LEADERSHIP

New Presidential Diamonds - 4
Shane & Rebecca Hintze

Get Inspired - 64
Connie Moore

Road to Diamond - 14
Sharon McDonald
cover story 4

NEW PRESIDENTIAL DIAMONDS
Shane & Rebecca Hintze

DIAMOND FEATURES

6  CLAUDIO & JANAE ARANCIBIA
    Keep on Cooking
8  YOHAN & LAURA BEGHEIN
    A Whole Approach
10 DOUG & JENNIFER BRADY
    Another Ministry
12 JONATHAN & AMY CARVER
    Independent Spirit
16 DR. DANIELLE DANIEL
    Oils for the Mind
18 CURT & TONIA DOUSSETT
    Can’t Help Sharing
20 BRANDON & LINDSEY GIFFORD
    You Deserve It
22 STEVE & SANDIE JENSEN
    Road to Abundance
24 JESSICA ROBERTS
    Dwell in Possibility
28 HOLLY LO
    Drawn to the Cause
30 KYLE & KATEE PAYNE
    A Better Plan
32 VICTORIA STRELNIKOVA
    The Ripple Effect
34 AARON & DR. RACHEL WHALEY
    Earth and Empower
38 DAVID & KARLA BANKS
    Clean Eating and Essential Oils
40 DR. JAMIE & CHRISTINA BOYER
    Sharing Leadership
42 ANDREW & SHANNON CLOUGH
    Speak Your Passion
44 DR. MARK & KRISTI DEBRINCAT
    Renewed Purpose
46 MEGAN FRASHESKI
    The Fruition of Everything
48 NICK & DYANNA KILLPACK
    A New Perspective
50 JOHN & PATTI MASON
    Success from Who You Are
52 MICHELLE MCVANEY & CHRISTINA PETERS
    Hope for Freedom
54 DAVID & KARLA BANKS
    Clean Eating and Essential Oils
56 MICHAEL & RHONDA ROTHCHILD
    Meant to Be
58 DR. JEFF & CHELSEA STYBA
    Everyone Deserves an Opportunity
60 JASON & ALLISON TRIPP
    A Bridge Back
62 BILL & MARILYN VANDONSEL
    Unexpected Opportunity
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.

Congratulations on Reaching Presidential Diamond

Shane & Rebecca Hintze
ASHBURN, VIRGINIA, USA

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

**NEW doTERRA DIAMONDS**

**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 doTERRA. 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 doTERRA 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 doTERRA 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 doTERRA 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.”

---

**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.”

“With doTERRA 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.”

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

**Claudio & Janae Arancibia**

LAYTON, UTAH, USA

“With doTERRA 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.”

“Everyone loves the oils, it doesn’t matter who they are. Everyone can use them and see the benefits.”
Yohan & Laura Beghein
PARK CITY, UTAH, USA

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 sidebar 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.”

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.”

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 benefiting, 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.

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 benefiting, 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.

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 sidebar 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.”

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.”

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 benefiting, 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.

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 benefiting, 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.

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 benefiting, 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.

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 benefiting, 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.

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 benefiting, 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.
TIME MANAGEMENT FOR BUSINESS AND FAMILY

GET A PLANNER
“Color code it. On mine, doTERRA 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.”

Doug & Jennifer Brady
CHATHAM, ILLINOIS, USA

When Jennifer Brady’s friend introduced her to doTERRA, the essential oils helped her so much that she became completely sold on the product. But, she had no desire to do doTERRA 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 doTERRA business, but it just happened.”

As Jennifer shared the product, a team came about. She realized that doTERRA 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, “doTERRA 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. doTERRA 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. 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.”

doTERRA 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.”

NEW doTERRA DIAMONDS

“When Jennifer’s friend introduced her to doTERRA, the essential oils helped her so much that she became completely sold on the product. But, she had no desire to do doTERRA 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 doTERRA business, but it just happened.”

As Jennifer shared the product, a team came about. She realized that doTERRA 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, “doTERRA 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. doTERRA 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. 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.”

doTERRA 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.”
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, doTERRA 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.”

“Diamonds don’t form without pressure.”
—Amy

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

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.
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 doTERRA. 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 doTERRA 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 doTERRA 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 doTERRA, 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 doTERRA 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.”
When Tonia Doussett was introduced to doTERRA by James and Roxanne 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 doTERRA 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 doTERRA, 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 doTERRA 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 doTERRA 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 doTERRA. “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 doTERRA in the first place, no matter what your paycheck is.”

“Personal development is huge in doTERRA. You realize what you’re creating and that you have the power to create more, and to better yourself.”

“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.”

“Can’t help
When Tonia Doussett was introduced to doTERRA by James and Roxanne 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 doTERRA 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 doTERRA, 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 doTERRA 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 doTERRA 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 doTERRA. “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 doTERRA in the first place, no matter what your paycheck is.”

“Personal development is huge in doTERRA. You realize what you’re creating and that you have the power to create more, and to better yourself.”

“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.”

“Can’t help
When Tonia Doussett was introduced to doTERRA by James and Roxanne 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 doTERRA 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 doTERRA, 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 doTERRA 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 doTERRA 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 doTERRA. “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 doTERRA in the first place, no matter what your paycheck is.”

“Personal development is huge in doTERRA. You realize what you’re creating and that you have the power to create more, and to better yourself.”
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 bailed 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.”
Steve & Sandie Jensen
CAMAS, WASHINGTON, USA

ROAD TO Abundance

“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

“With the size of our family, this is the perfect business for us. We tag team on everything and help each other succeed. doTERRA 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 doTERRA, 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 doTERRA.

A little more than a year after starting their journey, Steve was able to make the shift to working doTERRA 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, “doTERRA has facilitated the turn around to a life that is more abundant with resources and joy.”

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

Success Tips

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
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. 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.”
There is a saying that I have thought about almost every day over the past five years we have been building our doTERRA 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 account of 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 growing 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 naive 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 at your house in a way that you did not think 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 naive 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 #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. doTERRA 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 doTERRA 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 doTERRA. 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.

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.”

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.”

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 get from it, they were drawn to me and my business.”

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

Kyle & Katee Payne
WEST HAVEN, UTAH, USA

A BETTER PLAN

“Nothing matters but your life, and the life of your family, and the vitality of your work. If you sacrifice your family for your work, or your work for your family, you are no better than a goat.” – Katee

“Once you believe in yourself, you can believe in anything.” – Kyle
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.

Victoria Strelnikova
REDLANDS, CALIFORNIA, USA

THE RIPPLE EFFECT

Victoria Strelnikova was just finishing up massage school when her teacher introduced her to doTERRA. 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 doTERRA 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, 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 doTERRA full time. She had just graduated from school and was successful and gifted in her job. She says, “But, doTERRA 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 doTERRA 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 doTERRA. 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.”

“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.”
NEW dōTERRA DIAMONDS

Aaron & Dr. Rachel Whaley
BURLESON, TEXAS, USA

Enrich & Empower

“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.”

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.

“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.”

“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.”

“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.”

“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.”
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 doterra 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 to each 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 each other about the details of your business can help you see things from a different perspective.

2. **Find a mentor and learn.** In order to grow your business, you’ll need to know your business. This is no longer “her” 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 doterra 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 doterra 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

By John Harrison, doterra 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 doterra 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 doterra 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.” —Melyna Harrison
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 doTERRA 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 doTERRA, 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 doTERRA 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 doTERRA 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.”

**MAKE A CONSISTENT PLAN**

“If 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.”

“Fruit & Veggies”

“It’s been awesome to see my whole family grow in this journey.”

“Clean Eating & Essential Oils”

“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.”

“Plan for Diamond”

“David & Karla Banks

Plain City, Ohio, USA”
Dr. Jamie & Christina Boyer
INDIANA, PENNSYLVANIA, USA

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 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, 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.”

NEW dōTERRA DIAMONDS

“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.”

“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

Sharing Leadership
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 doTERRA 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.

“We built this business on faith.”

Shannon Clough

Andrew & Shannon Clough

AURORA, COLORADO, USA

NEW doTERRA DIAMONDS

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.”

“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 and Kristi 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
THE FRUITION OF Everything

“Bring Out the Leader in People”

1. Get to know them. I’ll love getting to know people and listening to where they are. I often believe in people when they don’t 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 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.

Megan Frasheski
STINSON BEACH, CALIFORNIA, USA

NEW dōTERRA DIAMOND

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.”

“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 given me a whole new perspective on my 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.”

Nick is excited about the possibilities that have opened up for him through his dōTERRA business. He says, “It’s nothing like I’ve ever done before. The business will only provide great income for you if you treat it like a job.”

“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.”

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 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.”

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 within the time frame that they can be transferred, then you can move them to your frontline.”

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.”
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.

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.
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.”

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.”

“Keep momentum”

“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.”

“Look forward to it”

MOMENTUM

Keep momentum

Look forward to it

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.”

“Success from who you are”

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

“One of the best things I’ve learned is that success comes from who we are, not what we do. I went to college for a couple of years, I was a personal trainer, I’ve taught everything from Zumba to Pilates, but what I’m doing now with dōTERRA is a deep, deep passion. I was looking for something to do to give back and help people, and I’m so grateful for the opportunity.”

“Larry and I...”

“Larry and I have always been health oriented. We incorporate fitness into our daily routine and have lived a healthy lifestyle. We’re always looking for ways to improve our health and fitness, and I think that’s part of the reason why we were drawn to dōTERRA.”

“John & Patti Mason Richland, Washington, USA

NEW dōTERRA DIAMONDS

Success from who you are

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

“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.”

“Success from who you are”

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

“One of the best things I’ve learned is that success comes from who we are, not what we do. I went to college for a couple of years, I was a personal trainer, I’ve taught everything from Zumba to Pilates, but what I’m doing now with dōTERRA is a deep, deep passion. I was looking for something to do to give back and help people, and I’m so grateful for the opportunity.”

“Larry and I...”

“Larry and I have always been health oriented. We incorporate fitness into our daily routine and have lived a healthy lifestyle. We’re always looking for ways to improve our health and fitness, and I think that’s part of the reason why we were drawn to dōTERRA.”

“John & Patti Mason Richland, Washington, USA

NEW dōTERRA DIAMONDS

Success from who you are

“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 doTERRA 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 doTERRA 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 doTERRA 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 doTERRA. 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 doTERRA has changed their lives. Christina says, “doTERRA 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 doTERRA full time. That’s a huge change for me, to be able to do something where I’m my own boss.”

“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

“Achieving Your Dreams

For us, doTERRA 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
When Michael Rothschild was first introduced to doTERRA, 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 doTERRA 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 doTERRA business opportunity from the start. “When explained, the doTERRA 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 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 doTERRA 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.”

doTERRA, Michael says, has actually changed his outlook on what is important in life. “I believe success started for me the moment I knew doTERRA 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.”

New doTERRA Diamonds

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

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.”
**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 doTERRA, 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 doTERRA 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 doTERRA.” 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 doTERRA 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 doTERRA. 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 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 doTERRA 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 doTERRA especially, have this viewpoint. Treat your doTERRA 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 doTERRA.”

“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.”

“Don’t build your doTERRA 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.”
A Bridge Back

Alison 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 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.”

“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.”

“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.”
Little did I know just over two years ago how my first introduction to doTERRA 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 doTERRA or essential oils, but was immediately captivated by the aromas and intrigued about the potential health benefits. I soon found myself immersed in the doTERRA 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 doTERRA 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 doTERRA 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 doTERRA, 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 doTERRA journey is both awesome and humbling. We expect even greater things as we continue walking exactly where we feel God is leading.
dōTERRA®
CONSULTANT
Recognition

DOUBLE PRESIDENTIAL DIAMONDS

PATRICK & ALLYSE SEDIVY

DOUBLE BLUE DIAMONDS

WES & HAYLEY HOBSON
BOYD & SANDY TRUMAN

DOUBLE DIAMONDS

ANDY & NATALIE GODDARD
JUSTIN & KERIANN HARRISON
DAVID & TAWNYA HSIUNG

STEVEN & MONICA HSIUNG
ERIC & ANDREA LARSEN

FOUNDER USA
FOUNDER USA
FOUNDER USA
FOUNDER USA
**dōTERRA® CONSULTANT Recognition**

**PRESIDENTIAL DIAMONDS**

JARED & SHEREE WINGER  KEVIN & NATALIE WYSOCKI

**BLUE DIAMONDS**

SPENCER & KARI ARNTSEN  DAVID & ASITI ATKINSON  PETER & SUSIE BAGWELL  ROMAN & CORINNA BARRUS

JEREMY & MOKI BOBERG  CHRIS & KAREENA BRACKEN  JEFF & CHERIE BURTON  JULI CHANG & TSAI CHIA HSU  JUAN

PAUL & DELMAR AHLSTROM  KENNY & REBECCA ANDERSON  MATT & KELLY ANDERSON  NEAL & ERIN ANDERSON  WEI-FANG CHEN  GREG & MARTI CHRISTENSEN  MARC & ROMI CLARK  SPENCER & BRIANNA COLES
BLUE DIAMONDS

MAREE COTTAM
JAMES & TANYA COTTERELL
CHRIS & MARY CRIMMINS
STEVE & GINNA CROSS

MOLLY DAYTON
FAED & CARRIE DONEGAN
BRAD & ROSALIE ELLIOTT
DAVID & JULIANNE ELLIS

KEITH & SPRING ESTEPPE
ANDREW & CHRISTY FECHSER
BETTY TORRES-FORBORD

BRYANT & BRIANNA HESS
JIM & LARA HICKS
WADE & LAURA HOLBROOK

NICK & JEANETTE FRANSEN
JEFF & JEN FREY
ANDY & MISSY GARCIA
AL & MAUREEN GARCIA

MARC & JENN GARRETT
LOUIS FUSILIER & MONICA GOODSELL
MICAH & KRISTA GRANT
STEVE & KRISTINE HALES

BRYANT & BRIANNA HESS
JIM & LARA HICKS
WADE & LAURA HOLBROOK

MOLLY DAYTON
FAED & CARRIE DONEGAN
BRAD & ROSALIE ELLIOTT
DAVID & JULIANNE ELLIS

KEITH & SPRING ESTEPPE
ANDREW & CHRISTY FECHSER
BETTY TORRES-FORBORD

BRYANT & BRIANNA HESS
JIM & LARA HICKS
WADE & LAURA HOLBROOK

MARC & JENN GARRETT
LOUIS FUSILIER & MONICA GOODSELL
MICAH & KRISTA GRANT
STEVE & KRISTINE HALES

BRYANT & BRIANNA HESS
JIM & LARA HICKS
WADE & LAURA HOLBROOK

MARC & JENN GARRETT
LOUIS FUSILIER & MONICA GOODSELL
MICAH & KRISTA GRANT
STEVE & KRISTINE HALES
BLUE DIAMONDS

ROBERT & JANELLE PARRINGTON
CHRIS & ANGE PETERS
ROD & JEN RICHARDSON
BURKE & NATALE RIGBY

MATT & ALICIA TRIPLETT
GINA TRUMAN
CHIH JEN LIU & MAN TSAI
MICHAEL & SARAH VANSTEENKISTE

SETH & JENNY RISENMAY
FRANK & JACQUELINE RITZ
GARY & KARINA SAMMONS
ERIC & GALE SANDGREN

CHAD & ESTHER VERMILLION
WALTER & MELODY WATTS
JOHN & KALI WILSON
CHRISTIAN & JILL WINGER

TERRY & LIL SHEPHERD
DAVE & PEGGY SMITH
RYAN & DANI SMITH
JOEY & CACHAY WYSON

GINA TRUMAN
FOUNDER USA

FOUNDER USA
FOUNDER USA
NO PHOTO
FOUNDER USA

FOUNDER JPN
FOUNDER JPN

FOUNDER JPN
FOUNDER JPN

FOUNDER JPN
FOUNDER JPN

FOUNDER JPN
FOUNDER JPN
dōTERRA CONSULTANT Recognition

DIAMONDS

Dr. John & Jennifer Accomando
Atanaska Adams
Brandon & Katie Adams
Claudio & Janae Arancibia
Lizeth BaldeMAR de Arras

Kazuyuki Asakawa
Karen Atkins
Mike Hyeon Back
Perla BaldeMAR
Rick & Hayley Bammesberger

David & Karla Banks
Eric & Becky Barney
Jerry & Aimee Beck
Yohan & Laura BegheN
Daniel & Christina Benitez

Joy Bernstein
Ken & Wendy Berry
Harlan & Marie Berwald
Mel & Concetta Bibens
Brian & Shawna Belman

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
Chu Shiang Chen
Carol Chang

Rick & Etsuko Chidester
MeiYing Cheh
Jaclyn Child
Darryl & Annie Clark
Nikki Cloud

Andrew & Shannon Clough
Rick & Alisse Cook
Spett & Farrah Colver
Carol Colvin
Joan Coon
dōTERRA CONSULTANT Recognition

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. DUD WANG & YA WEN DENG
DR. MARK & KERRY DOODS
CURT & TOYA DOUSSETT
SHAYE ELLIOTT
EVAN & DR. MELISSA ESGUERRA
DAMIAN & JENNA FANTE
LEONE FEATHERSTONE
DANIEL & MICHELE FENDELL
SAMSON & LETICIA FOLAM
MEGAN FRASKE
AARON & WENDY FRAZIER
KAORI FUJIO

GINO & AMANDA GARIBAY
DAVID & CRYSTAL GARVIN
TERRY & MARA HEUSER-GASSAWAY
DAREN & CRISTELLE GATES
BRANDON & LINDSEY GIFORD
BRIAN & BECKY GILLESPIE
KRISTANN GILLIES
CRAIG & LYNN GINES
VALERIEANN GIOVANNI
BRAD & TOBI GIROUX
JEFF & KATIE GLASGOW
THOMAS & AMY GLENN
JAY & DEBBIE GORDON
ADAM & LEAH GRAHAM
CURT & CAROL ANN GUEST
BOO KYUNG HA
JIMMY & DSIDRA MEYER-HAGER
KIRK & JENNIFER HAMILTON
CLIFF & PJ HANKS
EMILY HANSON
JIM & MARTY HARGER
ASHA HARLEY
NATALIE HARRIS
RYAN & JENYCE HARRIS
BRIAN & JEANNIE HARRISON
dōTERRA ESSENTIAL LEADERSHIP | JULY / AUGUST 2015

CHRISTINA PETERS & MICHELLE McVANEY
ADHEESH PIEL & SANTOSHI STONE
JESSIE PINKERTON
TRACY PRINCE

MICHAEL & RHONDA ROTHCHILD
ANDREW & MINDY ROWSER
DEVOLA SAMUELSON
ADRIAN & ROXY SARIAN

ACHINTA KHANNA
JOSEPHINE LA

KIRK & LANA SMITH
WILL & MARCY SNODGRASS
ROBERT & SHARLA SNOW
MARIZA SNYDER & ALEX DUNKS
MARK SHEPPARD & RANI SO
dōTERRA ESSENTIAL LEADERSHIP | JULY / AUGUST 2015

CONSULTANT Recognition

PLATINUMS

KIM GUILROY  MELISSA GUTHRIE  RYAN & KENDRA HALES
CHERYL HALEY  MATTHEW & SEAN OR HALL  ARIANA HARLEY

JASON & TRACY HARRIS  PAMELA HAUFSCHILD  ALLISON HAYS
SUSAN HELZERMAN  SARAH HENDERSON  JESSICA HERZBERG

JOIN & EVE HEWITT  MOEY HO  MARK & TROJKA HOPFMA
ADAM & CASSIDY HOLSWORTH  GREG & MELODY HOLT  CAROL HOLTZ

BRENT & ANNIE HOME  JENNIFER HOUSTON  FUMI & HIDEO & CAROL SAGI
DENVER & LAURA HUDSON  BJ & MEGAN HUNTER

MICHAEL & NANCY HUTCHINSON  HIROMI KEDA  JASMINE JAFFERAI
JARED JARVIS  KNUT & CHRISTY FEIKER  D’AVIS & TIFFANI JONES

DANA FIELDSTEIN  JASON FILA  JANA RANKIN FINCH
MARK & KELLY FRITZ  DJ & JEN AUTERSON  SHAUN & JENNA JONES

NATHAN & KRISTEN FUCHS  VINCE & TERESA GARCIA  NATHAN & JOANNA GERIGEY
LEON GREEN  CARY GRIFIN  DREW & LACEY GRIM

ROGER & EMMANUELLE DUCE  SUSAN DYEUS  CAROLYN ERICKSON
HEATHER ESSLINGER  ROLANDO & JESSICA ESTRADA  PAUL & STEPHANIE FRITZ

BRANDI CROSBY  ERIC & TIFFANY DAHL  DURELL DARR
VIVIAN DICKSON  ROGER & MARLYN DIERKSEN  MIKE & KELLY DOLLINGER

FU YU CHEN  OHH HENG CHEN & SU JU HUNG  TROY & DOROTHY CIVITELLO
BRIAN & MERIDETH COHRIS  AMEE CONNER  ALICIA COTTARI

MATTHEW & SEAN ODOR HALL  ARIANA HARLEY
SARAH HENDERSON  JESSICA HERZBERG

CAROL HOLTZ  BJ & MEGAN HUNTER
D’AVIS & TIFFANI JONES

www.doterra.com
dōTERRA® CONSULTANT Recognition

**PLATINUMS**

- Carol King
- Jimmy Kirby
- Chris Kingsdahl
- Debbie Kirnan
- James & Kristen Kroff
- Spencer & Reza Kuhn
- Cynthia Landes
- Peggy Langenwalter
- Hong Chua & Shuli Law
- Scott & Jessica Lawson
- David & Emily Lesher
- Phu Tran & Ling Zhang
- Hisu Feng Lin
- Yu Yu Lin
- Johnathan & Rachel Linch
- Li Chen Liu
- Hsiao Chun Liu
- Wen Chen Lo
- Trina Marie Low
- Heidi Luekenza
- Adele Lurie
- Michele Malchow
- Julie Margo
- Stephanie Martin
- Chris & Patty Martinez
- Keiko Maruyama
- Sean & Alicia McBride
- Jennifer McClure
- Keith & Keri McCoy
- Suzanne McGee
- Bernadette O’Donnell
- Sarah O’Maila
- Anna Offman
- Robert & Holly Olmstead
- Dawn Olsen
- John & Kim Overpeck
- Brady & Hillary Parkin
- John & Laura Pasternak
- James & Christine Payne
- Myron & Tammy Perkins
- Kyle Hesse & Britt Pirtle
- Wayne & Heather Pulipher
- Janet Ramer
- Megan Reeves
- Jessie Reimers
- Barbara Rempel & Dal Bryant
- Jennifer Richmond
- Jill Rigby
- Adam & Nisha Riggs
- Patricia Quirce Rios
- Alvaro Rojas & Sofia Lopez de Lara
- Rhul & Rhymie Rogers
- Lucy Gonzales-Romero
- Jessica Ryan
- Stacey Sarios
- Kayla Savard
- Jim & Suse Schering
- Leslie Schmidt
- David & Terry Schultman
- Amy Sellers
dōTERRA® CONSULTANT Recognition

PLATINUMS

WENDY WILSON
TRAVIS & STEPHANE WINGERS
LANCE & CHRISTY WRIGHT
CHING CHUN WU
MANDY YEUNG
KRISTI ZASTROW

JEDIDIAH & KATE ZAYNER

PLATINUMS NOT PICTURED:
SCOTT & SHAWNILLA ANDREWS
JANICE BITTNER
CHRISTINA GARDNER
ALEJANDRO MALO GUTIERREZ
MICHAEL HITCHCOCK
HO NEN HUANG
JASON MARCELL
SHAYLEE MARTIN
BRANDON PACKARD
SHERRI PRICE
JANELLE RICKS
REBEKAH RIZZO
ANI TOROSYAN

GOLDS

LAURA ADAIR
MARTY & KINIVA ADAIR
STEVE & JULIE AHLSTROM
JODY ALTON
LACEY ALBRECHTSEN
JAMIE ALCONE

JENNIFER ALEXANDER
BRAD & KATHY ALDREDGE
COLEMAN & HILARY ALLEN
TOOD & KIM ALLEN
DIANA ALLWARD
TAMERA ANAYA

WENDY WILSON
TRAVIS & STEPHANE WINGERS
LANCE & CHRISTY WRIGHT
CHING CHUN WU
MANDY YEUNG
KRISTI ZASTROW

JEDIDIAH & KATE ZAYNER

PLATINUMS NOT PICTURED:
SCOTT & SHAWNILLA ANDREWS
JANICE BITTNER
CHRISTINA GARDNER
ALEJANDRO MALO GUTIERREZ
MICHAEL HITCHCOCK
HO NEN HUANG
JASON MARCELL
SHAYLEE MARTIN
BRANDON PACKARD
SHERRI PRICE
JANELLE RICKS
REBEKAH RIZZO
ANI TOROSYAN

GOLDS

LAURA ADAIR
MARTY & KINIVA ADAIR
STEVE & JULIE AHLSTROM
JODY ALTON
LACEY ALBRECHTSEN
JAMIE ALCONE

JENNIFER ALEXANDER
BRAD & KATHY ALDREDGE
COLEMAN & HILARY ALLEN
TOOD & KIM ALLEN
DIANA ALLWARD
TAMERA ANAYA
dōTERRA CONSULTANT Recognition

GOLDS

TRACY JOHNSON  AARON & JESSA JOHNSON  NANCY JOHNSON  SEASON JOHNSON  LAURA JONES  BILL & KELLI JONES

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  CHRISS & TARA KINSEY  DOMINION  YASUKO KOBAYASHI  WILLEM & LOUISSA KOELEN  DEAN & TERESA KOERNER

ELIZABETH KOLODGIE  DAN & JES KOOPMANS  BONNIE KOTTHABER  JENNIFER KOURTEI  SHINJI & MIU KOYATA  JENNA KRAHN

SHALEEN HOGAN  NATHANIEL & DENA HOLMES  NICOLE HODGSON  JACQUELINE HOWELLS  CHANJUNG KHEE  CHING YEN KWANG

KAREN HUDDSON  CORY HUGHES  JENN HUMBERT  VIRGINIA HUME  KUN YOUNG HWANG  MARISA HYATT

NANCY ILLMAN  CYNTHIA INCE  BERIT ISAACSON  YURI ISHIDA  TIFFANY JABLONSKI  CAROLINE JACKSON

TRISHA JACKSON  SCOTT & TONI JAEKEL  TREY & AMY JAMES  Lenny JAMES  GORDON & JILL JANKULOVSKI  DALE & JENNIFER JARAMILLO

DR. BARBARA JENNINGS  KURT & LINDSAY JENSEN  HABONG JEHONG  CHUN HWA JEOUN  JAN JEREMAS  AARON & HEIDI JOHANSEN
GOLDS

CHARLEY & JESSICA PRESTON
CINDY PRICE
RAYMOND & TRACY PRICE
STEPHANE PRICE
MATTHEW & RACHEL PRIMEAU
AUBREY PRUNEDA
SHAUN & BROOKE PUGH
JENNIFETTE PULECO
DALE & SUSAN PURDY
JOSEPH & CATHERINE PUTUTAU
WILLIAM & ALICE RAHN
JACOB & ABI RAINES
KERRI RAMIREZ
JENNA RAMMELL
BRIAN & AMY RANCK
MATT & ELIZABETH RAYL
LESLEY READER
TAM REDMON
LARISA REED
CORINNE REESE
BRAD & LILLY REED
SUSAN REIS
BRYAN & JENNIFER REMBOLD
RUTH REYES
TRACY RHODES
HEIDI RHYS
BRAD & DAVE RICHARDSON
CORI RINALDI
DANIEL & JAMEP RILE
BRUCE & SARADEL RIRE
ELAINE RISER
VANESSA ROACH
SHAWN & AMANDA ROBERTS
ANN ROODMAN
CANDACE ROMERO
DAVID RODGEBERRY

CONSULTANT Recognition

DEBBIE OROZ
CHRISTOPHER & AMY GUELLETTE
RONNIE & BETHANY OWENS
TERRI PAGE
RONNIE & LYNNIE PADGETT
GUY PAGE SPATH
ASHLE PAPAS
JARROD & COURTNEY PARQUE
COURTNEY PARKERSON
PAMELA PARKERSON
ESPAY PASIAN
JASON & RACHEL PASSINI
JEFF & HOPE PATTESON
BOBBI PEARCE
TED PECK & KAYLYNN BASTIAN
ANNA PENICK
SHEEN PERKINS
JAMES & VICKI PETERS
MIKE & ELAINE PETERS
STEPHANIE PETERS
PAUL & ABBY PETERSON
BETSY PETERSON
TIM & BROOKS PETRI
BELINDA PETTY
JON & EMILY PFEIFER
BETH PHILLIPS
ANGELA PIAWITOWSK
INGA POACH
MAYRA POWERS
ALLISON PREISS

DEBBIE OROZ
CHRISTOPHER & AMY GUELLETTE
RONNIE & BETHANY OWENS
TERRI PAGE
RONNIE & LYNNIE PADGETT
GUY PAGE SPATH
ASHLE PAPAS
JARROD & COURTNEY PARQUE
COURTNEY PARKERSON
PAMELA PARKERSON
ESPAY PASIAN
JASON & RACHEL PASSINI
JEFF & HOPE PATTESON
BOBBI PEARCE
TED PECK & KAYLYNN BASTIAN
ANNA PENICK
SHEEN PERKINS
JAMES & VICKI PETERS
MIKE & ELAINE PETERS
STEPHANIE PETERS
PAUL & ABBY PETERSON
BETSY PETERSON
TIM & BROOKS PETRI
BELINDA PETTY
JON & EMILY PFEIFER
BETH PHILLIPS
ANGELA PIAWITOWSK
INGA POACH
MAYRA POWERS
ALLISON PREISS
dōTERRA® CONSULTANT Recognition

GOLDS

JAMES & ALOA STEPHENS
DELANEY & APREE STEPHENS
PEGGY STEWART
GREG & NORMA STRANGE
JENNIFER SUN
ELIZABETH SVENSSON
YUKO TAKAKU
CHEIKO TAKEKAWA
TOMOKO TAKENAMI
JOY TARPLEY
REED TAYLOR
THOMAS & BROOKE TAZBAZ
JILL TEDQUEST
GERARD & TARITA TEHOU
CHELSEA THAYER
AMY THEIDINGA
ELIZABETH THOMPSON
KANDI THOMPSON
KAREN THOMPSON
DR. LYNN THOMPSON
MELISSA THOMPSON
DAN & AMY THYING
PATTI TINHOLT
JUSTIN & TRACY TIRET
JASON & MICHELLE TOLBERT
LUCAS & NIKKI TOLPHAM
JOHN & MISTY TOOTZKE
GLENN & JESSICA TRAVIS
BRIAN & AMANDA TRENT
DAN & JINA TRUMAN

GOLDS

VICTOR TSAI
FANG CHING TSAO
DEBBIE TUTTLE
FUMIKO UCHIDA
JENNIFER UPCHURCH
MEMO & KIM URETA
MEGAN USHER
JILL VAN PROOYEN
STEPHANE VANDEGRIFT
RANDY & BRENDA VANDERKIRKHOVE
WAYNETTE VANFLEET
LAURA VARNADORE
JEN VAUGHAN
CAROLINE VINAL
DONNA VINCENT
ZACHARY & DANA VINEYARD
ELENA VINOGRADOVA
JOSHUA & LEANN VIPPERMAN
JOEL & SHERRI VIREMAN
FRED & BARB WAGNER
JUSTIN & TARA WAGNER
LYNN WAGNER
REAGAN & HEATHER WAGONER
MICHAEL & BEVERLEY WAGNER
KENNETH & STEPHANIE WAHLBERG
JED & PAM WALDRON
ROBERT & JENNIFER WALKER
CONNIE WALKER
JAYNE WALSH
LIZ WALTERS
MICHICHEL WARD
LANA WARNER
BROOKE WARTELL
TOSHIMA WATANABE
NATHAN & KAROL WATKINS
ELISABETH WATTS
Recognition is based on the highest rank reached two times in the previous six months. Recognition is current as of APRIL 2015.