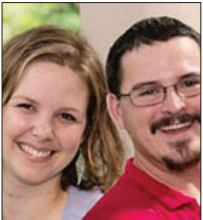
ERICA DOLAN



DEANNA DOYLE



JULIE DRIGGS



LUKE & MAGGIE DUBOIS



JUSTIN & LELIA DUKE



SUSAN EATON



JEFF & GINNY EISEMAN



BOB & JANICE ELLIOTT



MICHELLE ELSTRO



VIVIAN ENGELSEN



SHANE ENGLAND



DENNY & MARY ENGLERT



CHRISTIAN & ELISABETH ENSOR



JOEL & FAY EPPS



FOUNDER LA
SILVANO & PAOLA ESPINDOLA



JEFF ESSEN

GOLDS



FOUNDER LA
LUIS & CAROL ESTEVEZ



MATT & RYANN ETTER



JULIE EUBANKS



FORREST & LESLIE EXLEY



HALEY FACHNER



SALLY FARB



SALLY FARNICK



MANDI & JACK FELICI



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YUWEI FENG



DALE & TONYA FERGUSON



CATHERINE FIERRO



SHARON FILA



PAULA FINCHAM



LYNN FINGERHUT



MARK & TIFFANY FLAKE



GLENDA FLYNN



CLAUDETTE FORREST



CRICKET FORSTER



ROBIN FOWLER



JAKE & JOANN FOWLER



SHELBY FREED



JENNIFER FRINK



GERRY & CHRISTINA FROESE



YOUKO FUJIMOTO



LISA ANNE GAFKJEN



KENNY & LINDSEY GALE



VICKI GALLOWAY



JUDY GANN



JACQUELINE GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



MARY GAULDIN



ANGELA GEEN



MICHELLE GETZ



RACHELLE GIBSON

GOLDS



TIM & KAREN GILROY



DIANE GJELAJ



CHRIS & KRESTA GLASER



KARLA GLEASON



DR. CYNTHIA GLENDENING



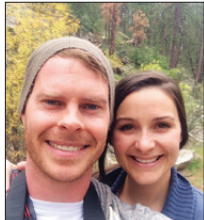
KIMBERLY GO



CARMEN GOLDSTEIN



RACHEL ADAMS GONZALES



TAYLOR & LAURIE ANNE GONZALEZ



CRAIG & SHEILA GOODSSELL



JONI GOULD



MELODY GRAMMER



VANESSA GRANATA



JANIS GRAZIANO



LARRY & STEPHANIE GREEN



LEON & LYNDA GREEN



JENNIFER GREEN



KACEY GREEN



NATALIE GREIG



ROSIE GREMMERT



TODD & RENEE GREMPEL



SHANNON GRIFFIN



KENT & HELEN GRISWOLD



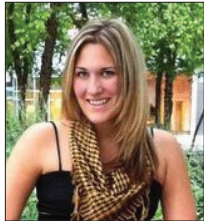
JODI GRUBBS



LARS GUSTAFSSON & EVA SEFCOVA



KAREN HADLEY



DANIELLE HAHN



NATHAN & TASHA HAKEEM



MATTHEW & ANNA HALES



JANEAN HALL

GOLDS



TROY & KRISTEN HAMILTON



TERESE HAMILTON



TIM & AUDREY HAMILTON



DR. SANDRA HANNA



ABIGAIL HANSEN



GIADA HANSEN



STANFORD & HEIDI HAO



DANIELLE HARDEE



CURTIS HARDING



RUSTIN & CORINNA HARPER



NICK & KELSZI HARRIS



DAVID & JOLENE HARRIS



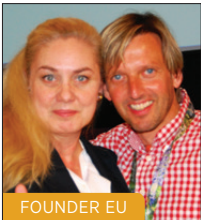
SALLY HARVEY



JACK & HOLLY HATCH



KRISTINE HAUCK



GABRIELA HÄUSSNER & CHRISTAN NEUDEL



BLUJAY HAWK



KIM HAZEN



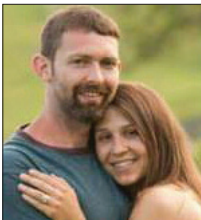
JUDY HEBNER



TONYA HEFT



ANTHONY & DANIELLE HEIZENROTH



NATHAN & ANGEL HELDRETH



KRISTIN HELTON



EUGENE & DIANA HENKEL



LISA HENTRICH



DR. ELIZABETH HESSE SHEEHAN



MIKE & BETH HICKS



IZUMI HIGA



JASON & STEPHANIE HILL



MAGGIE HILL



LEE HINDRICHS



HOLLY HIRT



KORY & ANA LEE HJELM



GREGORY & SUSANNA HOBELMAN



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KAREN HUDSON



CORY HUGHES



JENNI HULBURT



VIRGINIA HUME



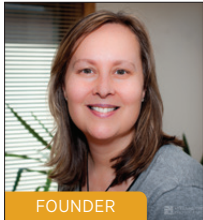
KUN YOUNG HWANG



MARISSA HYATT



NANCY ILLMAN



CYNTHIA INCZE



BERET ISAACSON



YUKI ISHIDA



TIFFANY JABLONSKI



CAROLINE JACKSON



TRISHA JACKSON



SCOTT & TONI JAEKEL



TREY & AMY JAMES



SUNNY JAMES



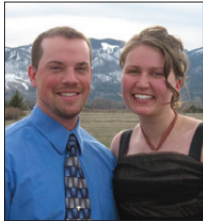
GORDON & JILL JANKULOVSKI



DALE & JENNIFER JARAMILLO



DR. BARBARA JENNINGS



KURT & LINDSAY JENSEN



HABONG JEONG



CHUN HWA JEOUN



JAN JEREMIAS



AARON & HEIDI JOHANSEN

GOLDS



TRACY JOHNSON



AARON & JESSA JOHNSON



NANCY JOHNSON



SEASON JOHNSON



LAURA JONES



BILL & KELLI JONES



JARED & RACHEL JONES



STACY JONES



HAGAN & DENA JORDAN



NOELLE JOYE



CHIAO EN JUAN



LISA JURECKO



MARY KAHN



KYUNG AEE KANG



LEAH KARRATTI



KRISTA KEHOE



JOE & KRISTAL KENDALL



JUSTINA RAE KERSTEIN



KRIS KESKE



KATE KETTLEWELL



DR. JENNIFER KEYS



BRIAN KIEL



JEROD & AMY KILBER



JOHN KIM



MATTHEW & BAILEY KING



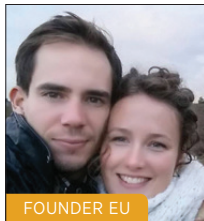
CHRIS & TARA KINSER



EMMA KNIGHT



YASUKO KOBAYASHI



WILLEM-PAUL & LOUSSANNA KOENEN



DEAN & TERESA KOERNER



ELIZABETH KOLODGY



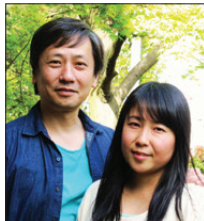
DAN & JES KOOPMANS



BONNIE KOTTRABA



JENNIFER KOURTEI



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JENNA KRAHN

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FREDDY & MANDY KUHN



MICHELLE KUNTZ



CLARK KUNZLER & LAURA WYNN



PU LI KUO



JON ERIK & LYNN KVAMME



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



YEE MUN LAM



CHIH LAN



LINDSAY LANE



JONI LANG



IVY LARSEN



MARGIE LASH



JEFF & KATE LASSON



LORI LATENDRESSE



DERRICK & TARA LAUGHLIN



GORDON & RENEE LAWSON



JAMES & MICHIE LAYTON



BOB & KATHI LEALE



DAVID & SARIAH LEALE



SAM & KELLY LEAVITT



JANYCE LEBARON



JOSEPH TIN WAI LEE



IN GYEONG LEE



JOHN & CAROLINE LEE



MARLIES LEE



CHRISTIAN & ALLIE LEFER



ANNE LEININGER



TARA LENGER

GOLDS



LISA LERMITTE



SUZIE LEROUX



CHIAH CHEN LI



MANIX LI



RAMONA LINABARY



NANCY LINDER



HEATHER LINDHOLM



KAREN LINDSEY



SCOTT & KIM LINEWEAVER



AARON & LEEANN LIVINGSTON



YU CHI LO



HONEY LOGAN



CLAUDIO GIOVANNI LOPEZ



DARCY LORENTZEN



ANALEAH LOVERE



TOM & ARI LOWER



SHELLY LOYD



BROC & CHRISTINE LOZA



PEI CHEN LU



YU JUNG LU



BEN & MARIA LUEBKE



JEN LUKE



LISA LUKE



MARY LUNDSTROM



ANTHONY & ASHLEY LYONS



LISA MACHAC



BETTY MAGILL



TRISH MAHONEY



TANYA MAIDMENT



MELANIE MAITRE



KARLENE MARKHAM



LENKA MARKOVA



ANITA MARRIOTT



KYLE AND AMY MARTIN



MINDY MARTINDALE



MIKI MATSUMOTO

GOLDS



JANICE MAYNARD



SAM & SHEREAN MAYNARD



PAUL & KRISTIN MAYO



VICTORIA MCADAMS



JANICE MCBRIDE



KELLY MCBRIDE



COLLEEN MCCARTNEY



MITCH & ANNA MCCLARY



GINA MCCONEGHY



BRITTANY MCDONALD



MIKE & MELISSA MCGREGOR



URIAH & LISA MCHAFFIE



ALLISON MCNAMARA



SEAN & JEN MCPHIE



KRISTA MELENDEZ



DR. ALLIE MENDELSON



WAYNE & KAREN MERRITT



MONA MERZ



KELI MESSERLY



CHELSEY MILLER



BRANDON & MELISSA MILLER



HOLLY MILLER



JIM & AMY MILLER



TERESA MILLER



TOMOKO MIZUTANI



BETTINA MOENCH



GREG & DR. JULIE MONTGOMERY



SUSAN MONTGOMERY



NANDI MOORE



CRAIG & KIMBERLY MOORE

GOLDS



ANDREW & TIFFANY MOOSMAN



LORENA ALVARADO MORALES



SHANNON MORGAN



SOPHIA MORRISON



NATASHA MOSES



MARY LOU MULCAHY



BERIT MUNRO



ETHAN & JUSTINA NADOLSON



YUKARI NAKAGAMI



HOLAN & CASSY NAKATA



HOWARD NAKATA



MATTHEW & ANDREA NATELBORG



ILEANA NAVARETTE



LISA NEEDHAM



ROB & HELEN NELSON



DR. MARTHA NESSLER



MICHELE NEWPORT



RAY & LAUREN NEWSOM



DERRICK & ASHLEY NICHOLAS



MIHO NISHIYAMA



JONATHAN & AMANDA NOBLE



MELISSA NORTON



RENEE NOVELLO



AMY NOWACOSKI



KIERSTIN O'BRIEN



KERY O'NEILL



JOCELYN OADES



FRANK ODDENS



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HEIDI OLSEN



KRISTIE OLSEN



TAMMY OLSEN



HOLLY ORGILL

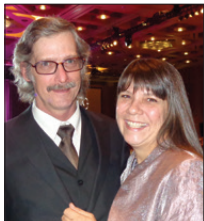
GOLDS



DEBBIE OROL



CHRISTOPHER & AMY OUELLETTE



RONNIE & BONNIE OWENS



TERRI PACE



RONNIE & LYNNEA PADGETT



SKYE PAGE-SMITH



ASHLIE PAPPAS



JAROD & COURTNEY PARDUE



COURTNEY PARKINSON



PAMELA PARKINSON



ESPIE PASIGAN



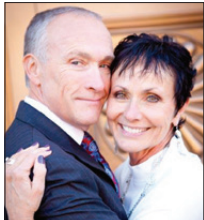
JASON & RACHEL PASSINI



JEFF & HOPE PATTERSON



BOBBI PEARCE



TED PECK & KAYELLYNN BASTIAN



ANNA PENICK



SHEEN PERKINS



JAMES & VICKI PETERS



MIKE & ELAINE PETERS



STEPHANIE PETERS



PAUL & ABBY PETERSEN



BETSY PETERSON



TIM & BRENDA PETRU



BELINDA PETTY



JON & EMILY PFEIFER



BETH PHILLIPS



ANGELA PIJANOWSKI



INGA POACH



MAYRA POWERS



ALLISON PREISS

GOLDS



CHARLEY & JESSICA PRESTON



CINDY PRICE



RAYMOND & TRACY PRICE



STEPHANIE PRICE



MATTHEW & RACHEL PRIMEAU



AUBREY PRUNEDA



SHANE & BROOKE PUGH



JENNETTE PULECIO



DALE & SUSAN PURDY



JOSEPH & CATHERINE PUTUTAU



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MATT & ELIZABETH RAYL



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TAMI REDMON



LARISSA REED



CORINNE REESE



BRAD & LILLY REID



SUSAN REIS



BRYAN & JENNIFER REMBOLD



RUTH REYES



TRACY RHODES



HEIDI RHYS



BRAD & DARCI RICHARDSON



LORI RINALDI



DANIEL & JAMIE RIP



BRUCE & SARADEL RIRIE



ELAINE RISER



VANESSA ROACH



SHAWN & AMANDA ROBERTS



ANN RODMAN



CANDACE ROMERO



DAVID ROOKSBERRY

GOLDS



BRITTANY
ROSHECK



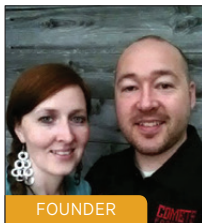
DEBORAH ROSE



KEMMERA ROSEMA



DEBRA ROSEMANN



FOUNDER
CORT & KARLI
ROSZELL



JORDAN ROTH



MIKE & JO ROTHs



ERIN & KAREN
ROUSH



PATRICK & MANDY
ROWLAND



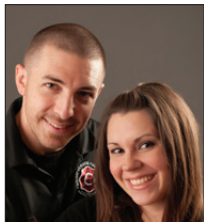
ANDREW & KRISTY
RURYK



JOANNA RUSLING



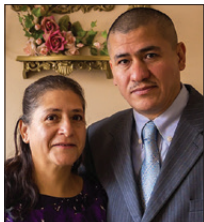
DAVID & DENETTE
RUSSELL



JAMES & MISSY
SANDERS



CARLA SANTIAGO



IGNACIO SANTOYO &
SILVIA MARTINEZ



ISIDE SARMIENTO



AUDREY SAUNDERS



CHRIS & SARAH
SAVAGE



JUSTIN & LINDSAY
SCARBOROUGH



TRACI SCHEER



ADAM & JONI
SCHMIDGALL



KATIE SCHOMBERG



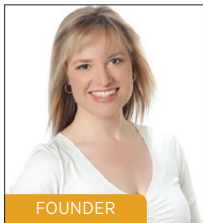
TENILLE
SCHOONOVER



FOUNDER EU
SUSAN SCHUH



LAUREL SCHUMAKER



FOUNDER
JANE SCHWEITZER



DENICE
SCHWENDEMAN



ROBERT SCOTT &
MARLYSE OKANO



SAORI SEKI



KAZUMI SEKIGUCHI

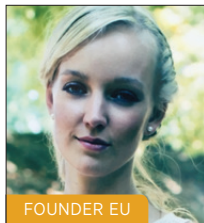
GOLDS



TERRI SELDON



NANCY SERBA



FOUNDER EU
TJASA SERCER



TOMAS SETTEL



TOMAS & SUZETTE
SEVERO



HEATH & CALIE
SHACKLEFORD



BETH SHAW



CHRISTOPHER &
EMILY SHAWCROFT



LARRY & NIKKI
SHORTS



MIRANDA SHROUT



AMI SHROYER



KIMBALL & YUKO
SHUTE



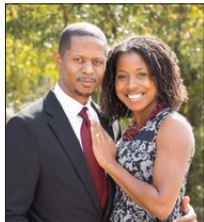
KATRINA SIKORA



JON & HOLLIE
SILBERHORN



KYMBERLEE
SIMANTEL



WADELL & ALICIA
SIMON



FOUNDER AUS
ROBYN SIMON



MARY SISTI



CARRIE SKLUZAK



LISA SKRIPPS



NICOLE SLONAKER



ERIC & BRENDA
SMITH



STEPHANIE SMITH



ALLEN & AMY SMITH



DRS. JORDAN &
TRACEY SMITH



MATT & MELISSA
SMITH



MORGAN SOMERS



JOHN & AMANDA
SOMMERS



JOHN & JENNIFER
SORENSEN



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RENE SPALEK



DON & PATTI SPIEGEL



ELMER & RENE
SPIRES



ASHLEY SROKOSZ



KIM STAFFIERI



ALYSSA STANLEY



STEFANIE STAVOLA

GOLDS



JAMES & ALICIA STEPHENS



DELANEY & AIMEE STEPHENS



PEGGY STEWART



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FOUNDER EU
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YOKO TAKAKU



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TOMOKO TAKENAMI



JOY TARPLEY



HEIDI TAYLOR



THOMAS & BROOKE TAZBAZ



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ELIZABETH THOMPSON



KANDI THOMPSON



KERI THOMPSON



DR. LYNN THOMPSON



MELISSA THOMPSON



DAN & AMY THYNG



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PATTI TINHOLT



JUSTIN & TRACY TIRET



JASON & MICHELLE TOLBERT



LUCAS & NIKKI TOPHAM



JOHN & MISTY TOTZKE



GLENN & JESSICA TRAVIS

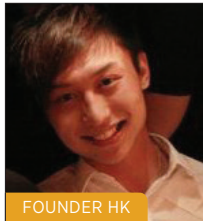


BRIAN & AMANDA TRENT



DAN & GINA TRUMAN

GOLDS



FOUNDER HK
VICTOR TSAI



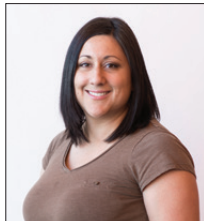
FANG CHING TSAO



DEBBIE TUTTLE



FUMIKA UCHIDA



JENNIFER UPCHURCH



MEMO & KIM URETA



MEGAN USHER



JILL VAN PROOYEN



STEPHANIE VANDEGRIFT



RANDY & BRENDA VANDEKERKHOVE



WAYNETTE VANFLEET



LAURA VARNADORE



JEN VAUGHAN



CAROLINE VINAL



DONNA VINCENT



ZACHARY & DANA VINEYARD



FOUNDER EU
ELENA VINOKOUROVA



JOSHUA & LEANN VIPPERMAN



JOEL & SHERRI VREEMAN



FRED & BARB WAGNER



JUSTIN & TARA WAGNER



LYNN WAGNER



REAGAN & HEATHER WAGONER



MICHAEL & BEVERLEY WAGNER



KENNETH & STEPHANIE WAHLBERG



JED & PAM WALDRON



ROBERT & JENNIFER WALKER



LORINDA WALKER



JAIME WALSH



LIZ WALTERS



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CORY & KIM WESSON



ELLEN WEST



THOMAS & ANNIE WEST



LYNDSLEY WESTERMEYER



BRETT & GAYLE WHEELER



RANDY & SUMMER WHELCHEL



HALIE WHITAKER



BRETT & DEBORAH WHITE



LEON & BONNIE WHITE



TONYA WHITLOCK



LIZ WIGGINS



FELICIA WILLIAMS



LORI WILLIAMS



GEORGE & NORMA WILLOCK



DINAH WILSON



JENNI WILSON



VICKI WILSON



ERIK & LINSEY WILT



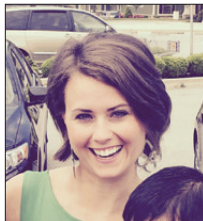
DALE & LILLIAN WINKLER



RHIANNA WISDOM



MARC & LAURA WOLFE



CARLIN WOLFE



NEAL WONG & LISA NAKAMURA



SARA WORTH

GOLDS



DENA WOULFE



MICHELE WRAGG



STACEY WYNN



YUKO YAGUCHI



DR. BRENDA YANOFSKY



DAVID & CLAIRE YARRINGTON



KEIKO YOSHIDA



DRS. DAVID & EMILEE YOUNG



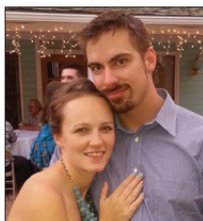
TOMOKO YUTAKA



ALAN & LINDA ZACHARY



ALISON VAN ZANDBERGEN



ZAC & MELISSA ZECH



SCOTT & LISA ZIMMER



ETHAN & CHRYSTELLE ZIMMERMAN



AMANDA ZUCCATO

GOLDS NOT PICTURED:
3 GLOBALNET INC
KIERSTIN ALBERGOTTIE
KEMBER ALLEN
JENNIFER ANDERSON
LAU KA YU ANGEL
PARI ANSARY
LUZ MARIA ARGUELLES
TANYA ARNOLD
KEVIN & LAURELL ASAY
DON & LYNDA ASHCRAFT
LIA BECKMAN
SANDRA BENJOSEPH
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Recognition is based on the highest rank reached two times in the previous six months. Recognition is current as of APRIL 2015.

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