

LEADERSHIP



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New Double Cover Editions Because of how fast dōTERRA is growing, we will now be featuring two Presidential Diamonds for each issue of the *Essential Leadership* magazine.



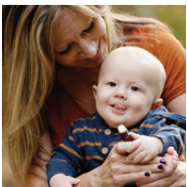
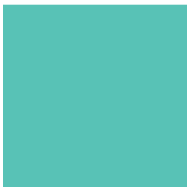
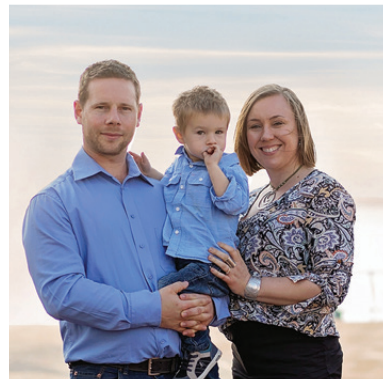
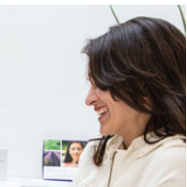
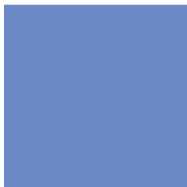
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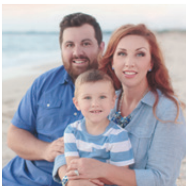
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Congratulations on Reaching Presidential Diamond James & Chelsea Stevens

LEHI, UTAH, USA



What advice would you give to someone who is trying to reach Presidential Diamond?

Chelsea: If you want it, go get it. A lot of people think that it's up to other people to make them successful, but it's totally up to them. I believe anyone who wants it bad enough, works hard enough, focuses, and is passionate can do this.

But, we've also realized that this is not for everyone. Don't expect everyone to follow you. Trust the process. Trust that people will come your way who want to have what you have if you continue sharing and love what you're doing. I always expected people to love what I have to offer with dōTERRA, and I still do. Everyone needs it, and eventually they'll see that. There will be casualties. Sometimes we lose people who say they want to use or share somewhere in the process. Just let them go and move on. Know that you did your best.

James: Let people be customers and enjoy the product instead of feeling like you have to make everybody build. That way, you'll find those who do want to build a lot faster and a lot easier. They'll come out of the woodwork.

How have you overcome challenges?

Chelsea: First of all, we don't have it all together. We do not have it all figured out. It's still a process for us. You can take us and everyone else off the pedestal and trust that we are all the same. This is achievable for everyone.

Second, keep it simple. I get easily overwhelmed and I can't handle too much. I used to think of this as a weakness, but I've since discovered that one of my strengths is simplicity. All I do is share and enroll over and over and that's the engine of this business.

What is the most effective way to grow your business?

Chelsea: Use your gifts and allow others to do the same. Some people are really good at cold contacts like booths, others are good at talking to health

professionals and businesses, and still others are good at talking to network marketing professionals. I'm not good at any of that. I need to know, like, and trust someone to do this business with them. I would say 100 percent of my personal enrollments are moms, because I feel like I can make their job easier with dōTERRA. My focus has always been on empowering moms, and that's all I ever want to do.

James: It's important to allow others to focus on their gifts as well. If they have a strength, don't try to put them in the box that you come from.

How do you and your spouse work together in the business?

Chelsea: It's hard, and people need to know that it often is. Home was my space and my husband went to a job, and that was normal for us. So, for him to be at home in my space and in my business was a super tricky adjustment.

James: I used to direct a college a capella group, and when I quit, my plan was to focus only on dōTERRA with Chelsea. I turned down all the music opportunities that came my way during that time. We thought it was important for me to just do dōTERRA. But, I realized that Chelsea is at the forefront of this business. She loves my help, but I hindered our progress when I tried to take over or tell her what to do. Since then, we've scheduled set hours in the day that I will do what she needs me to do in dōTERRA. Setting those boundaries is a win-win for anyone.

Chelsea: We made the mistake of disconnecting with the world we love most—our music friends—and we got stuck for a long time, frustrated. Things started looking back up for us when James went back to creating music and we connected with people in that world.

James: Music makes me come alive. When I'm doing music is when I find people to enroll in dōTERRA. I'm passionate about people continuing to do what they love to do, and then you will attract the people that you want to work with.

How has dōTERRA changed your life?

James: It's allowing us to do what we're here to do. Right now I'm collaborating with people to write a musical, which is possible because of the financial freedom we have now. I've always wanted to create entertainment that is not conditioned on the funding of someone else who can tell me what to put in it. I can create shows with values that matter to me.

Chelsea: I didn't even know that the success that we've had was humanly possible. I could never have even fathomed the lifestyle we have now. It's made more things possible than ever before, and it's helped us become better people in a lot of ways. Because we now have a new perspective on life, we want others on our team to experience this potential. The world needs what we have, and they will be forever grateful to have it in their lives. We are so grateful to be a part of the inspiring global effort of dōTERRA. 💧



Presidential Diamond Tips

Come Alive

"Don't ask what the world needs, ask what makes you come alive, and go do it. Because what the world needs is people who have come alive." —Howard Thurman

THE WAY TO SUCCESS. "We wrote a song we performed at convention based on this quote by Howard Thurman. We know that the way to success is to come alive yourself."

FINDING FOLLOWERS. "People like to follow people who are excited and engaged in their life, the way that everyone wants to be."

HOW TO MOTIVATE. "People talk about inspiring and motivating people, but people are motivated from within. What motivates people is to see people coming alive."

Congratulations on Reaching Presidential Diamond Scott & Rhonda Ford

HENDERSONVILLE, TENNESSEE, USA



What advice would you give to someone who is trying to reach Presidential Diamond?

Rhonda: If you are successful in some part of your life, evaluate and see what you did to become successful. Whatever you've been doing to make you successful in dōTERRA, use that gift and keep going without giving up. If you are already Silver or above, just keep doing those steps

that you've taken to get you where you want to go. Believe in yourself, the company, and the product, knowing in your heart you can make that next goal.

Scott: Sometimes we get caught up in thinking about what more we need to do. Really, we just need to get back to the basics. Also, sometimes as you hit the higher ranks, you have to overcome complacency. You get to the point where you're



Presidential Diamond Tips: Obstacles=Growth

IT'S A PROCESS.

"If dōTERRA were to automatically give everyone a Presidential Diamond team, most people would fail, because they have not prepared. It's a process. There are steps that everyone has to go through to reach success, and those steps take time." –Scott

BE PATIENT.

"Sometimes people get frustrated when they haven't reached the rank they expected to after three or four years. It took us six and half years to reach Presidential Diamond. If you're feeling stuck, look inside and figure out what is blocking you from moving on." –Rhonda

GROW YOURSELF.

"Most of the time, we are stopping ourselves from growing. You need to be able to sit down, honestly self-evaluate who you are, and start to better understand what you need to do differently. We have to grow in this business and always be trying to better ourselves." –Scott

making good money, everyone on your team is pretty solid, and you're comfortable. But, we wanted to continue to grow and push ourselves. Think about it: What is your why? What are you truly trying to accomplish? If we had sat back at Blue Diamond, we would have been real comfortable, but that's not serving our real purpose.

Some people don't want to reach Presidential Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone else want to reach it?

Rhonda: I thought the same thing. I was never going to go for Presidential Diamond. It looked like way too much work. But, we were doing things on a regular basis like we always had and it just came together organically. It was a lot easier to become Presidential Diamond than it was to reach Diamond. At this point, we're more experienced; we're more confident in ourselves, the products, and the company; and we're more passionate.

Scott: We have developed great relationships with the executives and our belief system in this company is founded primarily on those relationships. We trust them, we believe in them, and we understand that they're trying to take this company in the right direction. We support them 100 percent. They motivate us to continue to step it up and rise up to represent this company that they have developed. We want to be part of the community they have established, and that's a drive for us.

How do you and your spouse work together in the business?

Rhonda: Scott quit his job almost four years ago to do dōTERRA with me full time. We have both been bosses before and we both have our own ideas. At first when he joined me it was a huge challenge. Through the years, we have grown to own our individual strengths and weaknesses and that's helped us balance everything out.

At this stage, what motivates you to continue building your business?

Rhonda: We wouldn't be here if it weren't for my sister Gina Truman, who enrolled us, and has had so much patience with us and unconditional love. Also, my brother Boyd Truman and his wife, Sandy, who are crossline to us, have taught us so much by their example. Sometimes I take a step back and look at what we've done and the lives that have touched ours and it makes me cry. I wouldn't want to let our team down. I want to see them all succeed. We have built such strong relationships with so many wonderful friends we have found on this journey. I don't know where else I could go to feel this fulfilled. You cannot beat what we have here with this company.

Scott: We would love to see all of our business builders have financial success. We are just as passionate about their success as we are about ours. There will always be challenges and road blocks, but what strengthens us is being able to figure out how to work around those. We have great products and leadership, and the opportunity is still there for everyone. The future is great. There is still so much good to do with this company. 💧

Joshua & Mary Carlisle

SPRING HILL, TENNESSEE, USA



Use The Heart

“dōTERRA is not something you’re trying to get, it’s something you’re trying to give.” –Mary

Joshua and Mary Carlisle can relate to the movie *Yours, Mine and Ours*. Joshua had four children and lost his first wife to cancer; Mary had two children and went through a divorce. Then they got married and had a seventh child together. Mary homeschools all seven children and Joshua owns a landscaping business. Mary says, “Our life situation led us to needing essential oils for all kinds of things.”

While their family was going through the emotional upheaval of a difficult move, Mary’s friend offered her dōTERRA oils. Mary rolled her eyes at first, but then they worked so well that she became very passionate about them and couldn’t stop sharing. Before long, she was having classes almost every night of the week.

Mary didn’t think of herself as doing a business. She homeschools seven kids in seven different grades and felt like she barely had time to sleep, eat, and shower, let alone run a business. But, a lot of people in her area had never heard of essential oils before, so it was easy to find lots of people to come to lots of classes. She says, “I was just having so

HOW TO PREVENT WEEDS IN YOUR TEAM—Joshua

THICKEN THE GRASS.

“The Department of Agriculture says that if you have weeds in your lawn, then your grass is not thick enough. You have to strengthen your grass to prevent weeds.”

STRENGTHEN YOUR TEAM.

“Often the reason we have weeds or problems in our team is because we haven’t spent enough time strengthening them. Problems come up and keep coming and people get burned out.”

DON’T WAIT FOR FIRES.

“A lot of times we spend so much effort trying to put out little fires. We wait until there is a fire and try to put it out rather than preventing the fires by strengthening our team all along.”

SPEND THE TIME.

“We strengthen our team by spending time with them and staying in contact with them. That way they feel a comradery; they feel a part of the team. We consider our team family.”

much fun helping people that I didn’t even look at my checks.” When she hit Silver, Joshua sat her down and showed her that this was, in fact, turning into a profitable business.

Diamond seemed like a far-off dream that could never happen to her, until she hit Platinum and realized she was only one rank away. Joshua made the goal to reach Diamond by Christmas. Mary says, “I thought there was no way; the numbers weren’t there. For a solid three months I just keep praying, doing my classes, and we kept

getting closer. We made it two weeks before Christmas and it was just incredible. Never in my wildest dreams did I think it would actually happen.”

Because of their faith, Joshua and Mary have learned to rely on God for everything. Joshua says, “We seek his direction in everything we do—in our business and our lives—and that’s really the foundation of who we are. That is the source of our strength. Having seven kids, homeschooling, and running two businesses can get

extremely hectic. The only sane place we have is in God.”

Now, Joshua has gone down from working six days a week to three, and the financial pressure is off. More than that, though, they are grateful for the opportunity dōTERRA gives them to minister to others. Mary says, “This has given me a place to utilize my heart. I have a gift that people need. I can teach them how to be healthy, how to get a sustainable income, or how to have more family time. It’s not about what they can do for me, but what I can do for them.”



“Trust in the Lord with all your heart; do not depend on your own understanding. Seek his will in all you do, and he will show you which path to take.”

–Proverbs 3:5–6

■ Eve Colantoni

MELBOURNE, FLORIDA, USA

Pleasure in Work

After a less-than-positive experience with a previous network marketing company, Eve Colantoni swore she would never do network marketing again. Because of this, she rejected dōTERRA the first time she was introduced to it, but then she continued to hear about it over and over again. She also noticed one of her friends consistently posting about it online.

Eve is a health coach, and one of her clients asked for her recommendation on an essential oil brand. Eve had

never had good results from essential oils before, but she told her client to wait until she had looked into dōTERRA. Eve called her friend and reluctantly bought a Family Physician Kit. She says, "I was so skeptical at that point. My friend laughed and told me I would blow through my kit in a heartbeat. I told her I didn't use oils like that and she said, 'You don't use oils like that because you've never had good oils.' Sure enough, I went through my kit in two weeks and was begging for more."

From the very beginning, Eve could see that dōTERRA was head and shoulders above the rest, not only in the quality of the essential oils, but with the amount of support and education she received on how to use them. Eve was not interested in the business until her friend told her about their upline, Brianne Hovey, who had gone to the same health coach school as Eve and had accomplished a lot with dōTERRA in a relatively short amount of time. Eve says, "My jaw hit the floor. I thought that if someone from my school was



able to do something like this, then there was no way I'd be able to fail."

As soon as she got involved, Eve intended to take her business as far as she could. From the beginning, she took her focus away from health coaching and put it into dōTERRA. She says, "There was no question about it. I could trade dollars for hours or build a residual income business. I knew where I wanted to focus my attention."

She reached Silver in 60 days, but soon realized that kind of quick success is far from typical. She's learned that she needs to be willing to give her team support and encouragement and help them overcome obstacles that she may never have had. She says, "I need to help them recognize where their stumbling blocks are and what they need to do to overcome them, and then actively be there with them until they do."

Today, Eve is happy to say that her work is her pleasure and her pleasure is her work. She says, "Life is a lot more fulfilling, rewarding, and exciting. I get to travel around, spend time with people I really love and care about, and bring them into this lifestyle too. It's insanely amazing."

"I feel very connected to this cause. I want to see more essential oils users in the world."

INVEST IN EDUCATION

COLLEGE COMPARISON "People go to college for four years and take 120 credit hours to get a degree to prepare them for an entry level job."

LEARN FOR SUCCESS "Somehow when people join dōTERRA they think they can become Diamond and make \$100–200,000 a year without investing in their education."

RIDE THE CURVE "There is a learning curve with this and that's awesome. You will learn incredible things along the way, but it's necessary to invest time in education. You can't just wing it."

BECOME A STUDENT "If you want to be successful with this, you have to become a student. You can't just train for two weeks—you really have to become a lifelong learner."



Cog IN THE Wheel



“Don’t give up. You never know, the next person you share with may be your best builder. You’re not going to find that person unless you share.” –Mark

NEW dōTERRA DIAMONDS

Dr. Mark & Kerry Dodds

INDIANAPOLIS, INDIANA, USA

**“We get to be a part of something that’s so much bigger than we are on our own, something that makes a lasting and positive difference in so many lives, and that’s priceless.”
–Kerry**

Kerry Dodds first received dōTERRA essential oils as a Christmas gift from her sister-in-law. Kerry’s previous experiences with essential oils hadn’t been very positive. She had used them to benefit her sleep and says, “I thought they smelled nice—all night long.” She trusted her sister-in-law, but was unsure that dōTERRA oils would be different. Before long, she had a profound experience with the oils and started delving into research about them. Eventually, she came to the conclusion that dōTERRA was worth a try.

Her family used them quietly and privately for about a year, until they realized that other people need to know about them. Kerry compares it to sitting next to someone who’s hungry and not offering them food when you have it sitting in your purse. She says, “That’s how I felt about sharing dōTERRA. I knew people

were hungry for something like this and I knew about it, so I needed to tell them.”

Kerry and her husband, Mark, decided to hold a class in their home. Kerry spent a week studying and preparing, but still didn’t think of herself as doing the business. When she finished teaching the class, her friends looked at her and asked, “How do we get this stuff?” Kerry says, “I wasn’t prepared for that—I didn’t expect that people would want to actually get the oils, but everyone stayed to hear about how they could get them and the frontline I have to this day came from that first class.”

It took Kerry a while to see dōTERRA as a viable business. Mark is a dentist, and she saw his practice as their family business and source of finances. She says, “It was hard for me to reconcile doing something I love that feels like service with also being a way to earn money.” They had actually been looking for a way for her to contribute to the

family finances from home, and after a long time she realized that dōTERRA had been their answer all along. Almost exactly three years after teaching that first class, they were able to sell Mark’s dental practice so that they could work on their dōTERRA business together from home.

“If you had told me four years ago as a homemaker with a couple of kids in diapers and one in college that I was going to be able to pursue something that would allow me to retire my husband from dentistry, I would have laughed at you,” Kerry says. She has seen her team grow from nine people at her first class to 10,000 people, and she’s grateful just to be a cog in that wheel. She says, “To know that you’re allowed to play a small part in changing people’s lives has brought me a level of accomplishment that I’ve never experienced before, and that’s been life-changing for me.”

DO IT YOUR WAY

Don’t wait for partners.

“I will often hear someone say, ‘I don’t have anyone to do this with me.’ If this is something you’ve determined to do, go up the chain and find someone to work with. You can do this, even if you don’t have someone who’s holding your hand.”

Be continually active.

“We’ve never done Diamond Club. We’re both very self-motivated people so we just naturally implemented a lot of what Diamond Club requires. Some people need that forced habit, but whether you do Diamond Club or not, you just need to stay continually active.”

Just do it.

“If this is something you feel called to do or is a good fit for you, then you just need to do it. Jump in, get educated, use the oils, and share with anyone you can. When you do that, your business can’t not grow. It just will.”

“I think it’s super important that people understand that there are different ways to do this business that work. The trick is to decide what works for you and commit to it.” –Kerry

Robert & Kiyla Fenell

TULSA, OKLAHOMA, USA

“Robert is a huge part of my business. I could not do this without him, nor would I want to.”



A Fire Inside

Kiyla Fenell was introduced to dōTERRA by her doula, who ended up selling her a bottle of dōTERRA On Guard®. Six months later, she found herself researching dōTERRA online in hopes that it would help her 19-month-old son. She was impressed by what she read and told her husband, Robert, that she wanted to purchase dōTERRA oils. He told her if they were going to use them on their children, she needed to

find the top trainers in the company to teach her how to use them.

Kiyla did a Google search, and up popped a picture of Presidential Diamonds James and Roxane Bybee. She called them and they explained everything to her. After using the oils on her son and seeing their effectiveness, she posted about her experience on Facebook. When she went back to her

computer later that day, she had dozens of messages from people wanting to know more. The Bybees helped Kiyla every step of the way with structuring the enrollments that quickly started coming in. Kiyla says, “We were learning from the masters. We didn’t have any option but to go straight to the top.” With hard work and the Bybees’ support, they were able to hit Blue Diamond within five months of starting their business.

Two days before hitting Blue Diamond, Kiyla was almost ready to give up on hitting their rank goal for that month. They had worked really hard, they had hit Diamond two times, and she told Robert that she felt like she couldn’t push herself any further. He texted her back telling her she was courageous, spectacular, and influential, and she was Blue Diamond. Kiyla says, “That gave me wind in my wings and fuel in my jets. I said, ‘I don’t care, I’m going for it.’” In the next two days, she signed up 22 Natural Solutions Kits, and they hit Blue Diamond.

This is not the first successful business Kiyla and Robert have built. They met when Kiyla was running her own vacuum cleaner store at the age of 18, and Robert happened to open a chiropractic office right next door. They joined forces and in the next few years were able to create three different multimillion dollar health companies. But, what they’re doing with dōTERRA is completely different for them. Kiyla says, “With our other businesses, it felt like we did it for the money. With dōTERRA, I don’t have to work as hard as I do, but there’s just this fire inside of me that makes me get up every morning. Every time I put an oil in someone’s hand, I see the light go on in their face, and I know I’ve shared love with them. I look at it as more than a drop of oil, I look at it as my ministry, my calling, and my purpose. I feel like everything I’ve done up until this point has prepared me for this.”

“We do everything with every cell of our being. We work hard, we play hard, we live hard.”

“I’ve always been the businesswoman, but dōTERRA has shifted my focus more toward helping others find healing and self-stewardship. Now, I’m a healer.”



Self-Improvement for Business Improvement

SHARE WITHOUT EXPECTATION. “When I’m sharing, I don’t care if people sign up or not. If they’re ready, great. If they’re not, that’s fine. I just know eventually they’re going to slide right in.”

LEAD YOUR TEAM BY EXAMPLE. “You show your team how to be. Lead by example. Don’t be an enabler, but teach them how to be successful in their own right.”

INVEST IN PERSONAL DEVELOPMENT. “I’m always looking for ways to make myself better, wiser, stronger, faster, smarter—whatever it is I can do. I only read things to improve myself, and we’ve always invested in the best mentors to coach us. That’s how we’ve been successful.”

CLAIM RESPONSIBILITY. “If you’re hitting a block in your business, it’s not your downline’s, upline’s, or even your spouse’s fault. Look inward and realize what you need to improve so your business can be better. Your business growth is only parallel to your personal growth.”

“I’m very grateful that I listened to my heart and followed it by doing this business.”



NEW dōTERRA DIAMOND

Natalie Harris

OREM, UTAH, USA

One day, Natalie Harris was at the gym and started a conversation with Allyse Sedivy, who she hadn’t met before. Natalie was a real estate agent and Allyse needed one for a negotiation on a property that morning. By that afternoon, Allyse had, as Natalie puts it, “dōTERRA-ized” her. She says, “Like everyone else, I was never going to participate in a multilevel marketing company. But, because I deal with business plans, once I saw the compensation plan I knew it was good. I came in for the business side because the numbers were just screaming that this works. I couldn’t even believe that I was telling her yes.” Within two months, Natalie learned to love the essential oils and how they could change people’s lives as well as the business.

Natalie started out with the goal to reach Platinum to help Allyse reach Double Presidential Diamond. In 10 months, Natalie hit Diamond for the first time, but then a lot happened in her life that slowed her business down. She says, “Even with everything that happened, in just over two years my business has maintained itself and grown. I’ve realized since hitting Diamond that I’ll make it to Presidential Diamond one day, it’s just a matter of time.”

At one point, Natalie and her team realized that they were hitting it too hard and they needed to take a breather. One of her downline leaders, Ginger Lancaster, found a quote about joying their way to joy, and they decided to make that their team mantra. Natalie says, “We were feeling pressured and we were not having very

much fun. We realized that sometimes you’ve got to stop, go back, and have a real life. We all love it, we just needed to make it more fun and relaxing and make sure to take time for ourselves.”

She’s amazed that she gets to work every day with her favorite people and make a difference in people’s lives. Though she went full time with dōTERRA in February of this year, Natalie still has not replaced her real estate income. But, she knows that soon she will exceed it, and it will be residual. She says, “I thought I was coming into this business for the money. Then, I got converted to the oils and I thought it was for the oils. But really, we’re here for the relationships. We’re here for the love. The biggest change this has brought me is being able to center my entire life around love.”

Centered ON Joy

“We joy our way to joy.” –Abraham Hicks

Leadership Refinement

FOCUS ON YOUR STRENGTHS.

“Whatever your weaknesses are, just know that if you have weaknesses, you also have strengths. Figure out what your strengths are, and use those.”

DO THINGS YOU LOVE.

“It’s hard for me to take time to do something for me, but I’ve found that the more I do things that I love, the more I attract the builders I need on my team.”

GUARD YOUR FRONTLINE.

“Never put someone on your frontline unless they say that they are so excited to build this business with you, and they’re going to come in with a substantial kit investment.”

LET GO OF WHAT ISN’T WORKING.

“You can’t build this for everyone. You can’t keep your teams together on your own. As you let go of people who are not building, your structure actually gets stronger because the real leaders rise.”

LEARN HOW TO COMMUNICATE.

“I’ve learned you have to have hard and necessary conversations with people, but also praise them. People live off of praise. Also, talk less and listen more.”

5 STRATEGIES TO ATTRACT PASSIONATE, TALENTED LEADERS

By Kyle Kirschbaum, Presidential Diamond



Why is it some people seem to attract many talented leaders, while others struggle to find just a few? Below are a list of some of the critical skills I've learned for attracting talented people for my dōTERRA business.

When I was growing up in Alaska we would often go boating on a lake about 30 miles away. On one of these trips, a tire on the boat trailer went flat. My dad unhooked the boat and left to get a spare. I'll never forget sitting in our boat on the highway. I dreaded the next two hours until my mom said, "Let's see how many people we can get to wave at us." I loved games so we started waving with big cheesy grins on our faces. The two hours flew by and we laughed about how nervous we were in the beginning, and laughed harder at a few people who signaled back inappropriate gestures. In the end we had over 500 people wave back. Twenty years later, this experience has opened my eyes to some critical skills needed to find talented people and build my dōTERRA business.

1. Become the person you want to attract.

If we want to find leaders to join us, I have found that we must first become the person we want to attract. This starts with your daily personal development routine. My day typically starts at 5:30 AM when I head to the gym. I then listen to my affirmations for 10 minutes, some business training for 15 minutes,

and then either meditate or spiritually center myself through scripture or poetry. This series of habits has molded me through difficult and successful times. Every day we choose whom we will become, not just in the words we say, but in small, repeated actions. Every day is a chance for us to answer the call to be more.

2. Believe in dōTERRA.

Your belief influences your entire organization—even those you haven't yet met. Everything changed for me when I attended my first Leadership Retreat and saw into the hearts of the owners of dōTERRA. I could feel a cause that I wanted to attach myself to. People are attracted to people who have greater confidence and sense of purpose. Even in the beginning when money was tight, we made every necessary sacrifice to be at events because we knew that we couldn't afford to lose out on the belief that we would gain. If you want to lead a successful dōTERRA business, create a culture of leaders who teach by example to always get to events.

3. Reprogram your brain to become the Diamond you.

Most of us have negative thoughts and beliefs running through our heads about who we are, what we are good at, and what we deserve. Most of these are totally unfounded, but because they have been there for so long they have now figuratively turned into five-lane freeways in our brains on which all our beliefs speed around.

Your brain houses the Reticular Activating System, (RAS for short), which acts like a search engine. It filters through millions of bits of information and shows us what we tell it is meaningful and important. Here's the catch: most people don't tell this search engine what to look for. Our brain automatically searches for things like drama, negativity, tragedy, contention, and depression. Over time, our subconscious learns to ignore all the good stuff and only find the bad.

Your life will change the moment you take control and tell your RAS what you want repeatedly in gritty detail. Once you tell it what's important to you, it knows what to look for. You can tell your RAS to act like you are already a Diamond. We do this through creating present tense affirmations. Here are a few examples:

I constantly attract people whose talents and strengths help grow my business.

I possess the courage to act on inspiration that will help me achieve my dreams and goals.

Feel what it's like to believe these statements. You can create affirmations about any aspect of your life. Start thinking, acting, and treating yourself and others as if you are already there, and incredible miracles will flow into your life. There are only three rules:

1. You must take massive action along with repeating these affirmations.
2. You must speak in present tense as if you have what you want. If you say, "I'm going to be Diamond" you will constantly think in terms of "someday" instead of assuming that you are.
3. You must record, listen to, or repeat these out loud for 30 days. (This amount of time has been scientifically proven to destroy the old freeways and replace them.)

In the beginning, when you say these things out loud it will feel like a lie. You'll laugh at yourself and think it's ridiculous. Just remember that you are doing major construction in your brain and it is going to resist at first. Keep going until it feels natural.

4. Genuinely talk about the business side of dōTERRA.

Often, I see people who are shy about expressing why they decided to have a career with dōTERRA. Reasons for this range from beliefs about network marketing, to criticism from outside sources, to just a lack of belief in themselves. Decide now to be true to yourself and your dreams. Developing your business story and creating a clear message allows you to speak genuinely with passion. Here is a basic outline you can follow:

- **Share** your dreams and goals.
- **Share** your past career and satisfaction.
- **Talk** about your first experience with dōTERRA.
- **Tell** people why you share.
- **Invite** people to learn more.

The great part about following these simple steps is you are just naturally sharing your feelings. If you don't share these feelings, people will never have a chance to feel in their hearts if they should join your cause.

5. Give everyone the chance to choose their path.

When Kierston first purchased a kit of essential oils, we had no desire to participate in the business opportunity. Over the following year, we saw how it empowered our family to manage our health naturally* and we felt a desire to share that feeling. It is important to us that we give others the opportunity to understand how they can enjoy the benefits of essential oils at any level.

We need to explain the three paths of a user, sharer, or builder in a way that will allow people to choose where they feel the most comfortable. Giving people options takes the pressure off and allows you to meet people where they are. We nurture, educate, and serve people no matter what they want to do in dōTERRA. One of the greatest blessings from dōTERRA is being able to help people feel the power of these amazing oils. Thousands of people have been brought into my life and have become lifelong friends because of them. This is something that can also be a part of your life; it's up to you. 💧

■ Berny & Janet Marquez
JEROME, IDAHO, USA

No Excuses



Janet Marquez was raised in a home where her mother grew and dried herbs for natural health care, and Janet had been looking for something she could give her children that perhaps wouldn't be as time consuming. Then her sister-in-law Julianne Ellis gave her dōTERRA essential oils to try, and Janet got excited by how well they worked. She went to Julianne's dōTERRA class, and by the end, was ready to get involved with both the product and the business.

At the time, her husband, Berny, was working three different jobs as a police officer and going to school. Janet says, "He was doing a really good job supporting us financially, but at the cost of him being gone all the time. I got a really strong feeling that if I engaged in the business, I would be able to make enough to have my husband home, so I jumped right in with both feet. I knew that if I put my faith and my heart into this business, then it would give me what I was looking for."

Despite her initial goal, Janet soon realized that she couldn't force her husband to come home and help her with the dōTERRA business. She says, "I realized that I needed to be 100 percent in with what I was doing, whether Berny wanted to do it with me or not. I needed to stop having my own expectations and give him the choice to do what he wanted, whatever that was." Janet instead told Berny that she was soon going to be earning enough to surpass his income and he was going to

have new options with his career. Berny says, "Uncommunicated expectations are communicated resentments. Once she communicated her expectations, without the pressure for me to perform to them, I was able to make the transition into doing the business with her at my own pace." He has since been able to quit his jobs in law enforcement to join Janet full time in dōTERRA.

Especially because they saw each other so little, Berny and Janet's marriage had been struggling before they got involved in dōTERRA. Janet says, "I knew that dōTERRA could be enough to heal our marriage. Now, it's taught me how to forgive, how to create a team, and become the wife and mother that I always dreamed I could be. It really has saved our marriage, and now Berny is

my best friend." Before, Janet felt like a victim, and now she's learned how to be in charge of her life. She says, "Once you realize that your problems are your fault—you can change them. There are no excuses. I've made those changes and become the heroine in my own life because of the commitment I put into dōTERRA. It gave me a platform to decide that I was going to be a better person."

"Because of dōTERRA, I've been able to connect with my family in a way that I never did before." *-Berny*

3 SETS FOR SUCCESS

1

TOOLSET: "You can have all the passion in the world, but if you don't have a system that you're plugged into that gives you the direction of success, then you're just going to be putting a lot of heart and soul out there and not going anywhere."

2

MINDSET: "If you allow doubt or fear to come into your mind, you will be stopped and you won't attract people. You need to have complete commitment and know with all your heart that what you're doing is getting you where you want to be."

3

SKILLSET: "Learn how to ask questions, connect with people, find out what they want in their life, and then you can clearly offer what you have. Develop those skills, practice them, and give yourself time. If your first class is terrible, test, measure, and adjust. Keep trying."



"There's never a wasted effort. Everything you're doing is getting you to your goal. Don't give up. Don't let excuses overwhelm your desires for success." *-Janet*

■ Andrew & Mindy Rowser

LEAVENWORTH, WASHINGTON, USA

“With this business, I’m going to be as
SUCCESSFUL as I choose to be.”

RICH FROM GIVING

Mindy Rowser met Jessica Moultrie through a mutual friend on Facebook. Jessica kept asking Mindy if she was interested in dōTERRA, but Mindy wanted nothing to do with it. She had just moved to Southern California, about a mile away from Jessica, and Mindy invited her to a spa party. After meeting Jessica in person, Mindy was ready to get involved in a dōTERRA business right away.

As a massage therapist, Mindy thought she would just use the oils in her practice, but quickly found that people wanted to know how they could get the oils and if she was teaching classes. Shortly after starting her business, Mindy moved to Colorado and became experienced at traveling to support her team. She says, “I started traveling within the first four months of doing the business just to introduce it to friends and family. My four legs are all across the country.”

This June, her family sold all of their belongings and started traveling around to her team in a mobile home. She says,



“We wanted to serve our team and spend quality time with them. I was traveling a lot anyway, but it took me away from my family and that was not part of my goal. So, once we were Diamond and in a financial place where I could be the sole provider for the family, I decided to bring my family with me to visit my team.” Mindy’s husband, Andrew, resigned from his technology company in February to support Mindy in the business and be a stay-at-home dad, which Mindy says is a 180-degree change from where he started.

Andrew and Mindy have had many experiences since starting dōTERRA that have changed their whole perspective on life. In particular, they recently found themselves in a position where they were the closest family members that were able to take care of two relatives in foster care. At the time, both Mindy and Andrew were working full time and already had two young children to take care of. Mindy says, “Our lives got turned upside-down. Two children came into our lives with massive trauma who needed a lot of love and care. We wanted to give that to them. We wanted to save them and be their parents, and we couldn’t do it with everything we were doing in our lives.” So, they decided to take the leap as early as possible to bring Andrew home so they could be better parents for all their children. “Having those children really opened our eyes to how good it felt to help other people. We realized that it’s not money that makes you feel rich and satisfied, it’s being able to give to others.”

Now they’re able to live the lives they’ve always dreamed of. Mindy says, “We’re grateful every day that this opportunity fell into our laps and that motivates me to tell every single person that I meet that they can do this too.”



“I keep going because I have a why and mission that has developed that I never had before.”

CREATING BUILDERS

BRING OUT TALENTS.

“Don’t get distracted by comparing yourself to what everyone else is doing. Different people have different talents. Find what makes you special and what you’re really good at, and focus on that.”

FOCUS ON THEIR GOALS.

“Some people say to save your frontline positions for CEO-quality people. Most of us don’t have CEO-quality people sitting in our back pocket. My whole team has been built on helping my friends achieve their goals.”

ACCEPT THEIR PATH.

“Meet your leaders where they are. A lot of people want more from their leaders than they are ready to do. I help my leaders do their business the way they are comfortable with. I’m OK with whatever path they want to take, fast or slow.”

ENCOURAGE INDEPENDENCE.

“I try to get people independent from me as soon as possible. I want people to find their own style, teach their own class, and learn from their own mistakes. I help and encourage them, but I let them do things themselves.”

DeVola Samuelson

LONGMONT, COLORADO, USA

Enjoy Life

While working in the health-care field, DeVola Samuelson was introduced to dōTERRA by a friend who also had a medical background. Rigel Smith, an occupational therapist at her office who is also a Diamond, invited DeVola to a dōTERRA class. Four weeks after attending the class, DeVola asked Rigel for help with an issue. After trying the oils Rigel gave her, DeVola came back begging for a kit.

When the business opportunity was presented to DeVola, she found it appealing. She says, "It just blossomed from there." She started teaching classes and traveling out of state, all while still working full time. "It was really hard for me to think that I went to college to be a physical therapist and had all this training only to turn away from that to do a direct sales company." Soon, she saw that physical therapy and the essential oils actually complement each other well.

Over time, DeVola started moving away from her physical therapy job, going from full time, to part time, to only coming in as needed. She says, "Now, I'm able to travel all over the U.S., helping caregivers get educated on how to use essential oils in every aspect, whether they're a mom caregiver or a hospital caregiver."

She's been motivated to build her business in order to help people on a deeper level than she was able to

before. She says, "When I got started, I never knew all the potential that this would lead to. Now, I have so many more opportunities to help so many more people in a direct sales company than I did in the health-care industry. With physical therapy I would have to convince people every day of the importance of getting up and exercising. Now, I have the opportunity to share with people the blessing of being able to use essential oils for their health and wellness."

DeVola was inspired in her business by her parents, and continues to be every day. She says, "My parents are my heroes. My dad has worked hard his whole life. My mom is serious, dedicated, and focused on sharing dōTERRA. When my dad had a stroke, my mom was able to have an income because she is on my frontline. She shared with every medical professional she could during such a traumatic time. Her business continues to grow because she keeps sharing with people all the benefits of these oils. She inspires me daily with her belief."

After working hard in corporate jobs for so long, DeVola is excited to now have the opportunity to just enjoy life. She says, "There's a lot more joy in my life, I laugh a lot more, and I have a lot more time to enjoy my family and friends. Just enjoying life has been the best thing that's come out of this opportunity."

**"Always move forward.
Ignore obstacles."**



Grow As a Leader

CONNECT WITH EVERY PERSON.

"I cherish every single person in my organization. I make sure they know that when I have the opportunity to spend time with them."

MENTOR YOUR LEADERS.

"My favorite thing to do is to mentor my leaders. It's truly a success to see them achieve their goals."

EMPOWER YOUR LEADERS.

"In the beginning, I just started enrolling people. But, to be truly successful in this business, you have to empower your leaders to be successful first."

FIND THEIR PASSION.

"As leaders, we know how to be successful because we have so much passion, but we have to find our leaders' passions and goals, and that's where the true treasure comes from."

"dōTERRA is the catalyst to help you step out of your box and become whoever you want to become."

“There are things that are easy to do, and things that are hard to do. Only 5 percent of people choose to do the hard things. Be a part of that 5 percent.”



NEW dōTERRA DIAMOND

Julie Stoesz

NORTHFIELD, MINNESOTA, USA

dōTERRA Graduate

Because she was already involved in the business side of another essential oil network marketing company, it took Julie Stoesz a year before she agreed to try dōTERRA. She immediately noticed a difference in the aroma of the oils, and within a couple weeks had a strong experience that got her excited to share them.

Julie invited Justin Harrison to come out and speak at an event she held, and was impressed after hearing him talk about the compensation plan. She had felt stuck at her rank in her previous company, but she saw that with dōTERRA growing her business would be simple. She says, “I made up my mind then that I was going to be a Presidential Diamond.”

She kept working full time as a massage therapist while she grew her business, which, before long, left her feeling frazzled. But, even though she reached Platinum in a little more than two years,

she didn’t even go down to part time until almost four years into her dōTERRA business. Julie says, “I knew I needed to stop doing massage, but I specialized in the type of massage I did. I felt like I had a gift and was very blessed to be able to use it.” Then, she broke both her wrists in June of this year, and that forced her into retirement. “I did massage for 17 years and that was very much part of who I was, but I’m grateful to have my dōTERRA business. I don’t have to be afraid of my medical bills, and I’m not lying in bed at night wondering how I’m going to get back to work.”

When she started her business, Julie had problems with her car, her roof, and her windows, and didn’t have enough money to fix any of them. By her second year, her car completely died—right when she got her \$1,500 Power of 3 bonus. She had enough money to fix everything she needed to and buy a new car. Even the bank noticed how much her situation had improved.



Julie dropped out of college after getting married and never finished. Now, as a single mom, she views dōTERRA as her avenue for accomplishing something great. She says, “I’m going to graduate. I’m going to finish and complete this, and along the way many other lives are going to be blessed. This isn’t just about me. It’s about how many people I can help and give this same vision to. Why would I stop?”

Meeting People Where They Are

Find the dream.

“This isn’t just about you, it’s about helping others. You can’t just have a dream, you need to find others who have this dream and share with them. Find their needs and help fulfill them.”

Be respectful.

“You can’t push someone beyond their comfort level. You have to be mindful and respectful of the journey of those on your team. You can’t make them go faster than they’re going to.”

Dig in.

“This is about relationships and meeting people where they are. It isn’t just setting a goal and telling people your goal is theirs. You need to be willing to dig in, get your hands dirty, and work for it.”

Phil & LeeAnn Stork

PARKER, COLORADO, USA

DO IT FOR THE LOVE

LeeAnn Stork had always been the one who told her friend Kari Sammons about natural, alternative lifestyle options. But, the situation was reversed when Kari introduced LeeAnn to dōTERRA. LeeAnn and her husband, Phil, had already changed their lifestyle to help him overcome an illness. She says, “We were pretty passionate about natural living, so when we heard about essential oils we were cautiously optimistic.” They gave dōTERRA oils a try, and found that they worked again and again.

Content as a stay-at-home mom, LeeAnn wasn’t interested in getting involved with a business, but she started to feel compelled to share dōTERRA. She says, “It almost felt selfish to not share it, because I had something that I knew would help

people. Then, one day I looked at my husband and said, ‘I have a business and I don’t know what to do with it. I need to figure out how to run this.’ I really came into it through the back door.”

Phil was supportive of LeeAnn teaching classes, especially since it was a way for her to get out of the house and spend time with other women. In the beginning, he was working long hours at his job. When his dad passed away, he realized he wanted to rearrange his priorities. He took a big pay cut to switch to a job that would allow him to spend more time with his family. It was a relief for him when LeeAnn offered to try and grow her dōTERRA business to bring in some additional income for their family. She says, “That was probably the first time I really made a concerted effort. And, of course, when

you make a concerted effort, your income grows.”

Now, she’s been able to grow personally as well. She says, “My husband has seen me flourish into someone he hasn’t seen, because he’s watching me do something I love. This has challenged me and grown me in areas that I would never have developed otherwise. I’ve learned more about myself than I ever have before.” She knows her children are watching her, and she wants to teach them to go after what they love. Ultimately, she always makes sure to remind herself why she loves doing this business in the first place. “I love sharing oils with people. Whenever I’m not feeling motivated, it’s as simple as going out and sharing oils again and seeing someone’s whole world change.”



“Always be authentic. There’s a lot of freedom in doing this business your way and making sure that you’re true to who you are.”



Qualities for Growth

1 FOCUS ON CARING. “When you only focus on the business side of things, often it becomes more draining. If you instead focus on caring about others, then it naturally flows.”

2 MAKE IT ABOUT OTHERS. “Hitting Diamond was more about finding out what my leaders wanted. When it becomes more about you than the people you’re serving, then you’ve got it backwards.”

3 BE AUTHENTIC. “If people want to go fast, run with them. If people want to take it easy, let them go at their own pace, because that’s how they can be true to who they are.”

4 HAVE INTEGRITY. “When you become a leader, it becomes more about developing your own character and who you are when no one else is watching.”

“I look for builders with integrity, honesty, and sincerity. I love to build with those who genuinely want to help people.”

dōTERRA[®] *Alive* HIGHLIGHTS

GLOBAL CONVENTION | 2015

1. New Products Announced (not to scale in relation to each other)



dōTERRA Natural Deodorant



dōTERRA Cloud™ Diffuser



DigestTab™



dōTERRA Breathe™ Vapor Stick



dōTERRA Touch™ Kit



dōTERRA Emotional Aromatherapy Kit™
(Including the blends: Cheer, Console, Motivate, Peace, Passion, and Forgive)



Douglas Fir



Spearmint



Wintergreen
(Sourced from Nepal)



Ginger
(Sourced from Madagascar)

2. New Business Tools Launched

- Social Media archive
- PowerPoint presentations for every oil
- Sample Packs



3. Over \$250,000 donated to the **dōTERRA Healing Hands Foundation™**, the highest amount of any convention so far.



4. Over 5,500 visitors toured the corporate campus.



6. The mission of Cō-Impact Sourcing™ is expanding. We now source Wintergreen from Nepal and Ginger from Madagascar.

324000

7. Over 324,000 meals were eaten and 28,000 combined miles were walked over the four days of convention.



8. Next year's convention dates will be September 14-17, 2016.



9. Two Leadership Retreats have been announced for 2016:
• Long Beach, California, on February 4-6
• Orlando, Florida, on February 22-24.

RECOGNITION

10. The following number of accounts were recognized for rank advancing this year:

- 2,100 Silvers
- 787 Golds
- 206 Platinums
- 164 Diamonds
- 57 Blue Diamonds
- 11 Presidential Diamonds
- 2 Double Diamonds
- 1 Double Blue Diamond
- 1 Double Presidential Diamond



5. 27,000 attendees came from 34 different countries.

Fumika Uchida

OITA, JAPAN

THE Diamond Decision

“Make up your mind that you will do it and you will.”

When Fumika Uchida was first introduced to dōTERRA she had no interest, but she listened just to be nice. She had always thought that network marketing companies had good products, but she had many misconceptions about the way the business worked. Once she opened a bottle of essential oil, she fell in love with the products and felt strongly that she needed to get involved with dōTERRA. Immediately, people's faces came to her mind of who she would like to share essential oils with. She says, “I had a strong feeling that I needed to change my current lifestyle and my future.”

She decided that she would try out a dōTERRA business for one year, and if it didn't work out she would just use the

products for herself. But, with the help of Toshiya and Izumi Yanagihara, her business took off. Fumika says, “They made me feel like I could do anything. They taught me by their example the attitude of moving forward without stopping.” She now tries to cheer her leaders on in the same way the Yanagiharas did for her.

Her goal in dōTERRA is to help solve people's problems. She says, “I want all of my people not just to have the lifestyle they can afford, but the lifestyle they actually want.” Her long career as an office worker helped her develop the communications skills she needed to do well in this business and help as many people as possible.

When she shares with people, Fumika makes sure to let them actually use the products first. After that, she follows up in a few days to tell them about the

business as well. She makes sure to highlight the aspects of dōTERRA that she thinks will interest them the most as an individual. She says, “I tell them the things that I personally find exciting about the business, and that I really want to do this with them. I also emphasize that earning a commission is not as hard as they think.”

She makes sure that she never fails to follow up with anyone in her business as soon as possible. She says, “I want everyone I share with to continue using dōTERRA products, and I want to build a reliable relationship with them.”

Since she began, Fumika's focus has been Diamond, not just Silver or Gold. She says, “I believe that anyone who has decided to be Diamond will be one. Make up your mind that you will do it and you will.”

“There is nothing you can't do.”

CLASS TIPS

Have fun.

“Make sure to have fun while teaching classes so that people enjoy coming to them.”

Be consistent.


“Have regular meetings so people know where to go to enroll, gain knowledge, or get in touch with people.”

Motivate.

“Classes help motivate your leaders, grow your team, and share information with as many people as possible.”

Make friends.

“Build relationships with people by talking about things other than dōTERRA with an open heart.”

A photograph of Ana Leda Arias and Carlos Paniagua in a lush tropical setting. Carlos, an older man with grey hair, stands behind Ana, who is seated. He is wearing a dark suit over a light blue shirt. Ana is wearing a black dress and a necklace. They are both looking towards the right. The background is filled with various tropical plants and a small body of water.

“The products you’re sharing are beneficial to those who have this priority in life: their family. This is their most valuable treasure.”

NEW dōTERRA DIAMONDS

Ana Leda Arias & Carlos Paniagua

SAN JOSE, COSTA RICA

Multiply Blessings

“This is a real opportunity. If you will put in the time and do the work, you will receive the reward.”

Unsatisfied with the essential oils she was already using, Ana Leda Arias began a search for oils that were truly pure. Finally, she found them with dōTERRA and enrolled as a Wellness Advocate along with many other people she knew. She says, “The principles and values of the executives of this company are real, and the products are the best. In the years that I have known oils, I have never had a purer oil in my hands.”

Ana Leda had already been involved in network marketing companies before, so she began right away with the intention of building a business. She was already familiar with how to structure this kind of business, and she knew there were many people in Costa Rica who still needed to hear about the oils. She says, “From the beginning it was clear to me that I had a golden opportunity

that I was passionate about. I could share products that work in every way. Because of my experience and that of my husband, we began to share with everyone how this literally changed our lives.”

Her husband, Carlos Paniagua, was onboard with her dōTERRA business from the beginning. She says, “He is there to support me unconditionally in everything. He is the best companion and he gives me strength.” He travels with her wherever she needs to go, and they share their responsibilities equally.

Every convention they attended, Ana Leda and her husband would make the goal to advance to the next rank. Diamond Club helped them a lot for actually achieving Diamond. Ana Leda sees it as a competition with yourself. Her advice to others is: “Focus on what

you want and do the work. Take it one step at a time with responsibility, consistency, and transparency. You can do this; it’s for everyone. It’s not easy, but you can overcome your obstacles.”

Their goal is to be able to bring the message of dōTERRA to all of humanity. Ana Leda says, “Each day I know that within me is a divine being. That guides me and pushes me forward. I know I can achieve what I set my mind to because I have that determination and confidence.”

So much of their lives have changed since joining dōTERRA. Ana Leda says, “To have this opportunity to share with so many people has made us more human and more tender. As we give what we have and share the life that we have developed, our blessings only multiply.”

ADVICE FOR SUCCESS

- Focus on what you want and are truly passionate about.
- Get out every day to find people who have needs and use the products to help them.
- Support your downline.
- Make real, measurable goals.
- Take it one day at a time, one contact at a time.
- Trust your inner strength.
- Give thanks for your experiences and achievements.

*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.

■ Matthew & Janna Berry

FRANKLIN, TENNESSEE, USA

Live Your Life

“I always remember that we wouldn’t be Diamond if it weren’t for our leaders. They are the ones who got me to where I am.” —Janna

While her husband was going to school to be a chiropractor, Janna Berry was doing online business training as a stay-at-home mom. She decided she wanted to sell essential oils online, and started looking for the best brand on the market. Janna’s friend, who is a prominent doctor, was starting his own essential oil brand, so Janna asked if she could buy the oils wholesale. She was surprised when their friend said he was actually shutting down his brand so he could start with dōTERRA, and he invited Janna to join him.

Janna and her husband, Matthew, decided to do dōTERRA, and Janna committed to making it happen despite their busy schedules. She says, “Make the commitment to yourself to step

over the laundry and leave the dishes in the sink for the first nine months to a year, because you’re going to be busy. You’re building a pipeline, and you’re going to have to make sacrifices up front.”

She makes sure everyone she shares dōTERRA with knows that it’s not a get-rich-quick scheme. Janna says, “This is a marathon, not a sprint. Don’t expect to immediately replace your income. This is a lifetime commitment to creating residual income.” Matthew adds, “The majority of the time, this business takes hard work. If you work hard, in a year or two you’re going to be in a completely different place in every area of your life. It will be completely worth it.”

Building her business with a toddler in a tiny dorm room where Matthew was

going to school, Janna could easily get overwhelmed. Matthew says, “In the beginning you’re learning to grow a business and balance the rest of your life, so everything becomes a challenge. We really had to learn what priorities mean.”

Matthew has now been able to “retire” from chiropractic school, and he and Janna have found themselves in a place of financial freedom for the first time in their lives. They hope to be able to help retire each other’s parents as well, and help as many people as they can find the same freedom that they have. Matthew says, “You only live life once, and you only have so many years in your life. dōTERRA is a way for you to live that life in the way you’ve always dreamed, and even in ways that you could not have dreamed.”

“After all your hard work, you will have an incredible harvest.”
—Matthew



DIAMOND TIPS

DON'T QUIT.

“Sometimes if people don’t reach the goal they had in mind, they get disappointed and want to quit. Know that goal is long-term, and continue to be persistent. If you don’t quit, you win.”
—Janna

BE YOURSELF.

“If you try to be someone else, that’s not true to who you are and you’re not going to succeed. Love yourself and be who you are, rather than trying to do things perfectly or follow a script.” —Janna

GET OUT OF THE WAY.

“Let the oils sell themselves. You don’t have to come up with the perfect slogan, because you have engaged yourself in selling something that works. We don’t have to add anything.” —Matthew

FOCUS ON OTHERS.

“This isn’t really about your success; it’s about the success of every single person on your team. If you always keep that mindset of helping them be successful, then you succeed.” —Janna

*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.

“Don’t wait for the right time to come. The timing will never be right for anything important in life—getting married, having children, or starting a business. We have to make it happen.”



NEW dōTERRA DIAMOND

Claudia Calderon

WOODHAVEN, NEW YORK, USA

“The benefits of the essential oils have no price.”

Claudia Calderon was first introduced to dōTERRA by her friend Delmar Ahlstrom, who approached her about the business aspect. Claudia had worked in sales before and was currently studying to become a healer, and wasn’t interested in getting involved in a business. A few years later, she attended a class taught by a doctor who talked about dōTERRA essential oils, and Claudia remembered that Delmar sold them. She called her friend and asked her to help her get them.

Because she quickly saw the benefits of the essential oils, Claudia dropped everything to do dōTERRA full time right away. She says, “I said I was going to be a Diamond, and I knew that it would happen because I honor what I say I’m going to do.”

As a single mother of two college-age girls, Claudia knew she had to succeed at dōTERRA because she had no

other option. She says, “You will either succeed by inspiration or desperation. I was desperate.” She knows that it’s important for everyone to have a strong why to drive them forward in their business. “They have to know why, after working eight hours at a stressful job, they are going to go out and sacrifice their time and their family to do something else. If they’re passionate about it, then it’s going to be easy.”

She had a lot of excuses for why she couldn’t do this business. Claudia is originally from El Salvador and struggled with English. She taught a lot of classes for Spanish-speakers, but had limited materials that were available in Spanish. She is a single mom and she didn’t have a car to travel to classes. But, she says, “I said I was going to do it, and I did.” Rather than letting those obstacles limit her, she overcame them.

Growing up in El Salvador, Claudia lived in a war zone. She never knew if she was going to live through the next day. Claudia moved to the United States when she was 19 years old and seven months pregnant. She says, “I moved so that my children could have a better future than I did. I came looking desperately for freedom and an education.” She knows that many people in her community came for the same reasons, and she is motivated to keep working because she knows she can help them find what they’re looking for with dōTERRA.

“If I can do it, anybody can do it,” Claudia says. “Maybe I don’t speak English well, but everyone can understand the language of the essential oils. It’s so easy; you just have to open a bottle. You just have to believe in yourself and it works.”

A Universal Language

Placing a Team

LEARN FROM MISTAKES.

“I’ve had people fall out of my business before, and that was a blessing because I learned what to do and what not to do.”

ASK THE RIGHT QUESTIONS.

“I’ve learned to ask if people are going to be committed to work, to placing their LRP, to teaching classes, and to being accountable.”

LOOK FOR GOOD QUALITIES.

“I look for people who have patience, who love the oils and are products of the product, and who love sharing and helping other people.”

DON’T PUT PRESSURE.

“If people tell me they don’t want to be a leader, I place them where they won’t feel any pressure until they’re ready.”

Jared & Mindy DeGraffenried

BLUFFDALE, UTAH, USA

WAKE UP TO Greatness

“We love helping people wake up to their greatness and their brilliance.”
-Mindy



Jared and Mindy DeGraffenried had always tried to live a natural life, so once they were introduced to dōTERRA essential oils and saw their effectiveness, they were hooked. Jared says, “We realized this was something important and amazing that we couldn’t just walk away from. This was life-changing for us, and it could be for other people.”

Mindy was careful about joining a dōTERRA business before she knew what it was like. So, she went to Colorado to do a booth with her future upline before signing up. She was impressed with how popular their booth was, and when she came back she and Jared decided to invest their tax return and buy a Diamond Kit. They jumped

right in and hit Silver in three months. Mindy says, “We thought we were hot shots, then it was almost a year before we hit Gold, and then we stayed at Gold for three and half years. We learned to stay committed and consistent, and how to support those who are going through this same journey.”

As a computer programmer, Jared was in and out of his well-paying job as he tried to put his focus on dōTERRA while supporting their family. Mindy did the business mostly on her own for four years, until their income finally matched Jared’s, and some struggles in their family made it necessary for her to give 100 percent of her attention to her children. Jared started doing the business on his own and had a huge learning curve to overcome in the business, but over time he did it. Mindy says, “Jared is fearless. He will just jump in and do it even though he doesn’t know what he’s doing or if people are unsure about him. He’ll gain their trust, and he’ll figure it out.”

Because they felt stuck at Gold for so long, the DeGraffenrieds struggled with a lot of self-doubt. Mindy says, “We felt like we were working hard but not getting anywhere.” Finally, they had a shift where they realized their true goal was to become the kind of leaders that looked out for the best interest of their team. Jared says, “We know the people on our team can do amazing things, and they want to, they just don’t know how. We need to help them see the beauty and the excellence inside of them, and believe in them even if they don’t believe in themselves. Our biggest motivation now is to lift people up.”

After losing a baby in childbirth six years ago, Mindy struggled emotionally. She says, “My arms were ready to hold a baby, but they were empty. Then, this business came and I was able to go out and serve. I was able to use the energy, love, and compassion in my heart for something that was beautiful.” Jared adds, “We thought we had to be someone great to touch people’s lives, but what we’ve discovered is that everyone is great once they start believing it.”



“Let your light so shine before men, that they may see your good works, and glorify your father which is in heaven.”

-Matthew 5:16

BELIEVE IN YOUR TEAM

- 1 **BE INDEPENDENT.** “Fire your upline. Cut the umbilical cord. We had to grow up and wake up to our own potential and inspiration.” -Mindy
- 2 **HONOR YOUR GIFTS.** “We learned to trust not only our own inspiration, but that of our leaders. We want to honor the gifts that they have.” -Mindy
- 3 **LIFT PEOPLE.** “Our goal is to lift people up. I want them to learn, grow, and benefit from this business.” -Jared
- 4 **GUIDE THEM.** “We want to lift those who don’t know what questions to ask or what step to take. We believe in them even though they don’t know what they’re capable of yet.” -Mindy
- 5 **GIVE HELP.** “There is a lot of personal development that has to happen to make this business work. It’s become a vehicle for us to give that to people.” -Jared

NEW Compliant Business Tools on doterra.com



With the new compliance regulations, it can seem difficult to have any presence on social media as a Wellness Advocate. Especially for those who are already busy with the routine of follow-ups, team calls, and classes, taking care of social media or making a PowerPoint can seem like a lot of extra work. But, it is not an impossible task. During the 2015 Alive Convention, we released a few tools that will help you in your efforts to build a business, both online and in your classes.

1. The Social Media archive. The newly launched Social Media archive on doterra.com is filled with ready-made compliant posts. Download any image you like to your computer and then upload it to your chosen social media platform. You can still share anything you find on doterra social media sites, but with the archive you can also have high-quality images and content coming from you personally. The posts are separated into different categories such as "Business Tips," "DIY," and "Essential Oil Passport." With these posts, you can recommend unique ways to use essential oils or inspire your team. We will also continue to update the database with new posts over time.

2. Product PowerPoint slides. If you want to focus on any oil in particular during a class, we have begun a database of slides that cover each essential oil. Also found on doterra.com, each slide beautifully displays the essential oils with both a photograph and compliant information on its use.

3. Sample Packs. The sample packs come with 10 cards that have three 0.5 mL oils attached per card. There are two different packs available. One is a "single pack" with Lavender, Melaleuca, and Peppermint. The other is a "blend pack" with Breathe, doterra On Guard®, and DigestZen®. The sample packs are a great way to share doterra without having to create each individual sample yourself. 💧

Roger & Emmanuelle Duce

LONDON, UNITED KINGDOM

“Have a will that’s larger than the obstacles before you.” –Roger

Roger Duce worked with Emily Wright before she and the other founders started dōTERRA. He kept in contact with her, and eventually decided to join dōTERRA as a corporate employee. At the same time, Brianne Hovey wanted Roger’s wife, Emmanuelle, to join her in dōTERRA as a Wellness Advocate.

At first, Emmanuelle was not interested. She had a very busy job and no time for anything else. A few years later, she had to leave her job for health reasons, and Brianne approached her again about dōTERRA. This time, Emmanuelle discovered that the product really worked and other people wanted it. Before long, she made the decision to become a Wellness Advocate.

When Roger quit his job to join her, it was a transition for both of them. He says, “It was the first time that I really had to confront that I was involved in network marketing. Being a corporate employee

for a network marketing company was not much different than any other job. Now, I had to look myself in the mirror and say, ‘You came to England to get an MBA, and now you’re a network marketer.’ That was a challenge for me.”

Both Roger and Emmanuelle had been managers before, and they quickly learned that that style of leadership does not work in a dōTERRA team. Emmanuelle says, “You can enable or you can empower. If I do everything for people, that sends the wrong message. Putting the ball back in their court and validating their choices is much more powerful. Since doing that, we have seen our team moving on their own, because we are not hovering over them.”

This change in leadership style also made their jobs easier. Emmanuelle says, “In the beginning, we lived and breathed dōTERRA and we lost ourselves in it. We forgot what this is about. The core

of dōTERRA is self-care, and if we’re not doing that, how will anyone else believe us when we tell them to?” Roger adds, “If you’re going to be a leader, people need to see in you something that they desire. We were talking about an opportunity for them to regain their life physically and financially, and yet we didn’t have any of those things. We had to step back and reevaluate, and once we did that, things fell into place.”

Now, they no longer have to worry about their finances and they can help others have that same feeling of security. But, what they’re doing with dōTERRA goes far beyond that. Roger says, “In most of the corporate jobs I’ve had in the past, I was working to make a salary, not to make a difference. dōTERRA is more than a job, it’s something that you can engage in to deliver benefit to a lot of people. It’s just so rewarding. That’s what life should be about.”

GROWING dōTERRA IN EUROPE

People are more cautious. “In Europe, people are a bit more cautious and slower in decision-making than in the U.S. They will take a tiny bit longer to become a member and need to have more reassurance.” –Emmanuelle

There are many languages. “There are so many different languages in Europe, and that’s a little bit of a hurdle for a lot of people. If there aren’t materials in their language, it’s hard for them to take an interest.” –Emmanuelle

Their leaders are pioneers. “The U.S. started with a very solid core of leadership right off the bat who had a vision that was much larger than what the current situation was. What is needed in Europe is that leadership, people who are willing to be a pioneer and do things before systems are in place.” –Roger

It’s not that different. “At the end of the day, people in Europe have the same issues, hurdles, and obstacles as people in the U.S. Now that we have several Diamonds in Europe, I think there is going to be an acceleration in growth in the next few years that I’m excited about.” –Roger

*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.

WHAT *Life* IS ABOUT



“If circumstances in life cause you to lose your ability to dream, then you tend to live in a negative bubble. You live, breathe, and attract negativity. In dōTERRA, if you want to transform your business, you have to be positive. There is no other way. You open yourself to so much more.” –Emmanuelle



The Most Beautiful Thing

“Believe in yourself. Give yourself time and space to grow, and do the same for your people.”

NEW dōTERRA DIAMONDS

Yuwei Feng & Changpu Yu

SEATTLE, WASHINGTON, USA

Yuwei Feng had her second child when she turned 40. She had worked long and hard her whole life in the medical field as a doctor, later moving into medical research and health-care management. She noticed that the stress from her work was taking a toll on her health, and she wanted more time to spend with her children. That was when she first decided to get involved in network marketing. She says, “I wanted to be my own boss and take back control of my life.”

After working with a different company for seven years, Yuwei was approached by a friend about switching to a dōTERRA business. Yuwei said no right away, but her friend also put a few drops of essential oil on her. By the next day, she was amazed at the results she had and started using the products regularly.

Yuwei did some research online and was impressed with the vision of the company. She says, “The more I learned, the harder it was for me to walk away from the business.” One day, her husband, Changpu Yu, asked her why she wasn’t doing a dōTERRA business, since he had seen how much she loved the products and how happy it made her. She replied that she loved everything about the company and knew it was a great opportunity, but was worried about giving up her current business to start over from the beginning. Changpu responded with her own words that he had heard her tell her downline, “Life is about making choices. Sometimes we need to learn to give up even good things in order to receive the better or best gift.” With her husband’s encouragement, Yuwei decided to go for dōTERRA.

Because of all that she learned from her previous network marketing

experience, Yuwei knows that attitude is the most important thing in this business. She says, “When you encounter challenges, no matter how big, if you have the right attitude the whole world will be different. Your positive attitude will influence others and your journey will be full of joy.” She has seen that for most people, the biggest challenge is their own self. “You have to change yourself before you can change others. Look at everything as an opportunity to improve and become a better leader—then it’s not a problem at all.”

Now, Yuwei can say that joining dōTERRA was the best decision she ever made. She says, “This business has helped me grow so much personally. It has made me a better mom, wife, friend, and leader. I am so grateful for everything dōTERRA has given me. It is the most beautiful thing I have ever done.”

4 Vital Aspects of a Business Opportunity

PRODUCT	COMPANY	COMPENSATION PLAN	TIMING
“The dōTERRA products speak for themselves. They are not only natural and effective, but work quickly and are simple to use.”	“dōTERRA has a clear mission to share the gifts of the Earth with integrity and help people in need with a big heart.”	“The dōTERRA compensation plan is very clear and simple. Most importantly, it’s reasonable and achievable.”	“Even though dōTERRA is growing very fast, it’s still in its early stages with plenty of empty markets and a global opportunity.”

*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.

Barrett & Cara Fines

CORPUS CHRISTI, TEXAS, USA

Worth It

When a friend told Cara Fines she was using dōTERRA essential oils on her baby, Cara and her husband, Barrett, started researching essential oils. Cara says, “I thought it sounded crazy, but I was looking for something different.” A week later, someone invited her to a dōTERRA class, and Cara took it as a sign that she was supposed to get involved. She bought a kit and quickly saw the oils benefitting the lives of her family.

Cara began sharing the oils and posting about them on Facebook, and people started asking her about them. She says, “You can’t just give someone an oil.

They need education. So the next thing I knew I was traveling around educating people.” Her upline Gina Kiesel noticed all her enrollments and reached out to her, asking if she would be interested in the business opportunity.

At the time, Cara was working part time as a speech pathologist, trying to stay at home with her child. She realized she was already doing a dōTERRA business and it would enable her to quit working and stay at home more. She watched the live stream of Convention that year, and was so impressed she decided to commit to dōTERRA.

As she started putting in long hours with little revenue, Barrett was at first confused and overwhelmed by what his wife was doing. Cara realized she needed to have a conversation with him and tell him her intention with her dōTERRA business. She says, “After that, it switched. From that point on he saw the vision and knew that I was doing this for our family.” She had to sacrifice time with her family, but she knew it would be worth it. “There were times when I wanted to quit, but I had to remind myself that my family is worth it. Nothing is free. I needed to invest money to make money, and I needed to sacrifice time with my family to get more time with my family.”

When she saw Gina reach Diamond, Cara realized that it could be a possibility for her too. She made a decent salary as a speech pathologist, but racked up a lot of student loans in the process of becoming one. By reaching Diamond, she is now on track to paying off those loans, something that would never have been possible before. On top of that, she is able to stay at home with her children and do something she loves. She says, “I feel like there’s never a bad work day with dōTERRA. It’s like nothing I’ve ever seen.”

“I’m doing this because it’s changing people’s lives.”



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Finding Builders

Go beyond enrollments.

“Because of my passion and heart, I was really good at enrolling people, and my frontline was growing huge. My hardest part was finding builders.”

Seek them out.

“If I just sit here, I won’t attract leaders like a magnet. I’m going to have to go find them and seek them out.”

Find their why.

“I realized that I not only needed to have my why, but I need to help people see their own why, and then we can actually build something together.”

Start where you are.

“I start by asking them what they’re passionate about, not what they’re doing day-to-day, but the root of what truly drives them.”

Focus on passion.

“We all started at the same spot. We all have to attract our leaders as Elites. That’s why we have to have confidence in our passion and help others do the same.”

“I want this to spread to everyone, and keep getting oils into people’s hands.”

Darren & Rosie Gremmert

CEDAR HILLS, UTAH, USA

Give Back

Rosie Gremmert went to her neighbor's dōTERRA gathering just to be nice. She already used essential oils and wasn't looking for anything new. But, when she tried the samples she received, she had to ask herself why she was getting better results from these essential oils than she had with any other ones.

It was while attending convention that year that Rosie realized that a dōTERRA business could be the key to getting her husband, Darren, out of his factory job.

She says, "He's clocked in and out and we've been at the mercy of negotiations with the union for decades. There have been times where he's been laid off for years. I've had situations where I didn't even have the gas in the car to be able to take my sick babies to the free clinic." With no retirement in sight, they knew that both of them would have to work until they couldn't anymore.

Rosie has always lived her life helping others. She is a CNA and worked in respite and hospice services for years

prior to dōTERRA. She's volunteered with several humanitarian organizations, and she saw that dōTERRA would be a way for her to continue doing that on a larger scale. She says, "Giving back is huge part of what my family stands for and why we do what we do. dōTERRA has become a way that we are going to be free to do humanitarian aid."

As she built her business, Rosie encountered plenty of challenges along the way. Her mom passed away from cancer while she was doing Diamond Club for the first

“Connect with the people on your team. Honestly find out what their goals are and then help them reach those.”

time. She says, "It's not that they were stressful times, but we've had stretch-ful times." Though her husband has never been directly involved in her business, Darren has been an unhesitating support through it all. "He's always there to do the dishes, support the family, or keep things running. He's always behind me 100 percent." Darren will be able to retire from his factory job in April next year and have his whole life ahead of him in return for all the hard work he has put in.

"Before, we were not even living paycheck to paycheck," Rosie says. "We did not have enough." Now, they are going to be able to retire and move next to their children and grandchildren and have more than enough to give back and serve others. "I feel like all the things I did in my life before dōTERRA were stepping stones to build the skillset I needed to be ready when this came into my life. This mission is bigger than any of us, and I'm grateful to be a part of helping that go forward."



How to Get Unstuck

FEELING STUCK? "Sometimes people want to grow and move forward, but they feel stuck. They keep trying different things, or they feel like they're doing a lot of work, but they're not moving forward and they can't quite figure out why."

MOVE FORWARD. "You just have to pick a path and start on it. Just like a boat, if you're not moving forward, you can't make a course correction. You can't just sit at the fork in the road, take a few steps this way, then that way, and not go anywhere."

PICK A HABIT. "If you're not progressing in your business like you want, just pick one simple habit and do that. Whether you're teaching classes, putting oils on people, or doing events and booths—just start and stick to that one thing."

SEE CLEARLY. "Once you're doing something, it will become clear to you the other things that you can do to make everything move forward. But, if you just keep sitting there being unsure about what you should do, you'll never go anywhere."

“YOU CAN MAKE SUCH AN IMPACT IF YOU THINK OUTSIDE OF YOURSELF AND GO HELP AND SERVE.”



“We always look at how we can help people overcome their problems rather than focus on the problem itself. We ask ourselves, ‘How can we be solutions providers?’”

NEW dōTERRA DIAMOND

Jared Jarvis
HIGLEY, ARIZONA, USA

PROVIDING SOLUTIONS

The third generation in a family of real estate brokers, Jared Jarvis grew up in a sales environment. As a child, he remembers having Zig Ziglar over for dinner. He wrote a book report in junior high on *How to Win Friends and Influence People*. He joined the family business after college, partnering with his mom, Marcia. He also got involved in a direct sales company that eventually got shut down by the Federal Trade Commission. He says, “After that point, I swore that I would never again get involved with direct sales.”

Then, Marcia was introduced to dōTERRA essential oils and fell in love. She got involved in the business and kept inviting Jared to join her—but he didn’t want anything to do with it. Finally, one night she used her spare key to sneak into his house and install

a diffuser in his room. He woke up in the middle of the night, saw the mist coming out of it, and thought his house was burning down. The next morning, he noticed what a difference the diffuser had made for him. He says, “Because she ambushed me with essential oils, I realized that maybe there was something more to this.”

Jared refused to tell anyone about the oils, until a friend came up to him at the gym asking him what he was using that was helping him so much. Jared gave him a sample, and a few days later his friend called him back wanting more. Jared says, “From that point on, I was hooked on sharing oils. Someone actually came to me asking for information, and I fell in love with sharing.” He started having his mom teach classes for him, until two minutes

before his third class started, she handed him a paper, told him he would do great, and sat down. By the end of the class, everyone enrolled and he was hooked on teaching as well.

In real estate, Jared made no money unless he had a sale. After the real estate market crashed several years ago, he could put in lots of effort for months and not see a paycheck. He only took time off when he was sick. Now, he says, “I’m grateful to be in a career where I can have time to spend with my family and do things that are important.” He loved helping people find the perfect home as a real estate agent, but he is able to make an even greater difference in people’s lives with dōTERRA. “I couldn’t imagine doing anything else. I love the quality and integrity of this company.”

THE OIL SHARING CLUB

THE PROBLEM

“We realized that when people want to start building a business, they run into the challenge of simply not having enough oils to share.”

THE SOLUTION

“Marcia and I put all of our oils together and started our first oil sharing club. We got people together and helped them get the oils that they need to share each week.”

THE METHOD

“They came to us with a list of people who were prepared to receive samples. We agreed to provide the oils if they provided the people.”

THE RESULT

“We saw a fantastic result. It made a difference in their confidence to approach people because they actually had oils to share with them.”

“We enrolled our leaders in the vision of what they could create. We took ourselves out of the equation. It wasn’t about me reaching Diamond, but helping my leaders reach their levels of success.”

*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.

Corporate Campus Expansion

As dōTERRA continues to grow at a rapid rate, the corporate campus is also expanding to keep up. As a result, Phase 2 of construction launched sooner than anyone originally expected. Now, a year after the completion of Phase 1, Phase 2 of construction on the dōTERRA corporate campus is complete.

To celebrate the expansion, executives held a ribbon-cutting event in the newly finished auditorium, and talked about the vision and mission of dōTERRA. Various government officials, business leaders, Wellness Advocates, and employees attended the gathering.



Member Services extension. The fourth addition to the corporate buildings provides room for the growth of Member Services, as well as an auditorium and two reception areas.



Product Center. Here, Wellness Advocates and customers alike can come to purchase and pick up essential oils, blends, and oil-infused products. The Product Center also features informative videos and a children's play area.



Auditorium. With seating for 279 people, this room was designed with the help of acoustic engineers to help maximize sound quality in the space. The auditorium sits 5.5 feet lower than the rest of the campus, providing extra space for stadium seating.

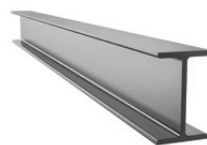


dōTERRA Spa. With three treatment rooms that offer services from facials to massages and even the AromaTouch® Technique, the spa helps you relax as you experience the incredible benefits of essential oils.



Production Facility. With nine production rooms and eight precision filling machines, production teams work 24 hours a day, five days a week to produce and package all the essential oils, beadlets, and labeled international cosmetic products offered by dōTERRA.

Construction material used to create the campus includes:



3,020 tons of steel



Approximately 100 miles of electrical wire (just over 500,000 linear feet)



Nearly 30,000 feet of rectangular ductwork (over 193,000 pounds of galvanized steel) with an additional 16,500 linear feet of round duct



22,743 linear feet of copper refrigeration lines



More than 75 percent of the debris hauled away was taken to recycling facilities

More Production Facility facts:



Over 1,000,000 man hours invested to complete the entire project.



The facility has over 3,000 pallet locations.



Essential oils are stored in 1 ton stainless steel tubs before processing to ensure quality and safety. On a monthly basis, between 5.5 and 6 million bottles of essential oils and blends are produced.



Built with future plans in mind, the warehouse can be expanded by dropping the back wall. An addition could then double the size.



The existing building is equipped with 16 solatubes and many more skylights to take advantage of natural light. The climate of the building is also carefully maintained, including a cool storage room, to help preserve the quality of the essential oils.

Josh & Season Johnson

MAMMOTH LAKES, CALIFORNIA, USA

Beauty from Ashes

At the end of 2013, Season Johnson's two-year-old son, Kicker, had a serious health need. She says, "That diagnosis rocked our world. It was something I never would've imagined." Within days, her sister brought her dōTERRA essential oils and told her to try them. Though Season was a nutritional therapy practitioner, she didn't know much about essential oils, but she was desperate enough to give anything a try.

Season saw amazing results with the essential oils, along with diet and alternative treatments she had always used. As she shared about their journey on social media, other families started reaching out to her for help with their children that had the same health need. Season says, "All of a sudden, I found myself on the phone all day long, between taking my son to appointments for health-care, talking to these families, and sharing what we were using to help our son."

Eventually, this grew into Season starting a nonprofit in honor of Kicker. She says, "The foundation is educating families on helping their children thrive." Then, a friend offered Season a ticket to the dōTERRA convention. Season thought it would be a good idea to learn more about the science behind essential oils. She really hoped that it wouldn't end up being a convention about sales. She says, "Of course, I went and it was incredible, inspiring, and educational. I came back not only super empowered with all this education, but I also now felt an obligation in my heart to get this information out there. I knew it could be such an instrumental tool in helping people."

Right after convention, she went home and called five people and invited them to join her in building a dōTERRA business. All of them said yes. Season says, "If they would've said no, I would've picked up the

phone and called someone else, because I wanted this to happen. I wasn't going to wait for anyone."

She knew right away that she would hit Diamond before the next convention. She had closed her practice to care for her son so the checks that started coming in from dōTERRA were a huge blessing for their family—but that was not her true motivation. She says, "I know what I'm capable of with the knowledge and information that I have. I'm not going to doubt for a second that I have the ability to reach thousands of families with dōTERRA." She didn't let anything stop her, and she reached Diamond in eight months.

"dōTERRA has made the suffering and the heartache of what we've gone through with our son not seem in vain," Season says. "To have this opportunity to educate other people and grow a successful business in the midst of what would otherwise be a pretty devastating life season, has allowed us to see beauty from the ashes."

"Because I had my own point of desperation with my son, I saw the desperate need that people have to get this information. How dare I keep this to myself?"

TAKE IT INTO YOUR HANDS

GO FOR IT.

"Don't sit back and wait. Don't get frustrated if you have a leg that maybe is not growing as fast, or a builder who is much slower moving that you can help."

TAKE CONTROL.

"You can basically take complete control in your hands and in turn be educating and encouraging your builders to still be successful."

DO WHAT YOU CAN.

"Instead of sitting back and getting frustrated and deciding it would take me longer to hit Diamond, I decided to keep doing everything I can to reach my goal."

ALLOW AUTHENTICITY.

"I didn't want to push my builders. I wanted them to grow their business at their own pace. I wanted them to feel authentic; they didn't need to mimic what I was doing."

INSPIRE OTHERS.

"Because I was taking it into my own hands and moved at the pace I wanted to move at, I in turn helped inspire some of my builders to move faster as well."

Emma Knight

ROCKINGHAM, AUSTRALIA

Heart Work

“He who has a why can endure any how.” –Frederick Nietzsche

At a raw food course, Emma Knight met her future dōTERRA mentor. Though she was familiar with essential oils, Emma resisted enrolling with dōTERRA until she used the oils for herself. She says, “There was something very special about them that I had not experienced before, and that was even before I started seeing the amazing things that they could do.”

Emma wasn't too excited about the business opportunity, until she held her first class. Twenty-five people, most of whom she didn't know, crammed into her tiny kitchen. She says, “When I saw the light that my upline was passing on to these people and the gift she was sharing, I knew that this was what I wanted to do for the rest of my life.”

She feels like she really did start at zero as a leader. She says, “I didn't have a great deal of sales experience, I had

no people skills whatsoever, no true networking experience, and I really lacked a belief in myself.” Because of these challenges she had, she knows that anyone can achieve what she has. “I love to show people that they don't need to be a perfect fit for this business, as there is no such thing.”

Her husband is in the defense force and was gone most of the time, so Emma built her business to Diamond with her young son alone. She says, “It was my mentor who I would call when I faced challenges or doubts. She went far beyond what she had to for me. She stepped up like an angel and was my strength when I had none.”

Before dōTERRA, Emma felt passionate about changing the health of the world, but felt stuck in a life where she worked just to pay the bills. She says, “I didn't feel like I was living the life I was meant to

have, and I certainly wasn't the person I had a vision of being. My light was dulled. Now, I get to live my passion of helping people discover their inner power and I get to help change lives every day through essential oils.”

She can't help but share what dōTERRA has given her with everyone. Emma says, “I call rank advancing ‘soul advancing’ because every step of the way we are emerging and discovering more about who we truly are. With dōTERRA, you begin to own yourself and your power within. It is such a beautiful process, and to watch others go through that is the ultimate gift.”

Now, she feels like she has found freedom. She says, “I have finally found joy in everyday life. Not a day goes by where I don't change someone's life in some way, and I wake up every day excited for what is to come.”

Success Secrets

Attend everything you can. “Get to absolutely every event, workshop, and training that you can, as many times as you can. Attending events is an amazing opportunity not only to learn and gain knowledge, but to be inspired and learn how to teach, lead, empower, and inspire others. Events will give you the tools you need to succeed. Even if you have been to an event a dozen times, you will learn something. This is how you grow.”

Be the leader you want to attract. “A leader is strong and resilient, stands up when everyone else pulls back, listens, supports, mentors, nurtures everyone, and goes the extra distance when things get challenging. I certainly wasn't those things when I started on this path, but on this journey of self-discovery I became those things and attracted amazing leaders whom I love dearly.”

Don't let fear stop you. “From the moment you decide to share oils, you step onto a path of growth and self-discovery where you are likely to face challenges. You reach the rank you are ready for, so if you get stuck it's time to look at what is blocking you. I was always waiting for my fear to go away before I started my life. My journey with dōTERRA has shown me that fear doesn't just disappear. I wasn't going to suddenly wake up one day without it, but I can choose to create that courage that will help me go farther than I ever thought I could.”

Believe in yourself. “You need to believe with all of your heart that you can succeed in this business and that this business can succeed for you. When you project that into every single thing that you do, it won't matter whether you're an Elite or a Diamond, you will be able to empower and inspire not only yourself but everyone around you. When you believe in yourself, you will attract amazing people who are ready to shine along with you.”

“Be you in your own brilliance, and you will attract those who resonate with you and want to hear what you have to say.”



*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.



Tanya Maidment

BELMONT, AUSTRALIA

“Concentrate on serving others, but always put yourself and your family first.”

All it took was one drop of Peppermint in a glass of water for Tanya Maidment to fall in love with dōTERRA. “I had no idea that essential oils could be so powerful,” she says. She had experience with several direct selling companies and had always known that it was a great business model, but she had never found a product she truly loved, or a company that inspired her.

Within a week of receiving her first products, Tanya found herself involved in the business because her friends all wanted to learn more about the oils. She already had a healthy living business, and saw that the oils would fit well with that. She says, “I saw that it was an opportunity to work from home, follow my dreams, live my passion, and change lives.”

Though she had never been a good salesperson before, sharing dōTERRA

came easily for her. Tanya says, “I genuinely want to help people. I believe that when people experience the oils for themselves and realize how powerful they are, then the oils speak for themselves. I can then guide people on getting started with sincerity and a realistic assessment of the likely results.”

Her husband supported her as she grew her business because he saw how important it was to her. Tanya says, “He doesn’t let me get away with excuses. He’s very good at making sure that I keep focused on the important things.” As she has grown her business, she has realized the importance of delegating and making sure that she uses her time wisely. “Communicating with your spouse is critical so that you can both agree on each other’s strengths for supporting and growing your business.”

Tanya made the goal to reach Diamond because of the life it would provide for her family. She says, “I also wanted to inspire others to live healthy, sustainable, and abundant lives.” She has learned the importance of pressing forward, even on bad days. “Remember why you started sharing these oils. Be patient and listen to your intuition.”

Since starting her dōTERRA business, Tanya’s life has been filled with love. She says, “I love what I do now. I love teaching people about the many benefits of essential oils and how they can help us live our passion and purpose. I have met the most amazing people, heard the most inspiring stories, and seen lives transform.” Her family now has the financial freedom to choose what they want to do with their lives. She says, “I’m so excited for what the future holds and the adventures that are coming our way.”

ADVENTURE
AWAITS

“Share the oils at every opportunity, build strong relationships, and be a good listener.”

TEACHING A STRONG CLASS

Condense information.	Simplify the message.	Share the business.	Spend individual time.
“Keep it short and simple. Too much information can be overwhelming for people who are new to essential oils.”	“Concentrate on a few take-home messages and let their interest grow organically with encouragement where appropriate.”	“Briefly mention the business and the benefits of sharing the oils, and let people know that it’s really simple to get started with their wholesale account.”	“Spending time with each person at the end of the class to help them choose what’s best for them is critical. Make sure you have plenty of time left for this.”

■ Rick & Emily Martin

CAPITOLA, CALIFORNIA, USA

Summon the Miracle



“With every thought we think we either summon or block a miracle.” –Marianne Williamson

Emily Martin’s friend Roxane Bybee kept giving her dōTERRA essential oils, but Emily would put them on the shelf and never use them. Finally, she tried them on her family and herself, and when she saw how well they worked she was eager to learn more. She started reading about them every night, and eventually enrolled to buy an oil she wanted to give to her dad.

A month later, Roxane’s husband, James, told Emily he had an extra ticket to the West Coast Conference and invited her to come with him. She was worried the event would be all about network marketing, but was pleasantly surprised by all she was able to learn about essential oils. She says, “Right then and there I decided that I was going to go home and teach a class every day.” Her upline invited her to set a goal to reach Silver in three months, and Emily agreed. “I didn’t even know what that meant or how hard it would be. I had this enthusiasm and this belief that if she said I could do it, I could.” With that momentum, Emily reached her goal.

Her husband, Rick, was supportive from the beginning. After she won the 2013 incentive trip, he went on the cruise with her and was able to make some friendships that solidified his commitment to dōTERRA. Though he still runs his pool and spa service, he does everything he can to make sure Emily can spread the message of dōTERRA to everyone.

It took Emily a few years to reach Diamond because she didn’t want to give up the things in her life that were important to her; she just wanted dōTERRA to enrich those things.

She says, “Consistency, persistence, and belief are what get you where you want to go. How fast you get there is up to you.” Whenever she started to feel

overwhelmed and out of balance, she would remember the feeling she had in the beginning that she is supposed to do dōTERRA, “if for no other reason than to get the oils into more hands.”

Emily wanted to reach Diamond to show her leaders that it could be done, so their belief could grow. She says, “I know I’m supposed to be doing this. I’m supposed

to invite people to reach their full potential. That is what drives me and keeps me going.” Because of dōTERRA, she has the tools to help not only herself, but others be successful. It has become a vehicle for freedom in her life. She’s always wanted to travel the world with her family, and now she can. “I have the belief now that I can do anything.”

“dōTERRA has given me the tools to help me keep a positive attitude and a belief that I can do anything I want to do.”



KEYS TO PROGRESS

CONSISTENCY

“Some people don’t grow and give up because they’re not consistent. If you’re doing those daily, weekly, monthly tasks, your business has to grow.”

BELIEF

“If you don’t have belief, then you need to do some consistent things to help create that belief, whether that’s using the product or personal development.”

PERSONAL DEVELOPMENT

“We do a morning ritual of at least five minutes of spiritual, mental, and physical focus. Then, we do an evening review where you tell yourself the great things you did that day.”

POSITIVITY

“Negative beliefs will draw negativity to us. We need to get out of negative thought patterns. Positive thoughts can only bring positive things back to you.”

Munehiro Okumura

MINATO, JAPAN

“I want to share all the great things about dōTERRA with as many people as possible.”

Sooner Than You Think

Before being introduced to dōTERRA, Munehiro Okumura did not have a good image of network marketing companies. He says, “I thought they were for people with special experience or people who only think about their profits.” But, he had great experiences with dōTERRA products, so at first his priority was just to use them for himself.

As a chiropractor, Munehiro quickly saw that dōTERRA products would go well with his job, and that peaked his interest in starting a business as well. He soon saw that it’s easy to share about the high quality products of dōTERRA with others. He says, “The word spreads quickly, so it’s easy to get started.” He knows that it takes time to build a business, but it’s possible to build a stable income

just by increasing the amount of product users on your team.

But, Munehiro has seen that dōTERRA is different from other network marketing companies because the focus is not on commissions. He says, “dōTERRA allows you to buy valuable products for a cheaper price. Their focus is more on the products than on commission.”

He knows it’s important to have a positive attitude when he shares dōTERRA with others. He says, “You have to communicate happily. If you don’t talk like you are enjoying yourself, then no one will want to listen to you.”

His whole family is involved in the wellness lifestyle that dōTERRA promotes. Munehiro’s wife and kids all love the products, take them everywhere they

go, and think they are essential to their care. He says, “They show my team how they can enjoy their life through dōTERRA.” He has also received plenty of support from his upline and dōTERRA corporate. “They really understand this business. They hope for my success, so they share with me how I can get there.”

It was a big step for Munehiro when he was able to achieve the rank of Silver. After that, he was able to participate in Diamond Club, which made a big difference in his business and accelerated his growth toward Diamond. His advice to others who want to achieve Diamond is to work hard to achieve the Power of 3 until you reach Silver, and then work toward participating in Diamond Club. He says, “You will become Diamond sooner than you think.”

Diamond Tips

Share “Share the oils by dropping them on people’s hands, adding them to their drinking water, or performing the AromaTouch Technique on them.”

Teach “Include basic content in seminars so that new enrollees feel comfortable to attend, while still making them informative to current members.”

Gather “Gathering people to events face-to-face helps people realize that we have a good organization for them to join.”

Advise “Give people useful advice in small steps. That way, they will want to use more products and buy more.”

Follow up “Follow-up builds relationships and helps people understand how good the dōTERRA products are. It is the structure of an organization.”



“You will become Diamond sooner than you think.”

Executive Spotlights

Those that know the extent of Dr. Hill's essential oils expertise may be surprised to learn that his first experience with them was less than perfect. He says, "I had a problem and I had already been to all of my colleagues in addition to doing everything I could, though nothing helped. At that time a patient had come to me and said she had a solution for me. She gave me a bottle of eucalyptus essential oil and told me to just put it on my skin, with no further instructions. Well, I quickly learned that putting eucalyptus oil on cracked and bleeding skin is not a pleasant experience. I went to the bathroom to wash it off, which of course just made it worse. I was very angry, and I took the bottle and threw it in the trash. I determined I would never have anything to do with essential oils again."

But, sometimes life has a funny way of changing our minds. He continues, "Later, one of my children needed some special attention. I had a friend who knew about essential oils, who encouraged me to investigate them a little differently. One thing led to another and I found myself reinvestigating essential oils, this time with a different purpose. Through my research, the oils became very powerful for us as a family, and we just stayed focused from that point forward. Because my

first experience with them was not a very good one, I remain committed to making sure people have access to good and reliable information."

What has been your biggest professional obstacle?

Getting involved in essential oils when they were not readily accepted by other people or the scientific community was a challenge. Essential oils were positioned as something only used by people who didn't know enough to use medicine. But I began to see oils differently as I was exposed to them. I saw them as powerful, safe, and easy to use, and I saw that lives were being changed. I found myself wanting to be a great voice for essential oils, and that was challenging because I had a lot to learn. As my knowledge increased, I began to feel like a great resource to others, not in a boastful way, but in the sense that I could help more people. Although there were many who began to see me as an expert, it was still difficult because, amongst my peers and in medicine as a whole, I was seen largely as a maverick out on the edge.

While the circumstances were individually challenging, they allowed me to become more open and aggressive about my opinions. That actually afforded me some pretty great opportunities—and the very thing that was most challenging made me well-known and positioned me as an expert.

How would you define your role in the company?

I'm the Chief Medical Officer and Chairman of the Medical Advisory Board. I immensely enjoy my involvement with other health-care professionals and scientists. There is so much yet to discover and I anticipate dōTERRA will continue to redefine essential oils for personal models of use and mainstream acceptance. I love to educate others in the use of essential oils. For me "education" is more than just sharing the value

of essential oils. As we foster more research and integrative methods in health-care, I believe we can more appropriately share increased understanding for their safe and efficacious use. I am so grateful that there are so many who have found great value in what they have learned about essential oils.

What is your vision for dōTERRA?

As a company our vision has been to share essential oils with the world. We often say "oils in every home." I believe this is possible and is an integral part of our mission. On a more personal level, I often feel that I can never do enough to help others. As a physician I feel somewhat called to do this. I have noticed that in general belonging to dōTERRA is synonymous with helping others. For me it's personal and very gratifying when you see people have life-changing experiences with essential oils. I feel an unwavering commitment to continue to create an environment that allows others to find happiness and success in their own use of our products.

What is your favorite quote?

"I'd rather be a has-been than a could-have-been by far; because a could-have-been has never been, but a has-been was once an are." –Milton Berle

What is something few people know about you?

When I met my wife—my wife remembers this best—I was wearing orange-tinted sunglasses and bright-orange cowboy boots. I looked great! Thankfully she dresses me now.

What do you do for fun?

I love being with my family. I don't care what we're doing, I just like being involved with my kids and grandkids. I also love flying. It's exhilarating, it's challenging, and it's beautiful. You see things that you would never see any other way. I love all outdoor activities.

Random facts:

- Dr. Hill has flown over the Grand Canyon at 14,000 feet.
- He loves all sports and is known for having mad basketball skills.
- When he finds time, Dr. Hill loves to build old cars and trucks.



DR. DAVID K. HILL, DC
Chief Medical Officer and
Chairman of the Medical Advisory Board





Ignite THE Impact

NEW dōTERRA DIAMONDS

John & Kim Overpeck

SCHERTZ, TEXAS, USA

"I've been able to see a different side of my wife and that's exciting. I get to watch her shine and bring out life in other people." -John

After working as a professional housekeeper for years, Kim Overpeck was looking for a way to stop using so many chemicals. So, she joined another network marketing company that sold natural cleaning products. But, while holding her first party for that company, one of her guests took over the night talking about dōTERRA. Kim says, "Had she not been that bold, I don't think I would have ever gotten involved."

Not long after that, Kim enrolled with dōTERRA. She was a stay-at-home mom, but she had always looked for something else to do on the side. She had some bad experiences with network marketing previously, but quickly saw that dōTERRA was different because the essential oils worked and made a difference in her family's lives.

Though she became a product user, Kim was still adamant about not getting involved in the business. Then, both she and her husband, John, started noticing

that she was receiving bigger and bigger checks in the mail every month. Her dōTERRA business had grown to a point that she knew she needed to choose between that and her cleaning business. John told her, "You can either clean other people's toilets or have someone clean yours." Kim saw that the residual income she could make with dōTERRA would have a better outcome for her long term, and two months later she quit cleaning houses. Kim says, "I needed that encouragement from him to make the choice and not be afraid. I had cleaned houses for the majority of my life and I was really good at it, but I had to get outside of my comfort zone and go for what I wanted."

This year, John was also able to quit his job in law enforcement to look for a job he's passionate about and continue to support Kim in her business. He says, "For the first 20 years of our marriage, Kim supported me in my career. Now,

if the only thing I ever do in dōTERRA is stand behind stage and scream the loudest, that's OK with me. I can't wait to cheer her on every single day." Kim adds, "John is the whole reason I'm here. Without his support, I never could have grown and done what I needed."

Kim at first was motivated to grow her business to get her family off of food stamps and become financially free, but now her why has changed to something bigger. She says, "I've realized how powerfully I can partner with dōTERRA to bring major change to the world. I want to create life changes for women by bringing them empowerment, growth, and emotional support. I want to be able to mentor and ignite people to find their authentic selves and live from a place of passion, to watch their finances, relationships, and lives explode into this great place. It's less about me now and more about how I can impact others."

BECOMING A DIAMOND

Act like one.

"While doing Diamond Club, I caught the vision of what Diamond was. I was living, breathing, sleeping, and working like a Diamond. That helped me to know that was what I wanted."

Work hard.

"Doing Diamond Club from Hawaii (where we used to live) is grueling. I had to leave my family for three weeks at a time to make it worth it, but I was digging in full force until I reached my goal."

Get help.

"I could never have done it without John's support to hold down the fort, homeschool our children, and work a job at the same time while I was traveling."

Love your team.

"Whenever I celebrate what I've achieved, I remember that I'm only Diamond because of the people on my team and how hard we all work together."

"dōTERRA has put me in a position to surround myself with a tribe of woman who are independent, strong entrepreneurs, and who have lifted me up." -Kim

*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.

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Patricia Quiroz Rios

VALLE SAN MATEO, MEXICO

Strong Together

Patricia Quiroz Rios worried about her daughter, Daniela Romay, while she lived far away from her in the United States. Daniela's baby son had recently passed away, so Patricia was constantly trying to help by sending her gifts and visiting her. Patricia says, "Because I was far from her, I wanted to make sure that she knew she was not alone."

On one visit to see her daughter, Patricia noticed a difference in Daniela. Her daughter showed her the dōTERRA essential oils and said she wanted to

share these in Mexico. Patricia told her, "You're crazy. I have a lot of really important clients in my work and I will never quit that just to bring these little oils to Mexico." But after realizing the positive effects the essential oils had on her daughter, Patricia decided she owed people the chance to experience them too. "I had to be the person to bring this gift to others in need."

Patricia quit her successful career as an insurance broker to "bring a smile to people's faces" through dōTERRA.

She had always loved helping people, and she saw dōTERRA as a way for her to do that even more than before. She says, "I decided that the cost didn't matter. I would leave my job and spend whatever money, time, or effort that was necessary, but I would be a part of bringing the oils to Mexico."

She and Daniela knew nothing of the compensation plan or any rank advancements, they just wanted to share the oils. Patricia says, "I never thought about how much money I



"Lead with your heart, and your body will follow."

"I want to be a vehicle to help every person who needs it."



STRENGTH THROUGH CHALLENGES

CHALLENGES "We had no training on network marketing or essential oils, and we had no materials. We had to do everything for the people we were sharing with." *-Daniela*

SUPPORT "We could talk about our challenges for an hour and a half, but we prefer to focus on what made us strong, and that was the support of family." *-Patricia*

PATIENCE "We had to have patience, strength, tolerance, and faith to work through our challenges, keep learning, and keep growing." *-Patricia*

STRENGTH "I needed a strong person to help me open the market in Mexico, and my mother was the perfect person. Together, we did something a lot of people couldn't." *-Daniela*

would make, I only thought of how many people I could help." After attending convention for the first time, she saw Diamonds walk the carpet at the gala and decided, not that she wanted Diamond for herself, but that she wanted it for her daughter. Patricia's first goal was to become a Founder in Mexico, and as her business grew from there, Diamond came as well.

It was difficult to open a new market in Mexico, but Patricia knows that she was able to do it because of the support of her family. She says, "If you work for love, it doesn't matter what you're going to face." They achieved what they did because they worked together. "The key was our family unity. With the strength of all our family together, we can do great things. Nothing could have happened if we hadn't been a team."



“This is a viral, strong business, held together with passion and excitement for these little bottles of brilliance.”



NEW dōTERRA DIAMOND

Jessie Reimers
COOPERS PLAINS, QUEENSLAND, AUSTRALIA

Create Abundance

One of Jessie Reimer’s followers on social media offered to send her some dōTERRA samples, telling her that she would love them. Jessie didn’t know much about essential oils, but she agreed to “give them a go.” She says, “My first impression was they were so much more than smelly stuff.” She tried them on her children and found them to be very effective, and before long she was using them daily. “I knew that people everywhere needed this in their lives and that I could provide that and share the message.”

Jessie was quickly fully onboard with the business. She says, “I knew I could set myself up for abundance and help others achieve it as well. I jumped at the chance.” Her partner, Dan, was equally onboard from the beginning. “He has taken on the role of stay-at-home dad absolutely brilliantly, supports me when I have tough moments and meltdowns, and does so much cooking, cleaning, taking care of the kids, shopping, driving, and helping me

pack for classes. He is an incredible help and support. He always believes in and encourages me.”

She is driven to help change the lives of those around her, especially her team. Jessie says her team members have become her best friends. “It’s not all about oils and business when I talk to them, but actually about connecting and having an incredibly close relationship and bond with them. I always know what’s going on with them personally so I know how to support them as both a friend and a leader.”

Jessie knows it’s important to help her team members become leaders themselves, so she tries to help them develop the tools they need to be independent. “When they come to me with problems, I ask them what they think the resolution is, and often they know themselves. I like to listen and learn from them as much as I teach them. I’m open to their suggestions, I tell them the

qualities I see in them, and I’m excited for them and celebrate with them when they achieve their goals. I also offer my hand to help them pick themselves up and keep going when they miss.”


She had the goal to reach Diamond to be able to solely and comfortably financially support her family as quickly as possible. She gets emotional just thinking about how different their lives are now. She says, “We can actually afford rent and food at the same time. We just bought a new car instead of driving a beat up old one that was in constant risk of breaking down. We are soon to buy our first house, something we never imagined possible and certainly not this quickly. We can actually take family holidays, buy school supplies, and pay bills without any financial stress or worry. Not to mention the personal growth and development, the friendships we have created, and the lives that have been changed with these oils. It is truly amazing.”

HOW TO GET STARTED

Just Share “Get a Class in a Box Kit, dive in, and start sharing the oils. Don’t feel like you need to know everything there is to know before you start sharing.”	Change Lives “Get out there and change lives. Then help the people you share with change lives by helping them run classes as quickly as possible while excitement is high.”	Start Small “Even if you just start with two or three people in your home, those three people will open you up to others and it will spread.”	Do the Twos “Do your two contacts a day, two follow-ups a day, and two classes or one-on-ones a week at minimum.”	Create It “Stay accountable, create a vision board, and have a daily checklist to keep you on track. Understand that if you want this, it’s up to you to create it.”	Have a Why “Understand why you want to do this and never give up, even when it seems like it’s not getting anywhere. All of a sudden, it will start to snowball.”
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“YOU BECOME A LEADER BY BEING A LEADER PEOPLE WANT TO FOLLOW, LONG BEFORE YOU’RE RECOGNIZED AS A LEADER IN dōTERRA.”

*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com.



“Communication and consistency are key to this business.”

NEW dōTERRA DIAMOND

Nicolette Reynolds

KISSIMMEE, FLORIDA, USA

Priceless

Nicolette Reynolds was a director at a resort spa, and used to host events for a company Frani Pisano worked for. When Frani started her dōTERRA business, she asked if she could do a presentation at Nicolette's spa. Nicolette says, “The last thing I wanted to do was hear a presentation about oils, but I did it as a favor. I told the staff, ‘We’re not buying anything. Just smile and take some samples.’”

But, she and her staff ended up loving the essential oils, and it wasn't long before Nicolette was interested in the business opportunity as well. Her resort spa was open seven days a week and she was the only one in charge, so she was always on call. As a single mom, Nicolette had no time to spend with her daughter. She says, “I would see her for

an hour in the morning and an hour at night, so I wanted to know how I could see her more. I didn't want her to grow up thinking Thanksgiving dinner is at eight o'clock at night. I wanted her to remember me at holidays and at home.” So, she asked her upline how she could get involved and jumped right in.

She quit her job early on, thinking she would hit Diamond very quickly. She says, “It didn't work out that way. I had never done network marketing before and I didn't know how to run my own business, so I ran out of money and steam.” But, that wound up being to her benefit. She had always spent lots of money on supplies, incentives, and samples. After she ran out of money she couldn't do those things, and her business started to grow massively.

“I realized I didn't need all the fancy stuff I had been doing. I just needed to have the oils and tell people how to use them. That was it.”

Nicolette wanted to reach Diamond not only to show her team that it could be done, but to be a role model for her daughter. She now has the finances to provide for her, and the time to be there for her whenever she wants. Beyond that, she's grateful that she now has the capability to help others. She says, “Now I can not only support myself and my family, but I can also help others do the same.” She is amazed at how much she has been able to grow personally through this business. “This has stretched me to do things that I never thought I could do. The life experience that you gain doing this is priceless.”

Powerful Builders

- 1 LISTEN.** “When someone said they wanted to be a builder, my eyes would glaze over and I just saw us skipping to classes together and walking down the carpet, and I never heard anything else.”
- 2 BE OPEN.** “It's absolutely important to stop talking and listen to what people are really saying. ‘Doing the business’ might just mean sharing to that person. Let them know the expectations and responsibilities.”
- 3 INVEST.** “Invest time and effort into the people that want to do this business with you. It's hard to find someone who will go all out with you. Builders aren't around every single corner.”
- 4 BE FAMILY.** “Make your builders your family and your second pair of arms and legs. Keep them confident and self-sufficient.”
- 5 EDUCATE.** “I focus on training and educating my team rather than only giving them incentives. I feel like the biggest incentive is getting educated on how to grow their business and get that residual income.”
- 6 LEAD.** “Help your builders step into a leadership role. It's hard when people sign up to be a builder and have never been a leader before. Invest in them to help them get those skills they need.”

Mike & Brittany Roscheck

HERNDON, VIRGINIA, USA

YOU CAN DO ANYTHING

Brittany Roscheck was one of the last in her family to get involved in dōTERRA. Her sister Jeanette Fransen was already a Platinum and wanted Brittany to be her Diamond leg. Brittany's two other sisters, her brother, and her mom are also all on Jeanette's team. So, Brittany already knew that it was possible to be successful with dōTERRA. Mainly, she just wanted to help her sister.

As a stay-at-home mom of two young children, Brittany was worried she couldn't be a good mom and a businesswoman at the same time. She says, "Sometimes we have it in our heads that things are all or nothing: 'I can only do this, and not this too.' When I decided that I could do both, and I was going to do it no matter what, I had big breakthroughs. There were sacrifices, but I'm better for it and my family is better for it." She learned to give up her guilt and realize the amazing example she was setting for her children. "I want my kids to look at me and say, 'I can do anything, because look at what Mom did.'"

Because most of her family had already enrolled and Brittany had just moved to a new city, she had to start from scratch with creating a network to share

with. She learned the importance of stepping outside of her comfort zone to build new relationships. She says, "Be yourself. You will attract people when you're authentic." She makes sure to develop actual friendships with people and never push them toward anything. "I always invite, and when they're ready, they'll come."

Brittany ended up with all of her qualifying legs in different states than her. This made it a challenge to get to know them and mentor them, but as a result she has leaders who are dedicated and independent. She says, "That built confidence in them, so I knew I had leaders that wanted this and could do it on their own."

Today, dōTERRA has become so much more for Brittany than a way to support her sister. She says, "I can see myself changing. I love being a mom, but there was a part of me that was still missing. dōTERRA has helped me to develop fully as a person." It has opened her up to what is possible for her life. "It's brought back the idea of dreaming big. When you're little, it seems like anything is possible, but sometimes we lose that as life comes our way. dōTERRA is a tool to bring that back into focus. Whatever you dream can be a reality."

"One of the most satisfying things about my business is my leaders. They are some of my best friends and I love them dearly. I know they have my back and they've never disappointed me."

TREAT YOUR BUSINESS LIKE A JOB

Work Hard "Sometimes in network marketing we talk about having financial freedom and how you can do whatever you want whenever you want. You can—after you work your butt off. When you're starting out and you have two people underneath you, you don't have financial freedom yet. Keep working until you do."

Be Consistent "Treat your business like a job for the first year or two years. Set consistent hours for yourself. You wouldn't expect an employer to keep you on if you kept making excuses and not showing up. Why would you do that for your own business?"

Invest Back "Invest in yourself and invest in your business. I decided in the beginning that any Fast Start bonuses I got would be put back into my business. Whether that's getting a book on tape or getting samples, you have to invest."

"I could tell my husband that I wanted to do anything and he would say, 'I believe in you. Go do it.'"



Carlyle & Katie Schomberg

WAYNESVILLE, NORTH CAROLINA, USA

DREAM AGAIN

“I want to do whatever it takes to get my builders to where they want to be.”

Katie Schomberg first ordered essential oils from dōTERRA after she saw them on Sara Janssen's blog. She had always been into natural ways of living, but didn't know anything about essential oils. So, when she received her products in the mail, she used them only minimally. A while later, Sara emailed Katie asking her if she needed anything else. A few needs had come up with Katie's children, and when she looked through the website she found products she thought would help. They ended up being so effective that Katie started sharing them with others. She saw more and more people have positive results, and soon she couldn't stop telling people about dōTERRA.

“I held my first class in September of last year. Five women came who all signed up and booked classes, and it just took off from there,” Katie says. “Nine months later, I hit Diamond.” Katie wasn't thinking of what she was doing as a long-term business, and she is in awe at where it has brought her.

For the past four years, Katie's father had been horribly ill and passed away in March of this year. She says, “It was one of those times in life where you are just putting one foot in front of the other and you can't even think about doing much else.” She made a vision board in January and put Diamond on it, not really expecting it to happen because of all the stressful things that were happening with her dad. “I knew I was going to have to learn how to let go this year, not just with my dad, but also letting go of control and just letting the

process happen.” She is amazed that she has been able to remove things from her vision board—because they're happening. “The fact that I was able to reach Diamond this May with all that was going on in my life is just mind-blowing. It's been an unbelievable, beautiful ride.”

Katie's husband, Carlyle, is a physical therapist and a rehab director at one of their local hospitals. They were doing fine on his income, but for a long time they hadn't allowed themselves to dream past the life they were living. Katie says, “With my dad's illness being so hard and so emotionally draining, I think I lost my ability to dream in all the sadness. dōTERRA has given us our dreams back again, and allowed us to dream past those dreams. Now they are bigger than they ever were before.”



PERSEVERE TO DIAMOND

GET BACK UP. “Do you have to reach Diamond in nine months? No. But you do have to get up when someone tells you no and keep moving one foot in front of the other when you have a builder quit.”

KEEP GOING. “Don't let the no's, the failure, or having no one show up to your class stop you in your tracks. That stuff is part of this business, but don't let it beat you down.”

LET IT FLY. “Be willing to let go of what's blocking you, get out of your own way, and just let things fly. This business is like a marathon. You've got to get through hard things to cross the finish line.”

GO FOR IT. “Don't let the trials and tribulations of this business get you down. Anyone can hit Diamond. I'm not any better than anyone else. I just went for it and didn't stop.”



“My husband is my number one cheerleader. He is super supportive and standing right next to me through it all.”



*Results not typical. Average earnings are less. See dōTERRA 2014 Opportunity and Earnings Disclosure Summary on doterratools.com



GET INSPIRED

Stuck in the Muck

BY JULIE BATES

“Down by the marsh, by the sleepy, slimy marsh, one duck gets stuck in the muck.”

This is a quote from a book I used to read to my children, *One Duck Stuck*, by Phyllis Root. One duck gets stuck in the muck and numerous friends come to help. “No luck, still stuck.” It is not until the end when they all work together that “spluck!”—he is finally free. There is much truth in this. We frequently need others to help us get unstuck, but change starts from within.

As a clinical psychologist, my job is to help children and adults learn to take responsibility for their behaviors and recognize they have choices even in situations that feel out of control. It is my job to help people learn that change is possible and they do not have to stay fixed in the same cycles or patterns of their past. I knew this, but I was not living it. I never realized I was stuck, until I became unstuck. In many areas, I was highly successful. I am an established clinical psychologist in my community with a full practice. I bought a franchise and quickly grew it into one of the top locations in the company. I have a wonderful husband and four amazing children. But still, I was stuck.

Although I valued the work I was doing, I was working every day without passion. My weight had steadily increased over the last 10 years. I was not forming new relationships or challenging connections with others. I was frozen in thoughts of, “This is just who I am.” I was stuck in patterns of entertainment that did not help me grow or advance, and I was mired in financial patterns that were not smart. But, with that first bottle of dōTERRA essential oil, God said, “Enough! Get unstuck!”

In July 2014, I started using and sharing dōTERRA, and I have changed dramatically since that time. Finding essential oils created a complete paradigm shift for my family. We changed our eating habits. We eliminated our debt. We focused on stewarding our own health and on self-development. I began reading books that opened my eyes and my heart and started a

book club to share that growth with other like-minded people. In all areas, I began pulling out of the muck.

As a psychologist, I have seen people try all sorts of unhealthy and unfocused ways to try and get unstuck. They wait for others to solve the problem. They hope for a “lucky break.” They engage in unhealthy habits. They “splish, clomp, pleep, plop, plunk, and slosh. No luck, still stuck.” It takes that key moment of realizing, “This is not working. I need to do something differently” to truly start to feel the pull of change.

The key to change is simple, and it is in our everyday activities: our daily, small habits. Every day we make decisions that impact the path under our feet and lead us into the muck or up into the sky. For me, the first step was to open my mind to new ideas and new opportunities. Each day I expose myself to something inspirational. I opened myself to coaching; I surrounded myself with other driven people; I submersed myself in prayer. I felt like my heart was saying, “Help! Help! Who can help?”, and God brought the gifts of the Earth to pull me out and into a new world of opportunity.

You can find the same opportunity. Look around and identify where you are stuck. Look down at the muck and take inventory of the areas of your life that are not working. Take that first simple step to start pulling yourself out. Do something different.

- Strive to leave everyone you meet feeling better than they did before they saw you.
- Take 100 percent responsibility for yourself and your actions.
- Look for ways to share the things that bring you joy, passion, and strength.
- Be a steward over your own physical, emotional, and financial health.
- Serve others.
- Share the opportunity and the beautiful gifts of the Earth God has provided us.

The past year has taught me humility, patience, and a new level of responsibility for my path. Change is necessary in life, and sometimes we have to get stuck to realize it is time to change, time to cry out. If you are in the muck, it is time. Feel the pull of change in your life. 💧

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PATRICK & ALLYSE SEDIVY



FOUNDER USA

BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS



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JUSTIN & KERIANN HARRISON



FOUNDER TWN

DAVID & TAWNYA HSIUNG



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STEVEN & MONICA HSIUNG



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JAMES & ROXANE BYBEE



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KACIE VAUDREY & MIKE HITCHCOCK



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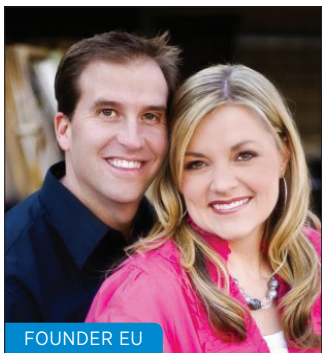
FOUNDER JPN

TOSHIYA & IZUMI
YANAGIHARA

BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



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ANDERSON



MATT & KELLY ANDERSON



NEAL & ERIN ANDERSON



SPENCER & KARI ARNTSEN



KAREN ATKINS



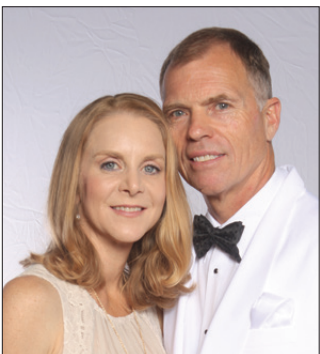
DAVID & ASTI ATKINSON



FOUNDER USA

PETER & SUSIE BAGWELL

BLUE DIAMONDS



ROMAN & CORINNA BARRUS



JOY BERNSTEIN



BRIAN & SHAWNA BIELMAN



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CHRIS & KAREENA BRACKEN



RACHELL BRINKERHOFF

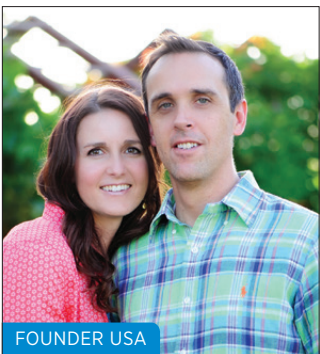


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GREG & MARTI CHRISTENSEN



MARC & ROMI CLARK



SPENCER & BRIANNA COLES



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JAMES & TANYA COTTERELL



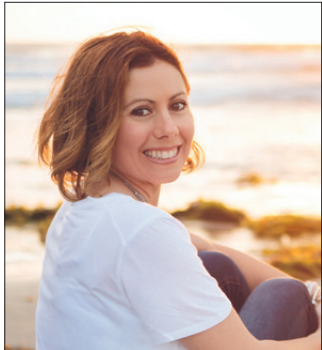
CHRIS & MARY CRIMMINS



STEVE & GINNA CROSS



JEFF & JUDY CRUDEN



DANIELLE DANIEL



MIKE & LORI DAVIS



MOLLY DAYTON



FRED & CARRIE DONEGAN



BRAD & ROSALIE ELLIOTT



DAVID & JULIANNE ELLIS



KEITH & SPRING ESTEPPE

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AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



THOMAS & AMY GLENN



MICAH & KRISTA GRANT



STEVE & KRISTINE HALES



RYAN & JENYCE HARRIS

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BRYANT & BRIANNA HESS



JIM & LARA HICKS



WADE & LAURA HOLBROOK



BRYAN HUDDLESTON &
LASSEN PHOENIX



RICK & KATHY HUNSAKER



CLAY & JESSICA IDDINGS



SHANE & JENNIFER JACKSON



MATT & SARA JANSSEN



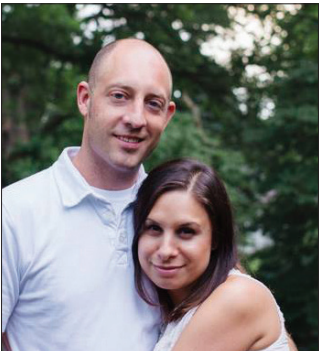
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JEREMEY & ANNETTE JUKES



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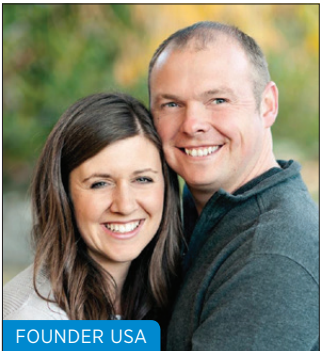
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ASAKO KOBAYASHI



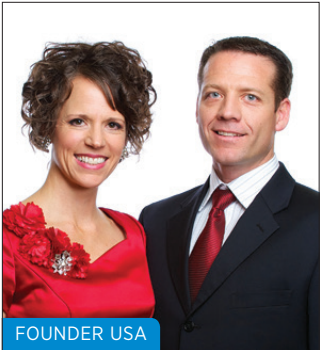
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DANNY & NICOLE LARSON



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NOLAN & PAT LEAVITT



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JUSTIN & TAHNA LEE



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DAVID & HEATHER MADDER



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SHOKO MATSUYAMA



AARON & TONYA MCBRIDE



DENA MCCAFFREE

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TONY & AIMEE MCCLELLAN



JASON & SHARON MCDONALD



DAVID & TAMMY MILLER



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NATE & DANA MOORE



DR. ZIA & KY NIX



SUMIKO NOBORI



JEFF & CRYSTAL NYMAN



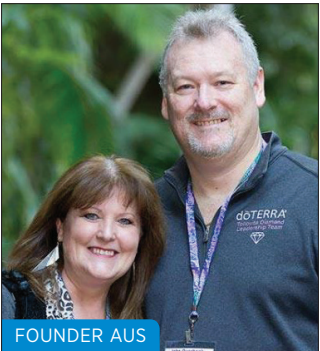
RIYO OGAWA



RICHARD & JENNIFER
OLDHAM



PAUL & VANESSA JEAN
BOSCARELLO OVENS



JOHN OVERBEEK &
PAULA ECKERT

BLUE DIAMONDS



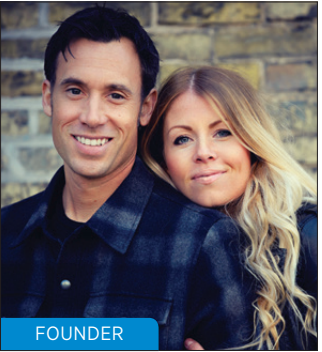
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ERIC & KRISTEN PARDUE



ROBERT & JANELLE
PARRINGTON



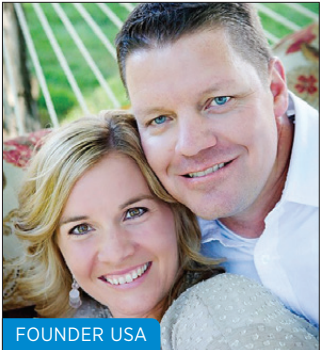
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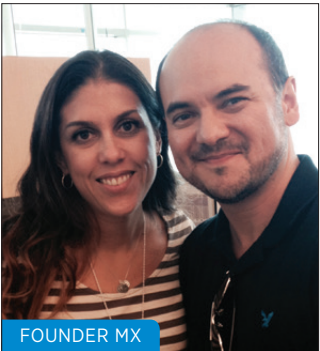
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SETH & JENNY RISENMAY



FRANK & JACQUELINE RITZ



DANIELA & FERNANDO ROMAY



GARY & KARINA SAMMONS

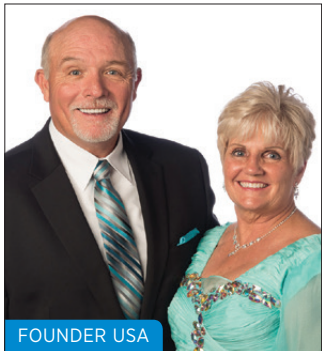


ERIC & GALE SANDGREN

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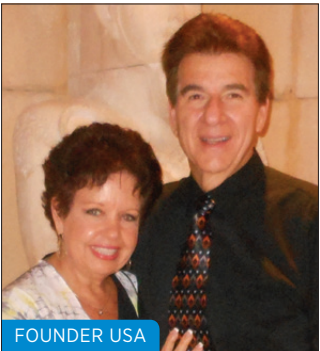
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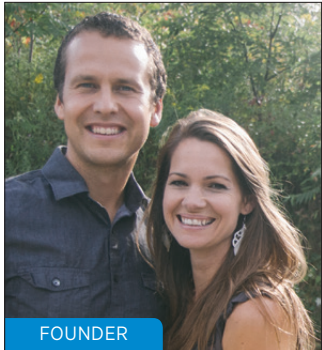
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DAVE & PEGGY SMITH



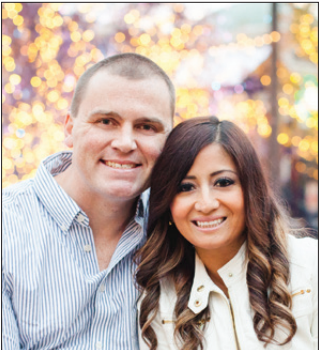
RYAN & DANI SMITH



BRAD & DAWNA TOEWS



BETTY TORRES-FORBORD



MATT & ALICIA TRIPLETT



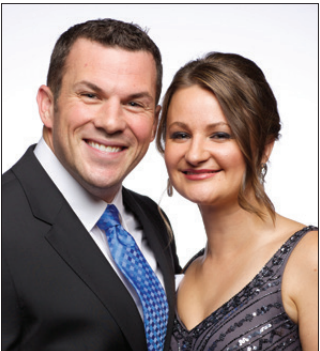
GINA TRUMAN



MARK & LORI VAAS



MICHAEL & SARAH
VANSTEENKISTE



CHAD & ESTHER VERMILLION

BLUE DIAMONDS



JOHN & SHAUNA WETENKAMP



JOHN & KALLI WILSON



CHRISTIAN & JILL WINGER

DIAMONDS



DR. JOHN & JENNIFER
ACCOMANDO



ATANASKA ADAMS



BRANDON & KATIE
ADAMS



JENNIFER ALEXANDER



CLAUDIO & JANA
ARANCIBIA



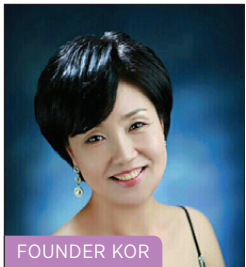
ANA LEDA ARIAS &
CARLOS PANIAGUA



LIZETH BALDEMAR DE
ARRAS



KAZUYUKI ASAKAWA



MI HYEON BACK



RICK & HAYLEY
BAMMESBERGER

DIAMONDS



DAVID & KARLA BANKS



ERIC & BECKY BARNEY



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MONIKA BATKOVA & MARTINA VALNICKOVA



JERRY & AIMEE BECK



YOHAN & LAURA BEGHEIN



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KEN & WENDY BERRY



MATTHEW & JANNA BERRY



MEL & CONCETTA BIBENS



JAMIE BOAGLIO



MICHAEL & MICHELLE BOWLES



DR. JAMIE & CHRISTINA BOYER



DOUG & JENNIFER BRADY



JASON & KAMILLE BREUER



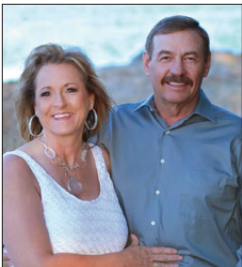
DR. ALICIA BROOKS



CHAR & RUSS BROWN



ADAM & CAREY BROWN



STEVE & BRENDA BROWN



SUSAN BURSIC



JARED & REBECCA BURT

DIAMONDS



ERIKA BUTLER & RICK HENRARD



CLAUDIA CALDERON



JOSHUA & MARY CARLISLE



TRAVIS & JESSICA CARPENTER



BEN & ADABELLE CARSON



DOUG & RACHELLE CASTOR



THAD & KATHY CHANDLER



FOUNDER TWN
JUI CHANG & CHIA HSIU JUAN



FOUNDER TWN
CHIU SHIANG CHEN



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RICK & ETSUKO CHIDESTER



CHIH HSUN CHIEN & SU JU HUNG



DAVID & JACLYN CHILD



HUNG WAI CHOI



HUN IM CHOI & DAE YONG PARK



DARRYL & ANNIE CLARK



ANDREW & SHANNON CLOUGH



EVE COLANTONI



BRETT & FARRAH COLLVER



CAROL COLVIN



RICHARD & ELIZABETH COPELAND



CRYSTY COVINO



KENT & STEPHANIE CRANE



VICTOR & AMANDA DARQUEA



DURELL DARR



DR. MARK & KRISTI DEBRINCAT

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JARED & MINDY
DEGRAFFENRIED



DR. MARK & KERRY
DODDS



CURT & TONIA
DOUSSETT



ROGER &
EMMANUELLE DUCE



STUART & SHAYE
ELLIOTT



DR. MELISSA & EVAN
ESGUERRA



HEATHER ESSLINGER



FORREST & LESLIE
EXLEY



DAMIAN & JENNA
FANTE



LEONIE
FEATHERSTONE



KNUT & CHRISTY
FEIKER



DANIEL & MICHELE
FENDELL



ROBERT & KIYLA
FENELL



YUWEI FENG &
CHANGPU YU



CATE FIERRO



JANA RANKIN FINCH



BARRETT & CARA
FINES



MARK & TIFFANY
FLAKE



MEGAN FRASHESKI



AARON & WENDY
FRAZIER

DIAMONDS



FOUNDER JPN
KAORI FUJIO



GINO & AMANDA
GARIBAY



DAVID & CRYSTAL
GARVIN



DAREN & CRYSTELLE
GATES



BRANDON & LINDSEY
GIFFORD



BRIAN & BECKY
GILLESPIE



KRISTANN GILLIES



CRAIG & LYNN GINES



BRAD & TOBI GIROUX



CARMEN GOLDSTEIN



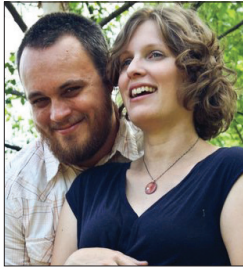
ADAM & LEAH
GRAHAM



LEON GREEN



DARREN & ROSIE
GREMMERT



DREW & LACEY GRIM



CURT & CAROL ANN
GUEST



FOUNDER KOR
BOO KYUNG HA



KIRK & JENNIFER
HAMILTON



CLIFF & PJ HANKS



EMILY HANSON



JIM & MARTY HARGER



AISHA HARLEY



NATALIE HARRIS



BRIAN & JEANNIE
HARRISON



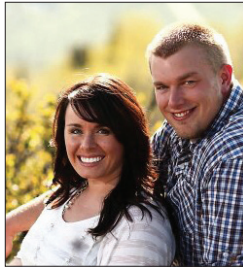
GARTH & JULIE HASLEM



SCOTT & SHYANNE
HATHAWAY

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



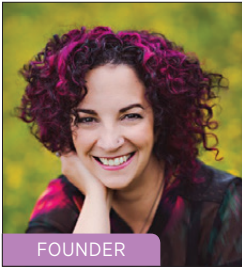
MARK & ALICIA
HAUGSTAD



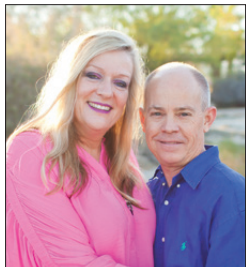
JOE & LORI HAYES



MICHAEL & JENNIFER
HEATH



DR. MARISSA HEISEL



PAUL & TERI HELMS



LAURA HEMMEN



GORDON & JULIE
HERBERT



RYAN & MELISSA
HERMAN



IAN & PAOLA
HERREMAN



TERRY & MARIA
HEUSER-GASSAWAY



JESSE & NATALIE HILL



MISA HIRANO



EMA HIRZEL



ROBERT & TONI
HOLLAND



CAROL HOLTZ



JENI HOUSTON



JASHIN & TANYA
HOWELL



BENJAMIN &
STEPHANIE HOWELLS-
SCOVILLE



JEFFERY & MIRANDA HU



CHIH LUNG HUANG

DIAMONDS



CHRISTY HUGHES



ALLISON HUISH



JULIE HUNDLEY



HIROMI IKEDA



CYNTHIA INCZE



ARIN INGRAHAM



ROSE INGRAHAM



JASMINE JAFFERALI



ROB & WENDY JAMES



JARED JARVIS



LAI JAUCHING



JOSH JELINEO & BEBE
MCFALL-JELINEO



STEVE & SANDIE
JENSEN



HABONG JEONG



KILEY & NORA
JOHNSON



SEASON JOHNSON



MARIO JÖLLY &
SABINE BUCHNER



LELAND & ROBIN
JONES



RICHARD & LISA
JONES



BILL & DEENA JORDAN



JAE HYEON JU



DO GYEOM JUNG



TZU YUAN KAO



CHIAH HO KAO



MASAMI KAWAI

DIAMONDS



CHELSEY KAYSE



MIKE & KALLI KENNEY



NICK & DYANNA KILLPACK



CADE & DOMINIQUE KING



MELISSA KING



SHAWN & LAURA KING



EMMA KNIGHT



PAUL & NANCY KNOPP



MIKE & MEGAN KNORPP



FOUNDER JPN
MIKI KOJIMA



JON & DUQUESA LAMERS



DAVID & LOIS LANE



LAURIE LANGFITT



CECIL & LIANA LEE



FOUNDER KOR
JUNG HOON LEE



DIANE LEFRANDT & JESSICA SMUIN



ARLA LEINS



LISA LERMITTE



ZACH & KYLEE LESSIG



DR. DANIEL & KATIE LEVERENZ

DIAMONDS



CHAD & JODI LEWIS



FOUNDER TWN
YU YIN LI



CHIAH CHEN LI



YU YU LIN



PO HSIU LIN & FANG SU KUAN



NANCY LINDER



DWAYNE & TRACY LUCIA



STEVE & TRACY LYMAN



BRETT & BROOKE MAGLEBY



JAMES & CYNTHIA MAGUIRE



TANYA MAIDMENT



ALONTO & DESIREE MANGANDOG



ELIZABETH MARA



BERNY & JANET MARQUEZ



RICK & EMILY MARTIN



ZACKERY & STEPHANIE MARTIN



JULENE MARTINDALE



JOSH & KEELI MARTINEZ



JOHN & PATTI MASON



FOUNDER JPN
TERUMI MATSUSHIMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



KEITH & KERI MCCOY



JEANNE MCMURRY



ROGER & CAROL-ANN MENDOZA

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JERRY & PRISCILLA
MESSMER



BECKY METHENY



JIMMY & DEIDRA
MEYER-HAGER



STEVE & KIMBERLEY
MILOUSIS



SCOTT & ROBYN
MITCHELL



ANGELA MOFFITT



MICHAEL & MELISSA
MORGNER



PAUL & SOPHIA
MORRISON



COURTNEY MOSES



JARED & NICOLE
MOULTRIE



HOWARD NAKATA



DR. MARTHA NESSLER



JONATHAN & DEANNA
NICHOLS



FOUNDER JPN
YOSHIFUSA NISHIDA



FOUNDER JPN
MITSUKO NOMIYA



ERIC & KRISSY
NORDHOFF



AUSTIN & AMBER
NORDSTROM



KERRY & DENISE
NORRIS



ADAM & TAMI NUHFER



MUNEHIRO OKUMURA

DIAMONDS



FOUNDER JPN
KEIJI & EMIKO
OKUYAMA



JOHN & AMANDA
OLSEN



STEPHEN & DAWN
OLSEN



JOHN & KIM
OVERPECK



JOHN & LAURA
PASTERNAK



DR. JOHN & HEATHER
PATENAUDE



MICHAEL & CYNTHIA
PATIENCE



DICK RAY & STACY
PAULSEN



JAMES & CHRISTINE
PAYNE



CHRISTINA PETERS &
MICHELLE MCVANEY



SPENCER & LAURA
PETTIT



JESSIE PINKERTON



TRACY PRINCE



SHANE & BROOKE
PUGH



JACOB & ABI RAINES



JESSIE REIMERS



NICOLETTE REYNOLDS



JENNIFER RICHMOND



ADAM & NISHA RIGGS



FOUNDER MX
PATRICIA QUIROZ RIOS



REBEKAH RIZZO



JESSICA ROBERTS



CASEY & MELISSA
ROBERTSON



JAMES & KELLY
ROBISON



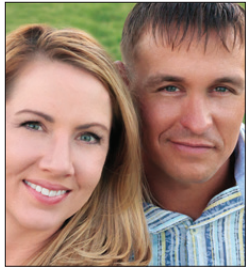
BRITTANY ROSCHECK

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER AUS
MICHAEL ROTHSCHILD



ERIN & KAREN ROUSH



ANDREW & MINDY ROWSER



JOANNA RUSLING



DEVOLA SAMUELSON



ADRIAN & ROXY SARAN



PHIL & STACEY SARROS



JOSIE SCHMIDT



CARLYLE & KATIE SCHOMBERG



ROGER & PAMELA SCHWARZ



JANE SCHWEITZER



JULIE ANN SCOTT



ELENA SIMMONS



MARY SISTI



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



KIRK & LANA SMITH



WILL & MARCY SNODGRASS



ROBERT & SHARLA SNOW



DR. MARIZA SNYDER & ALEX DUNKS

DIAMONDS



JOHN & AMANDA SOMMERS



NATHAN & MINDY SPRADLIN



DAVE & CALLIE STEUER



JULIE STOESZ



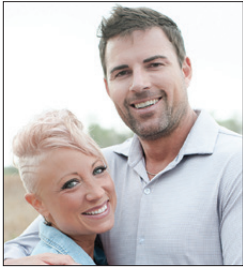
PHIL & LEEANN STORK



MELODY STRAMPELLO



VICTORIA STRELNIKOVA



DR. JEFF & CHELSEA STYBA



FOUNDER TWN
WEN CHIANG SU & HUI YU HUANG



ZHONG SUN & FUCHUN XI



DR. MARA SUSSMAN & DWAYNE GRIM



SAMUEL & MELISSA TAEU



FOUNDER JPN
HIDEMITSU & YOKO TAKEDA



FOUNDER TWN
CHEN CHIEN TANG & CHIAH LING LI



KELLY TAYLOR



AMY & DAVID THEDINGA



PRAMELA THIAGESAN



EVAN & ADRIENNE THOMAS



BILL & ERLEEN TILTON



JASON & ALLISON TRIPP



WILLIAM & MALISSA TROTTER



FOUNDER HK
STEPHEN & YVONNE TSAI



HUI YIN TSANG



YUNG-PEI TSENG



FOUNDER AUS
CHERIE GARRETT & MAX TUCKER

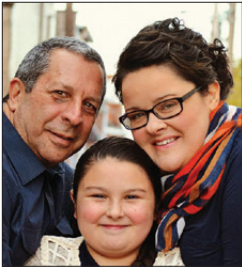
DIAMONDS



FUMIKA UCHIDA



SHANE & KRISTIN VAN WEY



MICHAEL & JENNIFER VASICH



SONDRA VERVA



EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



DAVE & KATE WAGNER



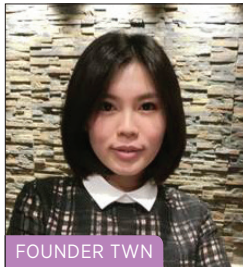
JED & PAM WALDRON



FOUNDER TWN
WENDY WANG



ERIC & SANDRA WANG



FOUNDER TWN
PEI CHEN WANG



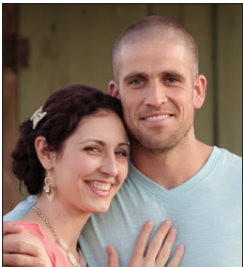
BEN & MEGAN WARDEN



MARK & TAMALU WATKINS



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



DALLON & EMILI WHITNEY



CHARLES & AMY WIDMER



ROB & MELISSA WILSON



DINAH WILSON



DANELLE WOLFORD

DIAMONDS



DANIEL & AMY WONG



LANCE & CHRISTY WRIGHT



JOEY & CACHAY WYSON



YONG TONG XU



FOUNDER JPN
HIROKO YAMAZAKI



EDWARD & LINDA YE



MANDY YEUNG



ELENA YORDAN



FOUNDER JPN
FUMIKO YOSHIMOTO



FOUNDER JPN
MIHO YOSHIMURA



FOUNDER JPN
YASUNORI YOSHIMURA



FOUNDER JPN
ATSUKO YOSHITOMI

DIAMONDS NOT PICTURED:

MAO DU
HO NIEN HUANG

PLATINUMS



JAIME ALCONC



KELLY ALVIS



LEANNA ANDRADE



DEAN & CONNIE BARGEN



CARLY BAUTISTA



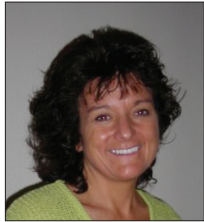
BRADEN & CAMILLE BAWCOM



ASHLEY BEANS



LISA BEARINGER



JUDY BENJAMIN



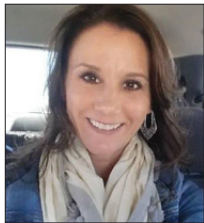
VICTORIA BENTLEY



PAUL & LISA BERGMAN



HARLAN & MARIE BERWALD



BRANDI BILSKEY



DOUGLAS & JANICE BITTNER



JON & KENDRA BODINE



JASON BORUP



CRAIG & CONNIE BOUCHER



MONICA BRAVO



JEN BROAS



PETER BROOSTROM & JULIETTE FINCH



PATRICK & KATHRYN BROWN



TONI BUNTING



LISA CANIPELLI



BRADY & MICHELLE CANNON



BRIAN & CHRISSY CARR



JONATHAN & AMY CARVER



SHUANG SHUANG CHANG



KUI FEN CHANG



FU YU CHEN



CAROL CHIANG

PLATINUMS



TROY & DOROTHY CIVITILLO



NIKKI CLOUD



BRIAN & MERIDETH COHRS



RICK & ALISSA COIL



AMIEE CONNER



OSCAR CORDERO & BRENDA ALTAMIRANO



VERN & JENNY CRAWFORD



BRANDI CROSBY



ERIC & TIFFANY DAHL



RYAN & JAMIE DANFORTH



VIVIAN DICKSON



ROGER & MARILYN DIDERICKSEN



MEGAN DILMORE



SUSAN DYESS



MICHELLE ELSTRO



CAROLYN ERICKSON



ROLANDO & JESSICA ESTRADA



DANA FELDMEIER



JASON & DR. JULIANA FILA



SAMSON & LETICIA FOLAM



MICHAEL & SHAYLEE FORD-MARTIN



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



YOUKO FUJIMOTO



VINCE & TERESA GARCIA



NATHAN & JOANNA GEIGLEY



VALERIEANN GIOVANNI



LUCY GONZALES-ROMERO



JAY & DEBBIE GORDON



KIM GUILLORY



MELISSA GUTHRIE



ALEJANDRO MALO GUTIERREZ



RYAN & KENDRA HALES



CHERYL HALEY



MATTHEW & SEANTAY HALL














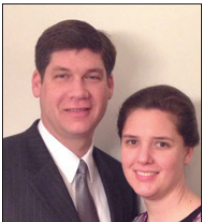





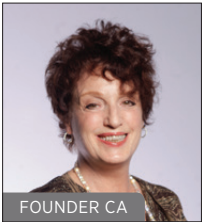











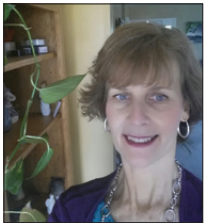





ABIGAIL HANSEN

PLATINUMS

 GIADA HANSEN	 ARIANA HARLEY	 JASON & TRACY HARRIS	 SUSAN HELZERMAN	 SARAH HENDERSON	 FOUNDER MX JUAN CARLOS HERNANDEZ
 JESSICA HERZBERG	 JON & EVE HEWETT	 FOUNDER HK MICKEY HO	 MARK & TRICIA HOFFMAN	 ADAM & CASSIDY HOLDSWORTH	 GREG & MELODY HOLT
 BRENT & ANNIE HONE	 FOUNDER TWN FU LUN HSIEH & CAROL SUNG	 DENVER & LAURA HUDSON	 BJ & MEGAN HUNTER	 MICHAEL & NANCY HUTCHINSON	 JOLIE JOHNSON
 D'ARTIS & TIFFANI JONES	 RACHEL JONES	 CHIAO EN JUAN	 REBECCA KASELOW	 COLIN & JEN KELLY	 DR. JENNIFER KEYS
 JEROD & AMY KILBER	 CAROL KING	 MATTHEW & BAILEY KING	 ROMMY KIRBY	 CHRIS KIRSCHBAUM	 DEBBIE KRAHN

PLATINUMS

 JAMES & KRISTEN KROPF	 MIN LUNG KUAN	 SPENCER & RETA KUHN	 PU LI KUO	 CYNTHIA LANDES	 PEGGY LANGENWALTER
 FOUNDER MX ALADRO RODRIGO & SOFIA LOPEZ DE LARA	 SCOTT & JESSICA LAWSON	 MICHELLE LEBARON	 JOHN & CAROLINE LEE	 DAVID & EMILY LESHER	 FUXIAN LI & LING LING ZHANG
 HSIU FENG LIN	 JOHNATHAN & RACHEL LINCH	 HSIAO CHUN LIU	 LI CHEN LIU	 FOUNDER TWN WEN CHEN LO	 TRINA MARIE LOW
 HEIDI LUEKENGA	 FOUNDER CA ADELE LURIE	 MICHELE MALCHOW	 JULIE MARGO	 CRIS & PATTY MARTINEZ	 KEIKO MARUTANI
 JENNIFER MCCLURE	 SUZANNE MCGEE	 BRAD & ANGELA MELTON	 DR. ALLIE MENDELSON	 TERESA MILLER	 GREG & DR. JULIE MONTGOMERY
 EMILY NAVAS	 CHIKAKO NISHIMIZU	 BERNADETTE O'DONNELL	 SARAH O'MAILIA	 BRADY & HILLARY PARKIN	 ANNA PENICK

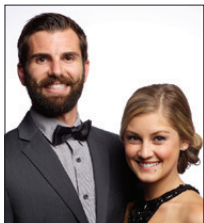
PLATINUMS



MYRON & TAMMIE PERKINS



JON & EMILY PFEIFER



BRITT PIRTLE & KYLE HESS



HERB HOELLE & FRANI PISANO



WAYNE & HEATHER PULSIPHER



JANET RAMER



LINDA MARIE RICHARDS



JILL RIGBY



PHIL & WHITNIE ROGERS



CANDACE ROMERO



JESSICA RYAN



KAYLA SAVARD



JIM & SUSIE SCHIERING



LESLIE SCHMIDT



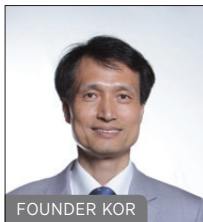
DAVID & TERRY SCHULMAN



SAORI SEKI



AMY SELLERS



HOON SEO



HELEN & MARK SHAW



KEVIN & KESHIA SHEETS



LARRY & NIKKI SHORTS



THERESA SOUCY



CODY STARTIN



STEFANIE STAVOLA



DAVID STEPHENS



TAMMY STEUBER



DENNIS & JANETTE STEVENS



WADE & CHRISTINE STOLWORTHY



JAMES & TAUNYA STRUHS

PLATINUMS



SHEILA SUMMERHAYS



CYNTHIA SUMNER



YOKO TAKAKU



ANI TOROSYAN



HAO HENG TSAI & HSIN YUN CHANG



DUANE & CRYSTAL TUCKER



BILL & MARILYN VANDONSEL



BRAD & ASHLEE VANESS



CYNTHIA VELEZ



JOEL & SHERRI VREEMAN



CATHI WAALKES



CHAD & SUSIE WALBY



WARREN & KELLY WALKER



BRENT & JENNY WALSH



ROGER WEBB



PAUL & DENISE WEBSTER



JULIE WEINBERG & MEREDITH KELLY



HALIE WHITAKER



WENDY WILSON



TRAVIS & STEPHANIE WINGER



SCOTT & SUSAN WOOLEY



TUNG HAN WU



CHING CHUN WU



YOUNG SUL YOU



KRISTI ZASTROW



JEDIDIAH & KATIE ZAYNER

PLATINUMS NOT PICTURED:

SCOTT & SHAWNDR
ANDREWS
CHRISTINA GARDNER
JOY HORSEMAN

LING-EN HUANG
DR. KEVIN HUTTER
CHRISTINE MCCUE
HEATHER MCKINNEY

BRANDON PACKARD
LAURA SOHN
HAILEY VREEMAN
KEVIN ZHOU

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



AKIKO ABIRU



CYNTHIA
ACHERMANN



MARTY & KINDRA
ADAIR



LANE ADAMS



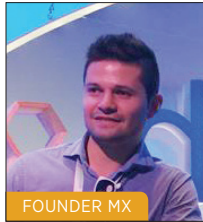
STEVE & JULIE
AHLSTROM



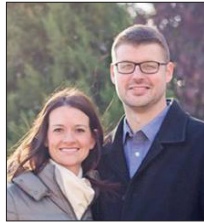
JODY AITON



LACEY
ALBRECHTSEN



CARLOS ALCANTARA



MATT & KEMBER
ALLEN



BRAD & KATHY
ALLDREDGE



COLEMAN & HILARY
ALLEN



TODD & KIM ALLEN



DIANA ALWARD



LACEY ALLEN-
DURAN



LYNETTE ALUOCH



DIANA ALWARD



TAMERA ANAYA



CAROLYN
ANDERSON



DAVID & SHANNON
ANDERSON



EVIE ANDERSON



GREG & CARMEN
ANDERSON



JENNIFER
ANDERSON



DR. KIM ANDERSON



MIKE & JESSICA
ANDERSON



DEAN & KATHIE
ANDRUS



JENNIFER
ANTKOWIAK



DAVID APOSTLOVSKI
& ANDREA BAEZA



SUE ARAKAWA



LUZ MARIA
ARGUELLES



CHRISTINA ARNDT

GOLDS



MARK & JAIME
ARNETT



JUSTIN & BRIDGET
ARNOLD



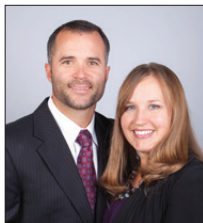
ROBIN ARNOLD



KEVIN & LAURELL
ASAY



CHAD & JODI
ASHFORD



JIMMY & ANGELA
ATKIN



BARRETT & STEPHANIE
ATKINSON



JENNIFER ATTAWAY



ROBYN ATTICKS



AUTHENTIC HEALTH
LLC



BRENT & KRISTI
AVERETT



ROBYN AZIMA



DENE'E' & ROBERT
BACA



KEITH & LORI BACON



RUSSELL &
STEPHANIE BADER



BRIAN & AUDRA
BAILEY



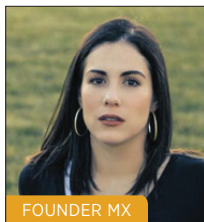
CAREY BAILEY



NATE & KELLY
BAILEY



DESI BAKER



PERLA BALDEMAR



BENJAMIN & JADE
BALDEN



DAWN BALKCOM



MACKENZIE BANTA



BAKTY & TAMEEZ
BARBER



JENNIFER BARNETT



JEFF & TAMARAH
BARTMESS



DEBBIE BASTIAN



JAY & DR. JULIE
BATES



AMANDA BEACH



THOM & JACKIE
BEAUCHAMP



MARVIN & JESSICA
BEAVER



CINDY BECHARD



BRIAN & HEATHER
BECKWITH



TUCKER & ALICIA
BEESLEY



DONGCHOL & SOON
BYUNG BEH



JENNIFER BEJCEK

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



JOE & ASHLEY BELL



CHRISTINE BELL



DARIO & NATALY BENITEZ



SARA BENNION



FRED & JANEICE BENSON



MICHELLE BENSON



SALLY BEREDO



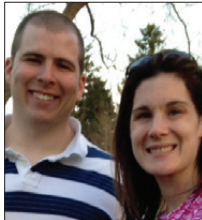
BEN & MEREDITH BERGERSEN



SONNA BERGHAIER



SCOTT & KIM BERNEY



ANTHONY & AMY BERTELLOTTI



BRET & AMY BIGELOW



ASHLEY & KRISANN BLAIR



NOEL BLANCHARD



TARA BLISS



VERA BLOUIR



BRANDON & ANGELA BOBST



JANE BODILY



JOSH & KATHERINE BOGGS



KATHY BOONE



LOURDES BORNACINI



JERRY & CARLA BORNHOFT



RUTHI BOSCO



MARCELA BOWIE



BECKY BOWLES



MARK & JACKIE BOWMAN



KAREN BOYD



DEBI BOYLE



JONI BRADLEY

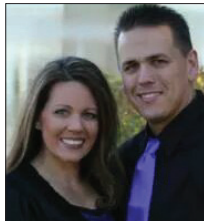


TERESA BRANDISE

GOLDS



JARED BRANDT



JEREMY & MELISSA BRANSKE



BROCKNIE BRAY



MELVIN & ELIZABETH BREWER



MIRIAM BREWER



CHRIS & ALISA BRIDGES



SCOTT & LEESA BRIDGES



JANET BRIEN



ALLISON BRIMBLECOM



ADAM & ANN-MARIE BRINGHURST



CASEY & JAMIE BRODERSEN



JACOB & AMANDA BROOKS



BEAU & KELLY BROTHERTON



CARMA BROWN



DON & CINDY BROWN



KEVIN & LATARRAN BROWN



JESSE & BETHANY BRUBAKER



RONAI BRUMETT



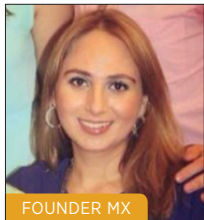
MAUREEN BRUNDAGE



GRETCHEN BRUNNER



BEN & CAMI BUCHTA



ANA PAOLA SALOMON BULOS



DAG & VIRGINIA BUNNEMEYER



BRIAN & APRIL BURNETT



MARCIE BUSH



MATT & DEANA BUSHMAN



LISA BYRD



MIGUEL & STEPHANIE CALDERON



JON & AMY CALDWELL



GENEVIEVE CALKINS



ROGER & LORI CALL



DAWN CALVINISTI



JAMES & LAURIE CAMPBELL



AMBER CAMPION



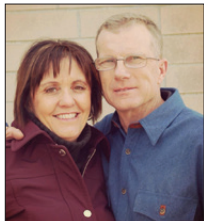
MEGAN CANNON



ERIKA CAPPELMANN

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



BILL & DONNA CARD



HEATHER CARLSON



GILDA ESTRADA CARRANZA



HEATHER CARSON



JESSICA CARTER



ANDREA CAUFFMAN



LACEY CHALFANT



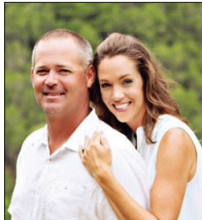
JACOB & GERI CHANDLER



HSIN TING CHANG



SANDY CHASTEEN



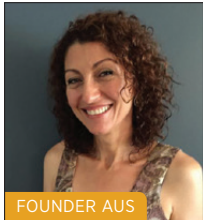
MICHAEL & AUDRA CHESTER



BING CHUNG CHEUNG



MEI YING CHIEH



TERPSY CHRISTOU



GABRIEL & TIFFANI CISNEROS



MONIQUE CLARK



MIKE & RACHELLE CLEARY



NIKKI CLEARY



JORDAN CLIBER



JASON & JODI COBB



ALLISON COCHRAN



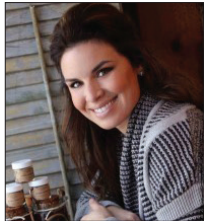
KARI COODY



CINDY COONS



ADAM COPP & ROSIE GREANEY



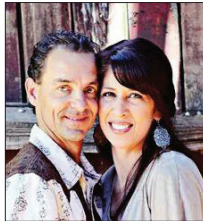
ERICA CORNWELL



ELIZABETH CORTES



ALICIA COTTAM



TOM & ANITA COTTAM



JEFF & COLLEEN COTTERELL



CRAIG & KRISTIN COTTLE

GOLDS



TAMMY COUNTS



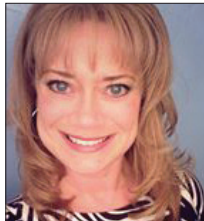
TERESA COYNE



LUISA CRANE



SPENCER & APRIL CRAWFORD



CHRISTINE CREEL



RICH & BARBARA CROCE



CINDY CROSBY



KARLEL CROWLEY & STUART DIXON



JENNY CRUZ



ANA PAOLA CASTILLO CUEVAS



LISA CUSANO



DR. JAMES & KIM DAHLIN



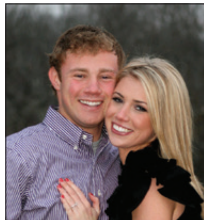
HEATHER DAHLSTROM



MATHEW & OLIVIYA DAUGHERTY



SHELLY DAUGHERTY



ANDREW & BRITTANY DAVIDSON



SUSAN DAVIDSON



GLEN & TERRI DAVIS



JENNIFER DAVIS



LUCINDA DAVIS



PAULETTE DAVIS



KEITH & KENDRA DAVY



MARQ & BRI DAWKINS



JOYCE DAY



RYAN & MELISSA DELANGE



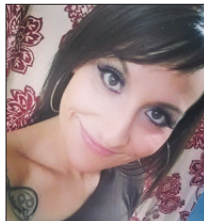
DIANNE DELREYES



SARA DEREK



JOSEPH & PHELICIA DEROSIER



ERIN DESANTIS



ISAAC & LINDSEY DEURLOO



KARUNA DILIBERO



JEREMY & HOLLY DIXON



ERICA DOLAN



MIKE & KELLY DOLLINGER



ANDREW & JEFFREY DONOVAN



DEANNA DOYLE

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GOLDS



JULIE DRIGGS



LUKE & MAGGIE DUBOIS



JUSTIN & LELIA DUKE



HELEN DUKE



CANDACE & SUSAN DYER



MARIAN EDWARDSEN



JAMES & ERIKA EDWARDS



JEFF & GINNY EISEMAN



STEVE & LORRAINE ELJUGA



MARK & LINDSEY ELLIOTT



BOB & JANICE ELLIOTT



VIVIAN ENGELSEN



SHANE ENGLAND



DENNY & MARY ENGLERT



CHRISTIAN & ELISABETH ENSOR



JOEL & FAY EPPS



MICHELLE ESPER



FOUNDER MX
PAOLA Y SILVANO ESPINDOLA



FERNANDO ESPONDA



JEFF ESSEN



FOUNDER MX
LUIS & CAROL ESTEVEZ



MATT & RYANN ETTER



JULIE EUBANKS



HALEY FACHNER



MARIA FAHRNER



TRAVIS & MALLORY FAIRBAIRN



SALLY FARB



SALLY FARNICK



MANDI & JACK FELICI



DALE & TONYA FERGUSON

GOLDS



SHARON FILA



LYNN FINGERHUT



HAYLEY FLEMING



GLENDA FLYNN



LISA FORD



CATHY FORT-CURRIGAN



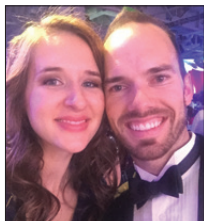
TAMMY FOSSETT



JAKE & JOANN FOWLER



ROBIN FOWLER



BRADLEY & ALANNA FRANKLIN



FOUNDER
DEVAUGHN & KELLY FRASER



SHELBY FREED



JENNIFER FRINK



GERRY & CHRISTINA FROESE



LI FRYLING



NATHAN & KRISTEN FUCHS



STEFANIE FUNK



LISA ANNE GAFKJEN



KENNY & LINDSEY GALE



VICKI GALLOWAY



JUDY GANN



JACQUELINE GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



MARY GAULDIN



ALICIA TORRES GEARY & KYLE LISABETH



FOUNDER NZ
ANGELA GEEN



MICHELLE GETZ



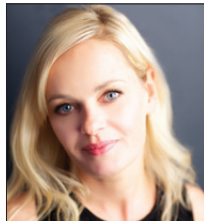
RACHELLE GIBSON



LUIS & EMILY GIL



TIM & KAREN GILROY



DIANE GJELAJ



KATHRYN GLADER



CHRIS & KRESTA GLASER



KARLA GLEASON

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GOLDS



DR. CYNTHIA
GLEDENING



KIMBERLY GO



VERONIQUE
GOLLOHER



RACHEL ADAMS
GONZALES



ERICK & EDGAR
GONZALEZ



LUIS & ITZEL
GALLEGOS



CRAIG & SHEILA
GOODSELL



KATIE GOSSELL



DR. ANDREW & RUTH
GOUGH



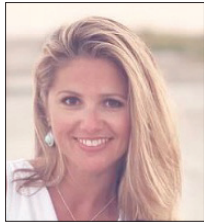
JONI GOULD



ROBIN GRAHAM



VANESSA GRANATA



JANIS GRAZIANO



LEON & LYNDA
GREEN



LARRY & STEPHANIE
GREEN



JENNIFER GREEN



KACEY GREEN



BILL GREENWALD



NATALIE GREIG



TODD & RENEE
GREMPEL



EDWARD &
CARY GRIFFIN



SHANNON GRIFFIN



KENT & HELEN
GRISWOLD



JODI GRUBBS



KAREN HADLEY



KATE HAGEN



DANIELLE HAHN



NATHAN & TASHA
HAKEEM



MATTHEW & ANNA
HALES



TERESE HAMILTON

GOLDS



TIM & AUDREY
HAMILTON



TROY & KRISTEN
HAMILTON



LINDSAY HAMM



DR. SANDRA HANNA



STANFORD & HEIDI
HAO



DANIELLE HARDEE



RUSTIN & CORINNA
HARPER



DAVID & JOLENE
HARRIS



NICK & KELSZI
HARRIS



TODD HART



LOTUS HARTLEY



SALLY HARVEY



KRISTINE HASLAM



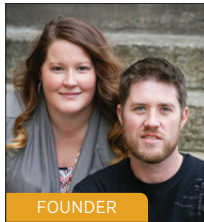
JACK & HOLLY HATCH



KRISTINE HAUCK



PAMELA
HAUFSCHILD



BERIC & LORI
HAUKAAS



BLUJAY HAWK



ALLISON HAYS



KIM HAZEN



EVELYN HAZEN



JUDY HEBNER



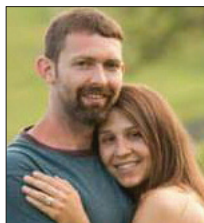
ELLIE HEDLEY



TONYA HEFT



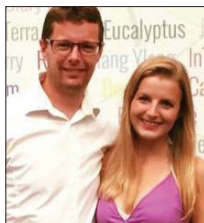
ANTHONY & DANIELLE
HEIZENROTH



NATHAN & ANGEL
HELDRETH



KRISTIN HELTON



PER THOMSEN & ELIN
HEMNES



EUGENE & DIANA
HENKEL



WAYNE & JENNA
HENRIE



LISA HENTRICH



MIKE & BETH HICKS



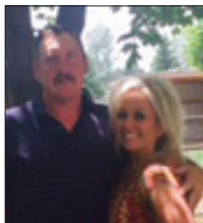
IZUMI HIGA



JASON & STEPHANIE
HILL



MAGGIE HILL



LEONARD &
DANIELLE HILLMAN

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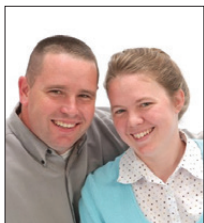
GOLDS



LEE HINDRICHS



HOLLY HIRT



GREGORY & SUSANNA
HOBELMAN



PAULA HOBSON



DAVID & JENIFER
HOEHNE



SHALEEN HOGAN



NATHANIEL & DENA
HOLMES



OSVALDO HOSORNIO &
CAROLINA CEREZUELA



BREANNE HOUSTON



CHIAH LING HSIEH



CHING YING HUANG



KAREN HUDSON



CORY HUGHES



JENNI HULBURT



JOHN & VIRGINIA
HUME



BRETT & KELLI
HUNSAKER



BRIAN & ALLISON
HUNT



KUN YOUNG HWANG



MARISSA HYATT



NANCY ILLMAN



JENNIFER
INCHIOSTRO



FUMIKO INMA



CHARLOTTE
IRAGABA



RICHARD IREDALE



KELLY IRIZARRY



BERET ISAACSON



YUKI ISHIDA



CAROLINE JACKSON



TRISHA JACKSON

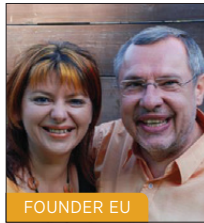


SCOTT & TONI
JAEKEL

GOLDS



LINDSEY JAFFERALI



SABINE & HARALD
JAHN



TREY & AMY JAMES



GORDON & JILL
JANKULOVSKI



DALE & JENNIFER
JARAMILLO



DR. BARBARA
JENNINGS



BRIAN JENSEN &
RIKKE NÆSTED



KURT & LINDSAY
JENSEN



CHUN HWA JEOUN



JAN JEREMIAS



AARON & HEIDI
JOHANSEN



AARON & JESSA
JOHNSON



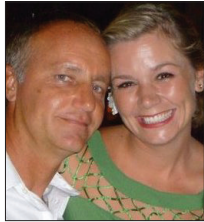
NANCY JOHNSON



TRACY JOHNSON



JARED & RACHEL
JONES



GORDON & RENEE
JONES-LAWSON



LAURA JONES



LAYNE & SHARON
JONES



STACY JONES



HAGAN & DENA
JORDAN



NOELLE JOYE



LISA JURECKO



MARY KAHN



LEILANI KANE



KYUNG AEE KANG



LEAH KARRATTI



YOKO KAWAI



KRISTA KEHOE



JUSTINA KERSTEIN



KRIS KESKE



KATE KETTLEWELL



BRIAN KIEL



CHRIS & TARA
KINSER



MIE KIRA



JANI KNOX



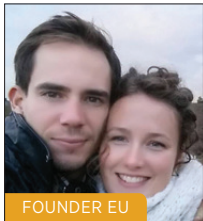
YASUKO KOBAYASHI

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



CHELSEA KOCH



WILLEM-PAUL & LOUSSANNA KOENEN



DEAN & TERESA KOERNER



ELIZABETH KOLODGY



DAN & JES KOOPMANS



BONNIE KOTTRABA



JENNIFER KOURTEI



JENNA KRAHN



FREDDY & MANDY KUHN



MICHELLE KUNTZ



CLARK KUNZLER & LAURA WYNN



JON ERIK & LYNN KVAMME



JANICE LADNIER



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



MARY LAGASSE



YEE MUN LAM



KIMBERLY LANDUYT



LINDSAY LANE



JONI LANG



IVY LARSEN



SUSIE LARSON



MARGIE LASH



JEFF & KATE LASSON



LORI LATENDRESSE



DERRICK & TARA LAUGHLIN



HONG CHUA & SHULI LAW



JAMES & MICHIE LAYTON



BOB & KATHI LEALE



SAM & KELLY LEAVITT

GOLDS



JANYCE LEBARON



REN-MIN LEE



JOSEPH TIN WAI LEE



IN GYEONG LEE



CHRISTIAN & ALLIE LEFER



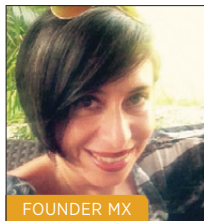
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ANNE LEININGER



TARA LENDER



FANNY MILLAN DE LEON



SUZIE LEROUX



YUEN MING LEUNG



DONNA LEWIS



HSIU WEN LI



YU TUNG LIN



RAMONA LINABARY



HEATHER LINDHOLM



AARON & LEEANN LIVINGSTON



YU CHI LO



HONEY LOGAN



JEFFREY & JEN LONG



CLAUDIO GIOVANNI LOPEZ



ANALEAH LOVERE



TOM & ARI LOWER



SHELLY LOYD



BROC & CHRISTINE LOZA



CHARLENE LU



PEI CHEN LU



YU JUNG LU



BEN & MARIA LUEBKE



JEN LUKE



LISA LUKE



MARY LUNDSTROM



RYAN & JESSICA LUTZ



LISA MACHAC



BETTY MAGILL



TRISH MAHONEY

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



MELANIE MAITRE



VICKI MARCUS



KARLENE MARKHAM



LENKA MARKOVA



ANITA MARRIOTT



AMY MARTIN



KYLE AND AMY MARTIN



MASAKO MASUKO



MIKI MATSUMOTO



DR. TANYA MAXIMOFF



JANICE MAYNARD



SAM & SHEREAN MAYNARD



VICTORIA MCADAMS



RACHAEL MCBRIDE



JANICE MCBRIDE



KELLY MCBRIDE



SEAN & ALICIA MCBRIDE



MITCH & ANNA MCCLARY



GINA MCCONEGHY



JACLYN MCCORMICK



BRITTANY MCDONALD



BROOKE MCGLOTHLIN



MIKE & MELISSA MCGREGOR



URIAH & LISA MCHAFFIE



GASPARE & COLLEEN MCINTOSH



ALLISON MCNAMARA



LISA MECKLE



KRISTA MELENDEZ



WENDY MENDOZA



MONA MERZ

GOLDS



KELI MESSERLY



BRANDON & MELISSA MILLER



HOLLY MILLER



JIM & AMY MILLER



KAREN MILLER



AKIKO MIZUTANI



BETTINA MOENCH



CRAIG & KIMBERLY MOORE



NANDI MOORE



ANDREW & TIFFANY MOOSMAN



LORENA ALVARADO MORALES



SHANNON MORGAN



HELMUTH & VERA MÖRWALD



NATASHA MOSES



ANNA VASKOVÁ MOTÝLIK



JANELLE MUELLER



MARY LOU MULCAHY



BERIT MUNRO



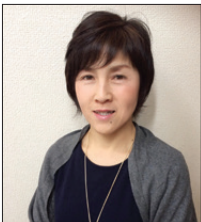
ALLEN MUSCH



NICOLE MYGRANTS



ETHAN & JUSTINA NADOLSON



YUKARI NAKAGAMI



HOLAN & CASSY NAKATA



MATTHEW & ANDREA NATELBORG



ILEANA NAVARETTE



CAROLINE NAVARRO



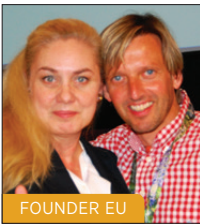
JODI NAYLOR



LISA NEEDHAM



ROB & HELEN NELSON



CHRISTAN NEUDEL & GABRIELA HÄUSSNER



MICHELE NEWPORT



RAY & LAUREN NEWSOM



JULIA NICHOLSON



JOSH & SHANNAN NIELSON



ANGELA NOBLE



JONATHAN & AMANDA NOBLE

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



RYAN & JAIME NORRIS



JAMES & SHERI NORTON



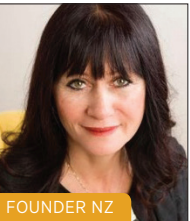
MELISSA NORTON



RENEE NOVELLO



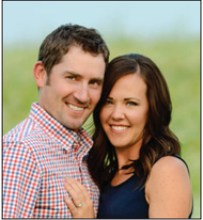
AMY NOWACOSKI



JOCELYN OADES



KIERSTIN O'BRIEN



SARA O'BRIEN



FRANK ODDENS



ANNA OFFMAN



BOBBI OGLE



DEBBIE OHLS



YUI OKUMURA



BROOKE OLIVER



ROBERT & HOLLY OLMSTEAD



TAMMY OLSEN



WADE & KRISTIE OLSEN



KERY O'NEILL



ALAN & BARBARA O'NEILL



YUKA OOSHITA



HOLLY ORGILL



DEBBIE OROL



DANIEL & LESLIE OSBORNE



JENNY OTIS



CHRISTOPHER & AMY OUELLETTE



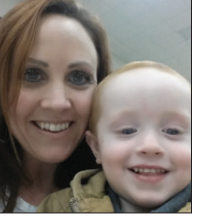
RONNIE & BONNIE OWENS



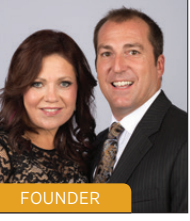
TERRI PACE



RONNIE & LYNNEA PADGETT

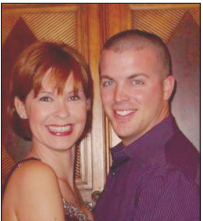


SKYE PAGE-SMITH



TRAVIS & SARA PALMER

GOLDS



PHILIP & KIM PALMER



ASHLIE PAPPAS



JAROD & COURTNEY PARDUE



HA PARK



COURTNEY PARKINSON



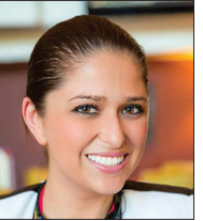
PAMELA PARKINSON



ELAINE PARSELEY



DANIELLE PARTAIN



SANDRA PASCAL



ESPIE PASIGAN



JASON & RACHEL PASSINI



SUSAN PAUL



KYLE & KATEE PAYNE



BOBBI PEARCE



TED PECK & KAYELLYNN BASTIAN



SHEEN PERKINS



MARIAH PESKIN



JAMES & VICKI PETERS



MIKE & ELAINE PETERS



STEPHANIE PETERS



PAUL & ABBY PETERSEN



MICHAEL & RHONDA PETERSON



BETSY PETERSON



TIM & BRENDA PETRU



BELINDA PETTY



BETH PHILLIPS



ANGELA PIJANOWSKI



WENDY & NATHAN PITNEY



INGA POACH



IAN POWELL & MAYU KAWATA



GERALYN POWER



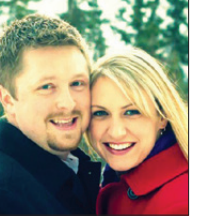
MAYRA POWERS



ALLISON PREISS



JESSICA PRESS



CHARLEY & JESSICA PRESTON



CINDY PRICE

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



RAYMOND & TRACY PRICE



MATTHEW & RACHEL PRIMEAU



RUTH PRINCE



AUBREY PRUNEDA



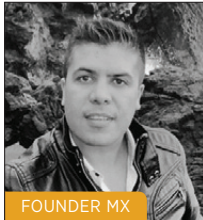
JENNETTE PULECIO



DALE & SUSAN PURDY



JOSEPH & CATHERINE PUTUTAU



DIEGO MUÑOZ QUIROZ



WILLIAM & ALICE RAHN



KERRI RAMIREZ



KRISTEL RAMIREZ



JENNA RAMMELL



KRIS & DARI RAMSDELL



LACEY RAPOSO



CHERYL RASMUSSEN



LESLIE READER



HANNAH REASONER



JEFF & HOPE REASONS



MARSHA REAVES



TAMI REDMON



ANGELA REED



DENISE REED



LARISSA REED



CORINNE REESE



MEGAN REEVES



BRAD & LILLY REID



SUSAN REIS



BRYAN & JENNIFER REMBOLD



BARBARA REMPEL & DAL BRYAN



RUTH REYES

GOLDS



TRACY RHODES



BRAD & DARCI RICHARDSON



WINDI RIFANBURG



LORI RINALDI



DAN & JAMIE RIP



ELAINE RISER



VANESSA ROACH



SHAWN & AMANDA ROBERTS



ELLIE ROBINSON



FOUNDER MX
PAOLA SALDAÑA ROJAS



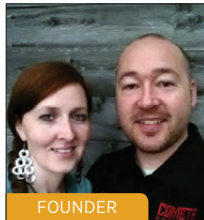
DAVID ROOKSBERRY



DEBORAH ROSE



KEMMERA ROSEMA



FOUNDER
CORT & KARLI ROSZELL



DANIEL & ALLISON ROTBERG



MIKE & JO ROTHS



BRYAN & VICTORIA ROWLAND



PATRICK & MANDY ROWLAND



ANDREW & KRISTY RURYK



CONNIE LOU RUSHING



DAVID & DENETTE RUSSELL



RYAN & JANESSA SALSBERY



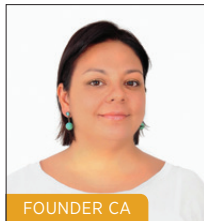
JAMES & MISSY SANDERS



CARLA SANTIAGO



IGNACIO SANTOYO & SILVIA MARTINEZ



FOUNDER CA
ISIDE SARMIENTO



AUDREY SAUNDERS



CHRIS & SARAH SAVAGE



JUSTIN & LINDSAY SCARBOROUGH



TRACI SCHEER



TENILLE SCHOONOVER



FOUNDER EU
SUSAN SCHUH



LAUREL SCHUMAKER



DENICE SCHWENDEMAN



CHANCE & JENNIFER SCOGGINS



ROBERT SCOTT & MARLYSE OKANO

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GOLDS



KAZUMI SEKIGUCHI



NANCY SERBA



TJASA SERCER



TOMAS & SUZETTE SEVERO



HEATH & CALIE SHACKLEFORD



BETH SHAW



JENNIFER SHAW



CHRISTOPHER & EMILY SHAWCROFT



BELLA SHING



JOAN SHODAI



MARY SHORT



MIRANDA SHROUT



AMI SHROYER



KIMBALL & YUKO SHUTE



KATRINA SIKORA



JON & HOLLIE SILBERHORN



AMANDA SILICH



KYMBERLEE SIMANTEL



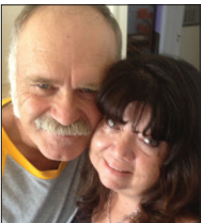
MICHELLE SIMMONS-BROWN



ROBYN SIMON



WADELL & ALICIA SIMON



MERLIN & DEILA SIROKY



ANGELA SKINNER



CARRIE SKLUZAK



LISA SKRIPPS



ERIC & BRENDA SMITH



DIANNE SMITH



DRS. JORDAN & TRACEY SMITH



MATT & MELISSA SMITH



RAMONA SMITH

GOLDS



STEPHANIE SMITH



MORGAN SOMERS



ERIC & HEATHER SORG



RENE SPALEK



JEREMY & KAYLA SPERLING



DON & PATTI SPIEGEL



ELMER & RENE SPIRES



ASHLEY SROKOSZ



BRENDAN & CYNTHIA STACK



KIM STAFFIERI



ALYSSA STANLEY



BILL & PAULYNE STAYBERG



ROBIN STEINFELD



JENNA STEPHENS



JAMES & ALICIA STEPHENS



DR. ANNA STID



JODY STONE



CYNDEE STRAHM



GREG & NORMA STRANGE



GUILLERMO & IVONNE DE SUAREZ



KELLI SUKUT



C. DYANNE SUMMERS



JENNIFER SUN



ELIZABETH SVENSSON



CHEIKO TAKEKAWA



TOMOKO TAKENAMI



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PAMELLA TANIMURA



JOY TARPLEY



HEIDI TAYLOR



THOMAS & BROOKE TAZBAZ



GERARD & TARITA TEHOTU



JOE & ANNE TETZLAFF



LAURANELL THOMAS











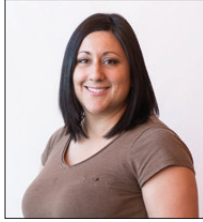




KERI THOMPSON



















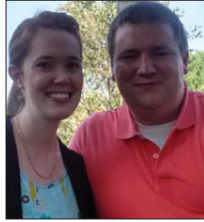

















DR. LYNN THOMPSON

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 LUCAS & NIKKI TOPHAM	 BECKY TOTH	 GLENN & JESSICA TRAVIS	 BRIAN & AMANDA TRENT	 RUBEN TREVINO & AMANDA POLA	 RUSSELL & MELISSA TRIPLETT
 DAN & GINA TRUMAN	 VICTOR TSAI	 FANG CHING TSAO	 DEBBIE TUTTLE	 KARI UETZ	 JENNIFER UPCHURCH
 MEMO & KIM URETA	 MEGAN USHER	 JILL VAN PROOYEN	 ALISON VAN ZANDBERGEN	 WAYNETTE VANFLEET	 LAURA VARNADORE
 JEN VAUGHAN	 ORLANDO & MELODIE VIAFRANCO	 CAROLINE VINAL	 DONNA VINCENT	 ZACHARY & DANA VINEYARD	 FOUNDER EU ELENA VINOKOUROVA

GOLDS

 JOSHUA & LEANN VIPPERMAN	 KARLI VON HERBULIS	 HEATHER WADE	 ALAN & CHERYL WAELBROECK	 LYNN WAGNER	 FRED & BARB WAGNER
 JUSTIN & TARA WAGNER	 REAGAN & HEATHER WAGONER	 KENNETH & STEPHANIE WAHLBERG	 LORINDA WALKER	 ROBERT & JENNIFER WALKER	 JAIME WALSH
 LIZ WALTERS	 MICHELLE WARD	 LANA WARNER	 BROOKE WARTELL	 NATHAN & KAROL WATKINS	 ZACH & STEPHANIE WATKINS
 TODD & JODI WEAVER	 KELLY & DAWNA WEBB	 STEPHANIE WEBB	 KAREN WELCH	 LYDIA WELLS	 RYAN & TARA WERNER
 CORY & KIM WESSON	 ELLEN WEST	 LYNDSLEY WESTERMEYER	 BRETT & GAYLE WHEELER	 RANDY & SUMMER WHELCHEL	 BRETT & DEBORAH WHITE
 LEON & BONNIE WHITE	 TONYA WHITLOCK	 LIZ WIGGINS	 RON & LIZ WILDER	 JOANNE WILHELM	 DR. PHIL WILHELM

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GOLDS



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FELICIA WILLIAMS



HARMONY WILLIAMS



LORI WILLIAMS



DEBORAH WILLIAMSON



GEORGE & NORMA WILLOCK



FRED & ALLISON WILSON



JENNI WILSON



TOM & CINDY WILSON



VICKI WILSON



ERIK & LINSEY WILT



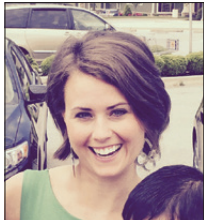
DALE & LILLIAN WINKLER



FRED & MARTI WINKLER



RHIANNA WISDOM



CARLIN WOLFE



MARC & LAURA WOLFE



NEAL WONG & LISA NAKAMURA



DENA WOULFE



MICHELE WRAGG



STACEY WYNN



YUKO YAGUCHI



DR. BRENDA YANOFSKY



DAVID & CLAIRE YARRINGTON



LI LING YIT

GOLDS



KEIKO YOSHIDA



MAKI YOSHIDA



DRS. DAVID & EMILEE YOUNG



CHING AN YU



TOMOKO YUTAKA



RAVEN ZAAL



ALAN & LINDA ZACHARY



SCOTT & LISA ZIMMER



ETHAN & CHRYSTELLE ZIMMERMAN



PATRICK & KIMBERLY ZOMER



AMANDA ZUCCATO

GOLDS NOT PICTURED:

KIERSTIN ALBERGOTTIE
DON & LYNDIA ASHCRAFT
JENNIFER BEST
LEILANI CANEZ
MATTHEW & NOELLE CARROLL
JENNIFER CARROLL
HUNG YI CHIANG
HSUAN CHIU
MICHELE CIANCIMINO
JESSICA CLARK
JOSEPH & MELISSA COOK
BARRY & KELLI CROSBY
HOLLY DAVIS
AIMEE DECAIGNY
LISA DEGRASSE
JILL DIEME
MELISSA DIXON

BENJAMIN & JANE DREBERT
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