

# LEADERSHIP



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Kacie Vaudrey & Mike Hitchcock

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cover stories

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Jim & Tammy Stephens

6 NEW PRESIDENTIAL DIAMONDS  
Kacie Vaudrey & Mike Hitchcock

**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.



To order the cover featuring Jim & Tammy Stephens, enter this SKU into your back office: 55120001.



To order the cover featuring Kacie Vaudrey & Mike Hitchcock, enter this SKU into your back office: 55130001.

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## Congratulations on Reaching Presidential Diamond

# Jim & Tammy Stephens



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

**Tammy:** Moving forward to Presidential Diamond is just a natural progression of the relationship that we've built with our team. If we're living life on purpose and always progressing, then there really isn't a change—it's just a matter of time. It's about helping your team get to that substantial paycheck that actually makes a difference in their lives.

**Jim:** You need to have that commitment to consistency over time and not become complacent or lethargic with your business-building activities. You just do the same type of activities as when you're going Platinum.

### Why should someone want to reach Presidential Diamond?

**Tammy:** Sometimes people say, "I never want to do what you do because you're so busy." But, I have so much time with my grandkids. Jim and I are together practically every day. If I'm going crazy and not disciplining my hours or choosing where to invest my time wisely, that's my own fault. Sometimes people think about building more than they're actually building, and that is what makes them think it would be so hard to be a Presidential Diamond. When someone says, "I wouldn't want to go Presidential Diamond" that's like saying, "I'm going to stop having birthdays." You don't really stop—things are either moving forward or backward.

**Jim:** The greatest value in life is not what you get but what you become. Why would you want to stop right when you have the

time and financial options to go out and really create a life of significance?

### What have been the biggest hurdles you have had to overcome on the way to Presidential Diamond?

**Jim:** The biggest challenge for me was learning how to inspire people instead of requiring them to do things. We used to own an excavation business and our employees were required to show up and do their job. But, we can't require people to show up and start building a dōTERRA business. We had to learn how to inspire them to reach down within themselves and find out what they would really be willing to work for. They need to see the bigger potential of what they can achieve in their life through building their own businesses. If they invest their time they can create an ongoing income that will grow way beyond their time and effort.

**Tammy:** I had to learn the patience of becoming a better leader. I'm changing and growing and so is my team. There's a learning curve and I needed to have the patience to allow my team to go through that and become strong enough individuals to handle mentoring a larger team. I know my leaders are going to create so much because of who they are becoming.

**Jim:** In the end, when I looked at the hurdles we had to overcome in building our dōTERRA business, they seem minute compared to working a job for 40 years and ending up on a minimal retirement, being totally at the whims of the economy, or building a conventional business with all the

overhead and hours you put in. In dōTERRA, the rewards way outweigh the hurdles.

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

**Tammy:** Jim is a rock, and his stability made him a pillar for our team and that's powerful. It's not always about who's doing the most classes or getting on the plane the most times, because it's a team effort.

**Jim:** We've been working in business ventures together since before we were married. In every situation, in business or in life, you just have to figure out the working relationship. We figured out how to both be productive, effective, and respectful of each other.

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

**Tammy:** Seeing people step into a leadership role and impact their world. I think people can do so much more than they realize. I can only do so much, but as I raise up another leader, there are going to be hundreds and thousands of lives that will be impacted because of the leadership of that person.

**Jim:** I never want to live a life of being stagnant or complacent. We want to be productive and work. Ray Kroc said, "You're either green and growing, or you're ripe and rotten." We want to always be growing and getting better. 🌱



## Presidential Diamond Tips

### Progress into Leadership

**Master yourself.** "People need to first make a difference in their own lives, then their families' lives. When they can master and lead themselves, then they can learn to lead other people."

**Strengthen relationships.** "Having strong relationships will help us grow into having stronger businesses. We have to learn to work together. That maturity is foundational."

**Always improve.** "We never expect to arrive at the perfect place. We have a lifetime of continual improvement ahead of us. We're going to embrace it, not fight it."

**Conquer internally.** "Internal victories precede external ones. As people begin to have internal victories, they can move forward and become less self-centered."

**Serve others.** "We don't need to become perfect or really good at something before we can add value to someone's life. We just need to start loving people."





## Congratulations on Reaching Presidential Diamond Kacie Vaudrey & Mike Hitchcock



### What differences have you noticed between working toward Presidential Diamond as opposed to Diamond?

**Kacie:** Essentially the difference between Diamond and Presidential is how much time you have to spend with your team. Understanding that this business is made up of relationships forces us as leaders to prioritize all our activities.

It is crucial that we never get “too busy” to help those who need us. Although in the beginning it was much easier to have one-on-one conversations with all of my leaders, I still offer my time generously. I just have to get a bit more creative and be OK with mentorship coming in different forms such as circle calls, team trainings, and leadership calls. Social media, monthly incentives, and team trainings have also allowed



### Presidential Diamond Tips: A Peaceful Heart

**Loving** “There’s a lot of love on our team because we are centered on peaceful heart leadership. We focus on building a massive organization from a peaceful, nonaggressive place. We are genuinely out to help people and build relationships.”

**Genuine** “Not one single person on my team has a website. They all go out, meet people, get the oils into their hands, and build their business that way. I think that’s the genuine approach that dōTERRA wanted to instill from the beginning.”

**Committed** “Everything has to go back to your heart. You’ve got to be doing this for the right reasons, and the right reasons are to help the people around you. If you start to get derailed, go back to why you committed to this in the first place.”

me to maintain strong relationships with my team as my organization continues to expand.

The beauty of our industry is we get to work with people we love and trust. As you build to higher ranks, reach out to your leaders and allow them to take on activities they excel in. I’m continually blown away by what my team members offer the organization and will continue to share responsibilities with them.

### What advice would you give to someone who is just starting out in this business?

**Mike:** After being in sales for 25 years, I am amazed by what dōTERRA has to offer. Since the first time Kacie introduced the compensation plan to me, I knew she was on to something powerful. The product works, there is a unique business model that fits the needs of stay-at-home moms as well as professionals, with a very minimal investment to get started. The best part is you can create a future while living a healthier lifestyle. What other business is there where you can invest so little with such a huge reward? The commitment is time. Stay committed and consistent and you will have success.

### You just got married in June, what has it been like joining together with a fully developed business?

**Mike:** I was awestruck with Kacie’s success after I met her and very impressed with the way she ran her business. Her sincerity and how she really cares for people is truly unique. Essential oils were a learning experience for me, but Kacie introduced me slowly and naturally and I really like that approach. I’m currently in IT software sales, so we do have dual careers and it’s working for us.

**Kacie:** Currently, we don’t have any intention of him quitting. At this point, things are working and we can often travel

together, incorporating both of our careers into our trips. It’s fun, and things are always interesting. Mike has brought his expertise in sales and business skills to the table and opened my eyes to areas I was not exposed to as a university professor. I’m still learning all the technical business language, which has been somewhat of a challenge and a bit humorous, but we are working through it all. I really appreciate all of his sales skills and suggestions. We spend a lot of time strategizing and bouncing ideas off of each other. His support has been crucial.

### 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 want to reach it?

**Kacie:** Presidential Diamond is not just financially rewarding—you get to influence thousands and thousands of lives. If you empower your team, work closely with them, and give them the necessary tools to be successful, then it’s not overwhelming, it’s fun. There is nothing more satisfying than watching the people you care about change their physical, emotional, or financial health. I sleep well at night knowing I have done my job to the best of my ability each and every day. I know this because I see it in the thousands of lives that have been touched.

### At this stage, what’s motivating you to continue building your business?

**Kacie:** When I started, I wholeheartedly wanted to share these oils with everyone and I feel like my job is far from done. I have to keep going. I’m committed to this mission 100 percent and I’m not afraid to say retirement isn’t in my near future. I’m OK with that. 💧



## Jamie Boaglio

**“My motto is: No one is left behind. I make sure to try and connect with everyone and anyone on my team so that no one feels like they’re trying to do this on their own.”**

With two young kids, Jamie Boaglio was struggling to hold down a full-time job. Her husband at the time was in and out of the hospital with a chronic illness, and so she worked as a server at her mother’s restaurant to try and make ends meet. When a friend gave her a dōTERRA essential oil to help her with her six-month-old baby, Jamie had no idea how much it would change her life.

“I’d used essential oils in the past, but had never seen them be effective,” Jamie says. “When I saw results from dōTERRA, I had to ask myself why these were different.” As essential oils continued to help her family, people started asking her about them. She and her sister decided to hold an educational class for their friends, just so they could learn more about it. More than 45 people came, and though they didn’t have

any intentions of starting a business, it happened naturally from there.

Jamie was motivated to be able to take care of her family on her own, but also for the potential she saw to be able to help people better themselves. She made the goal at first to hit Gold and the \$1,500 Power of 3. She says, “I was being a mom, a wife, a caretaker, working as a server, and started doing this business as well.”

Less than two years into the business, Jamie got a divorce, and last year was diagnosed with Non-Hodgkin’s Lymphoma. She says, “It was a lot of pressure, battling this as a single mom of two kids.” But, she kept sharing dōTERRA and teaching classes while going through chemotherapy. She had strong leaders, and was able to hit Diamond a few months after going into remission. “I

remember my oncologist saying, ‘I can give you chemotherapy all day, but if you don’t have it in your mind to be an overcomer, then you won’t.’ I held onto that thought through everything. I knew if I gave up two years of my life for treatment, that I would get my entire life back.”

Her why has changed from wanting to get out of debt, to wanting to give back to the people who gave to her when she had nothing. She says, “I also want to teach my girls to have hearts ready to give to others and to know what a healthy working mom looks like.” She knows her life will never be the same. “This has changed me emotionally and it’s taken me to a whole different financial level. It’s given me a vehicle to help other people, and it’s taught me that dreams can come true.”

## WORKING WITH BUILDERS

**Listen to what they want.** “Sometimes you can see potential in other people, but that doesn’t help if they don’t see it in themselves. Listen to them, find out what they want, and help them get to that point.”

**Let them choose their speed.** “Let your builders grow at their own pace. That’s hard because it influences you as well, but you have to walk with those who want to walk, and run with those who want to run.”

**Accept their level of growth.** “If your builders come to a place where they’re comfortable, be OK with that. Don’t become resentful of your team members who don’t want to go as far as you.”

**Take the responsibility.** “Remind yourself that you are the CEO of your own company. Make sure you’re doing the daily actions of sharing, leading, and inspiring. Take the responsibility on yourself.”

# GO THE DISTANCE



“You have to have a fixed purpose and the power and will to persist. Resolve to have the drive and the grit to go the distance and get it done no matter what.”



## Monika Batkova & Martina Valnickova

“Our leaders are such a great example and strength to us. Talking to them is my favorite part of my job.”

Monika Batkova's friend, Sharon McDonald, came to Slovakia and stayed with Monika while presenting dōTERRA essential oils to elderly people at a rest home. She asked Monika to translate at the event, but Monika was not interested in the oils. She was, in fact, excited for Sharon to leave so they would stop smelling up her home. Then, she learned about the business opportunity and she was stunned.

She had begun a different network marketing business just the month before, and she could tell right away that the dōTERRA compensation plan was far superior. She was devoted to the business aspect from the very beginning. She says, “I think this is key for any new country that opens up for dōTERRA—you have to have a committed and fully devoted entrepreneur that believes in his or herself to start with.” She found herself “in” the mission of dōTERRA and she knew she was going to the top, it was only a question of when.

It actually took Monika about four months before she discovered what a “gift from heaven” the essential oils really were. She says, “Once you have a strong experience, nothing will ever stop you from getting these oils to every family you know, even if you are shy and introverted like me.”

Monika has partnered with her friend, Martina Valnickova, and Martina's husband, Petr. Monika says, “We trust and support each other. dōTERRA in Slovakia is growing because of them.” Occasionally they will disagree, but they have learned that their differences make them stronger. “The most important thing is that the goal is the same and the challenges are taking us in the right direction.” Monika's husband, Viliam, is a computer engineer who has helped her with the tech aspects of her business. She says, “He has always been onboard to support me in everything in my life. His love and patience have been the greatest support to my business.”

She considers her team to be the best in the world. “I have learned so much from them. They are true heroes and pioneers in Eastern European countries.” There was a period of time when Monika and Martina's costs were still exceeding their income. They needed to reach Gold in order to have reasonable compensation between the two of them, and they were having a hard time getting anyone in Slovakia to enroll—people simply couldn't afford the oils. Their upline, Sharon, made the investment to help them put on a large promotion that had a huge impact. Monika says, “We worked hard to share the advantages of this promotion with everyone. Before long, we were Gold and things started looking up.”

She is amazed at where dōTERRA has brought her today. She says, “The life I have now I would not exchange for anything in the world. I know so many people that have bettered their lives and I personally have space for my dreams.”

## Keys to Success

### THINK LIKE A DIAMOND.

“At first, I thought I just had to do everything I needed to achieve Diamond, but I had not made the decision to be one and feel like one in my very soul. Once I realized that, it was about six months before we reached Diamond.”

### PROVIDE TOOLS.

“We did a lot of promotions that helped people learn about the oils and then helped them to share, do classes, and grow. We prepared the means for them to learn by constantly translating articles and creating Slovak versions of websites.”

### FIND INSPIRATION.

“Talk to all types of Diamonds. Share your visions and dreams with corporate leaders. Read *Leadership* magazines, attend events, read lots of personal development books. Stick to your daily tasks. Find your inspiration every day.”

### SUPPORT YOUR TEAM.

“Provide education and inspiration to your team. Celebrate and honor their achievements, serve them, and let them know you are there for them no matter what. Let them make their own decisions and walk their own way.”

### BELIEVE.

“There is no magic to it. You just have to believe and act upon that faith. Some things work, some don't, but this is experience. There is no other way. These are good foundations, and when the hard times come, you can build upon these solid rocks.”

# HEROES & PIONEERS

“I am proud of every single person who decides to trust nature and see for themselves what a miracle these oils are.”



## ■ Forrest & Leslie Exley

# BEYOND THE American Dream



**W**hen Leslie Exley found out her boss was involved in dōTERRA, she approached him about joining as well. She was already familiar with essential oils, so she approached dōTERRA purely for the business opportunity. She says, "I wanted to see what it was. My husband and I weren't sure about direct marketing, but we told ourselves we would give it 90 days and then we would reevaluate."

Her husband, Forrest, was a mechanical engineer and his job kept him so busy they rarely saw each other. He was looking for a job that was less strenuous, but no matter how close he got, nothing ever seemed to work out. He says, "When dōTERRA came along, it just clicked. We knew this was our out."

They both quit their jobs to buy a camper and travel across the country teaching dōTERRA classes when they were Gold. They hit ranks so quickly that they were at the low end of the average Gold income when they went full time. Leslie says, "We couldn't afford what we were doing, but we decided it was time to invest in the business. We made the commitment and decided that this was going to work."

It was a transition for them to start working together full time, but they were always in it together. Leslie says, "Forrest will always tell people I did it alone the first six months and then he joined me, but that's not how it happened. While I taught classes, he watched the kids, was supportive, and

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

**"Learning to love people can produce more volume than certain income-producing activities can." –Leslie**

made this business happen. He's been involved since day one."

Before dōTERRA, Forrest and Leslie were living the typical American dream. They were working corporate jobs; they had two kids, two dogs, and a cute little house. Leslie says, "With dōTERRA, we were opened to all the possibilities.

We learned to dream again about all the things we never thought we would be able to do." They're excited to be able to share the same thing with their team. "We're inspiring our team to dream again whether they're 60 or 18."

Though their lives aren't perfect, they're excited to be at home with

their children and watch them grow. Forrest doesn't have to work in a time-consuming job that takes him away from their family, and their lives are less stressful than they were before. Leslie says, "We're getting to spend time together every day and we can't imagine doing anything else."

## LEARNING TO WORK WITH YOUR SPOUSE

**TAKE A PERSONALITY TEST.** "A personality test will allow you to see on paper who each of you is. That way you can understand each other better and work together with that perspective in mind." –Leslie

**APPRECIATE DIFFERENCES.** "I used to think that if he didn't do things the way I do, he did it wrong. I learned that we needed to appreciate each other's strengths and weaknesses." –Leslie

**VALUE PERSPECTIVE.** "It helps to work closely with someone who has a different personality than you. He or she can bring a new perspective that is critical to success." –Forrest

**DIVIDE TASKS.** "You don't have to work together to work together. Divide the tasks that need to be done according to strengths and availability. You don't have to hold hands and do phone calls." –Leslie





■ Keith & Keri McCoy

# PAY IT Forward

“You get to choose what you do every day. A lot of times we feel like we don’t have a choice, but we do. When we relinquish that choice, that’s a choice in and of itself.” –Keith



While attending a barbeque, Keri McCoy met someone who invited her to a dōTERRA class. As an esthetician, Keri was interested in using the oils on her clients and quickly enrolled. She shared with her clients the results she was having with the essential oils, and they asked how they could get their own. When her upline asked

if she wanted to be able to get her oils for free, Keri was all for it. She started hosting classes and eventually teaching them on her own.

It was after attending Convention that year that Keri really caught the vision of dōTERRA. She attended a dinner party where a Diamond spoke about the humanitarian work she was doing

in Africa, and said how much it cost her to do it. Knowing how much Diamonds make on average, Keri realized that if she reached that rank she could easily contribute to the world in a similar way. She went home and booked as many classes and one-on-ones as she could. From there, she hit Silver and attended Leadership Retreat.

At this point, Keri had gone down to seeing facial clients only one day a week. At Leadership Retreat, Dave Stirling talked about the importance of going all in. Keri says, “He said to put both feet in the boat and cross the river. If you’ve got one foot in and one foot out, you’re just going to teeter-totter and you’re always going to have that plan B.” Keri came home from that event and decided to retire her esthetics business, and from there her husband, Keith, began to join her in the dōTERRA business as well.

Keith and Keri decided to participate in Diamond Club so that they could gain experience to pass on to their team, and found it to be very beneficial. Keri says, “We saw the seeds growing that we had planted, and we decided to do it again to go to Diamond.” Now, they’re huge advocates of Diamond Club, and know that they wouldn’t have reached Diamond as quickly if they hadn’t done it.

Now, they’ve been able to move into their dream home and have more freedom than they could ever have imagined. Keith says, “It’s impossible to put a metric on how this has changed our lives. We have a closer relationship as a couple, our kids are happier—I can’t even begin to think about where we would be if we had not gone down this road.”

They hope to be able to contribute to humanitarian causes that they care about and help others achieve the financial freedom that they have. Keith says, “We have a duty and a responsibility to pay it forward. The farther you go, the less it becomes about what you want, and the more it becomes about how you can help others.” Keri adds, “We know that one drop can have a ripple effect and changes hundreds and thousands of lives.”



“This journey is much larger than us. Growing our business only allows us to help more people.” –Keri

## BUILDING AS A FAMILY

1

### WORKING TOGETHER AS A COUPLE.

“We definitely had some ups and downs. It was my business in the beginning, and I was stubborn about not wanting to let Keith in. It’s been a learning experience, but I think in the long run it’s only strengthened our relationship.” –Keri

2

**STAY IN YOUR ZONE OF GENIUS.** “We have learned our strengths. We do everything together: our mentor calls, classes, events, and trainings. But, within those each of us has certain categories that we’re better at. We allow each of us to stay in our zone of genius.” –Keri

3

### BE OPEN TO WHAT WORKS FOR YOU.

“You have to be open, vulnerable, and patient. She focuses on women’s health issues and I help with leadership development, but we do all of that together. I don’t think it would work if I were just her assistant.” –Keith

4

**INCLUDE THE WHOLE FAMILY.** “We truly believe in having everyone onboard. We have six kids, going on seven, and there is a seven-year gap between our oldest two and the rest. We made Diamond a goal as a family, asked for their help, and gave them a reward when we achieved it.” –Keri





“To be a Diamond, you have to be proactive all the time. You have to be engaged and lead by example.”

Jared & Nicole Moultrie

# Trust THE Process

When Nicole Moultrie’s sister-in-law Jessica approached her about doing a dōTERRA business, Nicole turned her down flat. Her husband, Jared, had been laid off of his job for a few months, and neither of them had any interest in it at all. Jessica continued to invite them several more times. The final time, she sent Nicole an email with the subject line: “Last time I promise!” She begged Nicole to just consider the business. She finally watched the videos Jessica had sent her, and decided that it was time to give it a try.

“The timing was right, and reluctantly we went into it. I can remember feeling excited, anxious, and nervous at once,” Nicole says. Jessica had them meet with Marc and Jenn Garrett, and Marc wanted to know what Nicole’s why was. “I had these walls up, but he kept pushing me on it. I started to tear up and finally

admitted that it was always about helping my family.” After that, Nicole knew she would do anything to succeed in dōTERRA if it would bring her family the stability they needed.

Jared was always with her as she built the business. Nicole says, “It’s always been a ‘we.’ We are partners in everything. He helped me take care of the kids and make it work.” Jared’s advice to other spouses is to be the constant. He says, “This business can be a roller coaster, so a lot of times it is the partner’s job to be the growth line. Help your spouse see the constant, steady improvement instead of the fluctuations week by week.”

Nicole has seen that dōTERRA has changed her ability and her motivation to help others. She says, “The bubble of who you want to take care of starts so small and then it expands. Eventually

you want to help everyone succeed.” Though she was able to achieve Diamond, she knows it would be selfish to stop growing now. “You never get sick of hearing about how the oils are helping people, or about your downline getting their first checks, or about your frontline builder moving into a new house. It’s fun to see people succeed and that’s what keeps us going.”

Just like being a mother, growing a dōTERRA business has been both exhausting and amazing. She says, “It’s has been the best, hardest, and most rewarding thing. It’s a big ball of amazingness.” She has seen herself improve as she has grown her business, but she never imagined how that would expand to others. “When you elevate, you bring other people up with you. It infiltrates everything in your life. You create a different mindset for what’s possible.”

## RECIPE FOR SUCCESS

### Commit.

“Once we agreed to do this, we were 100 percent all the way in. It wasn’t, ‘We’ll see what happens.’ It was, ‘We’re going to do it. Let’s go for it.’ You just have to keep swimming.”

### Be consistent.

“When you’re pregnant you don’t have the same consistency as when you’re in Diamond Club. Whether you’re having six classes a week or just doing a phone call, keep doing something.”

### Build momentum.

“Use that momentum to keep going. If you get lost or feel stuck, you can always go back to inviting, teaching, enrolling, and duplicating. Keep building your safety net and it will keep growing.”

### Trust the process.

“You don’t have to know anything when you start—I didn’t. Do what other people have done to succeed and it will work. If you work hard and keep contacting people, you’re going to reap what you sow.”

“If you put out goodness, it will come back to you.”





# BACK TO BASICS



**Theresa Harding is a founding Presidential Diamond who has been with dōTERRA since the very beginning. Here, she shares her story and the experience she has gained through the years.**

## HOW SHE DID IT:

When I started, I was not going to build the business. I did not like network marketing and that is putting it lightly. But, I was excited to start sharing the oils and I started building a little bit of a downline and getting a paycheck. When I saw that paycheck, I thought, “This is me trying not to do this?” So, I decided that if I could do the business the way I had been, I would be happy to do it.

At that time, we didn’t have any books, handouts, tools, or PowerPoints. We didn’t really know anything. We would go to a class, we’d hear information, and we would share that with other people. We did classes in people’s basements and living rooms. We shared with people individually and as they were interested to learn more, we would invite them to classes.

## YOU DON’T NEED TO KNOW ANYTHING.

People who have to know all the answers before they’ll go teach a class will still be successful, but they’ll be successful a lot slower. The people who don’t know what they’re doing but just hear about dōTERRA, get excited, jump in, and start doing things even when they aren’t experienced—their teams grow the fastest.

I have many years of experience; I know a lot about essential oils. But, the reality is, compared to Dr. Hill I am a layman. We’re always learning. I’ll always need to know more. Can you imagine if I didn’t go out and do things until I knew as much as Dr. Hill? All we need to know is that we’re excited about essential oils and we want to share them with someone.

## BE WILLING TO LEARN.

Be teachable and humble. You may come into this business with a huge skillset if you’ve been successful at a business before, but dōTERRA is a different thing than you’ve probably ever seen. We are all about helping and caring for other people in a compassionate way. Don’t try to reinvent the wheel. Learn from the people who have already been successful. Copy them until you get so expert at what they do that now you can bring your own creativity into the mix. Once you’ve seen success, when you start trying other things you can recognize quickly what does and doesn’t work. Then, you can help make dōTERRA better.

## SELECT BUILDERS THAT FIT.

In the beginning, if I had someone who was interested in the business, I would think, “I hope I get this person. I need more builders.” After doing it long enough, I recognized that the builders will come if you never stop. Now, I’m not worried about whether I get a builder. My goal is to find out if this is really a good fit. If it’s not a good fit, then we’re going to

work really hard for six months and end up frustrated. I want to find out what’s in it for them and what they need. If we can be a fit, then I know how to help them and fit the puzzle pieces together.

## EVERYONE HITS WALLS.

Any time you do anything worth your time, you’re going to hit walls and you’re going to have to sacrifice. I teach my builders from the beginning that this business is exciting and they’re going to hit some walls, but I’ll be there for them. So, when they hit the walls, I already know what’s coming and I’ve prepared them for that. I’ve helped them realize that building dōTERRA is having in-home classes where one person shows up. Then the next class 10 people show up and you think, “I’m so good at this.” Then the next class no one shows up. I’ve been doing this for a long time now, so I’m invited to speak at large events in front of thousands of people. But, when I’m building my team, I still go to classes where two people show up. You just have to continue. Don’t quit; don’t stop.

## SEE THE POSITIVE.

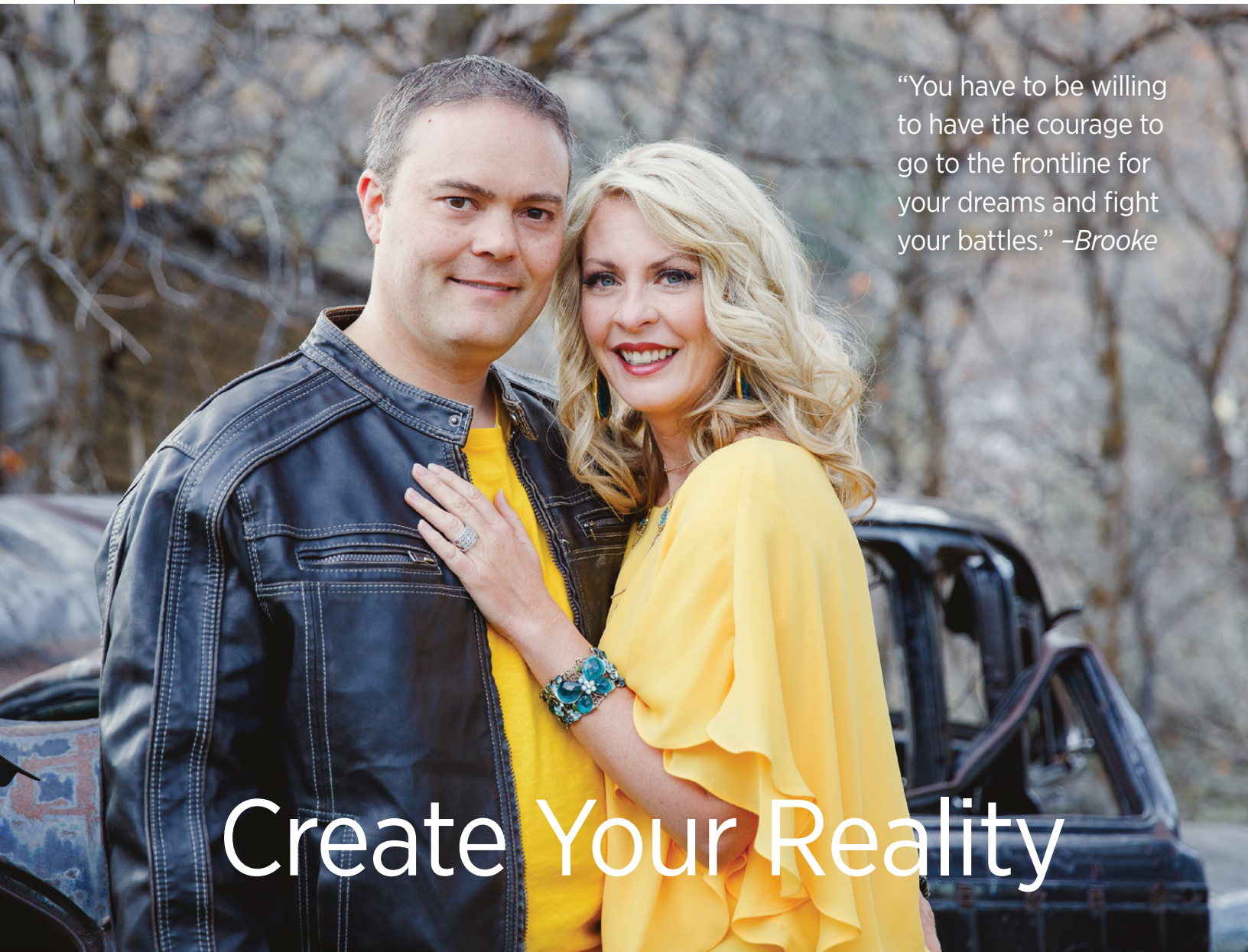
A lot of people are concerned about compliance right now. They’re worried about what they can and can’t say, and some people are frustrated. Just be patient. Work with the FDA; they’re trying to protect people. We are making money doing this and they want to make sure that we’re not making improper claims. Don’t let it be depressing and frustrating—get excited about it. Look at it as a revamp. I believe that it will give a boost to our business as we learn how to do this in the right way. Let’s figure out better, safer ways to say things that don’t turn people off to essential oils. Our whole goal is to make essential oils mainstream, and this is going to help us do a better job. As we move forward, the business will be stronger, it will be more stable, and we will actually attract more attention from people out in the world.

## WHY SHE KEEPS GOING.

I love being able to help people. But the reality is, I feel like I’m not done. I have been so blessed beyond what is even reasonable, so now I feel an obligation. Now it’s my turn to go help other people. I will never get tired of the texts, phone calls, or emails where people are emotional because of what the oils have done to help them. 💧



## Shane & Brooke Pugh



“You have to be willing to have the courage to go to the frontline for your dreams and fight your battles.” *–Brooke*

# Create Your Reality

**B**rooke Pugh had been a single parent for many years before she met her husband, Shane. They were on welfare and felt worn out and beat down by life. Her friends James and Chelsea Stevens invited Brooke and Shane over for dinner and introduced them to dōTERRA. Brooke thought it was weird, but accepted an oil sample to be polite.

She went home and tried it, and it was so effective that she soon needed more.

Because Brooke had no money to purchase essential oils, Chelsea suggested she enroll and hold a class. Chelsea told her, “If you will try, I will help you, support you, and do whatever it takes to walk this road with you.” Brooke

agreed to give it a shot. She took most of the oils she got and gave them away to anyone she could—even knocking on doors and talking to people she didn’t know. Every dime she made she invested back into her business. Within three months, she was Gold. She says, “I ran with it as hard as a person can run because I didn’t have any other way.”

Meanwhile, Shane worked two full-time jobs, made dinner for the family, cleaned the house, and even helped teach classes when Brooke was out of town for Diamond Club. Brooke knew she wanted to be Diamond the first time she went to the gala and watched the Diamonds walk the red carpet. She says, “It gave me this unquenchable fire. I said, ‘That is mine. I will have that.’” And, at the 2015 Alive Convention, she was able to walk the carpet herself.

Now, her family has been able to get off of welfare and can afford to rent a home of their own. Brooke says, “There was no way I could have ever gotten out without dōTERRA. James and Chelsea were angels sent by God to help me unravel my negative belief systems. When I said I couldn’t do this and I was born to fail, they told me, ‘That’s a lie. Now get up and live.’ I realize now that every person on the planet can change their lives. You grow up and you’re told that this is your life—you’re stuck, deal with it, but it’s just not true. We are so capable of creating whatever reality we want.”

She is amazed that she can now create as much income as she wants and is able to take care of her children. Brooke says, “Once upon a time I felt completely unworthy of love and life. Now, life is almost unrecognizable from what it was before. I feel abundant. The possibilities are endless. I’m excited and hopeful for the future. I could have never wrapped my brain around what a major life-changing blessing this would be.”

“I’m just one person, but really there is a whole team that earned this.”  
*–Brooke*

“I’m grateful for the friendships, insight, and perspective that this whole culture has brought into our lives.” *–Shane*



## Building Faith in Your Abilities

**ASK YOUR UPLINE.** “If you don’t have your own faith, then go to your upline. I think it would be hard to find one who wouldn’t always tell you that you can do this.”

**FIND THE POSITIVE.** “Find things that remind you that you are powerful and surround yourself with them in your home, in your family, and in your entertainment.”

**GET OUT OF YOURSELF.** “Sometimes we get pigeon-holed in our problems and think we don’t have time or strength for this business. Don’t compare your past failures to your future possibilities.”

**FOCUS ON OTHERS.** “Embrace the fact that answers will come as you put your personal problems on a shelf and worry about someone else’s life.”

**TAKE TIME TO RESET.** “At least one day a week, do something that’s not related to dōTERRA to give your brain a chance to reset and look at things with different eyes.”





“I want to make the world a better place.”

Phil & Stacey Sarros

Stacey Sarros spent nearly 10 years working in medical and pharmaceutical sales. She was always drawn to a more holistic lifestyle, but after seeing a close-up perspective of the pharmaceutical sales industry, she decided to take her lifestyle to another level. She joined a holistic moms group and it was there that she first heard about dōTERRA. She connected with a local dōTERRA advocate, and arranged for her Blue Diamond upline to travel from Utah to teach a class for her.

Stacey had a lot of friends who knew about her involvement in holistic health, and many of them attended her first class. By the end of the class and as the weeks progressed, Stacey felt liberated. She says, “I was over the moon after

hearing about what these oils could do for my family. It empowered me as a mother like nothing ever had before.”

After having her own personal experience with essential oils, Stacey wanted to shout about them from the rooftops. She knew from the beginning that what she had discovered had the power to change the world. She says, “I wanted to tell every person out there what dōTERRA had done for me and my family. Something was stirring deep inside of me. I knew that I could do this business—this was it. I never looked back. It was one of the best decisions I have ever made.”

It’s important to Stacey to use dōTERRA as a springboard to show her children how to persevere through obstacles,

serve others, and create the life that they want to live. She says, “With anything that’s worth doing, you’re going to have sacrifices, challenges, and rewards.” Her family has always been number one in her world, so it was important that she had the support of her husband, Phil. “His support was all I ever needed to keep me going.”

She is grateful for the freedom dōTERRA has brought into her life. She says, “dōTERRA has been life-changing on so many levels for me, personally and professionally. I love this business and want others to experience that freedom too.” Stacey plans to continue to support her downline and team to achieve their goals and share this powerful message with the world.

DIAMOND QUALITIES

Strength

“Surround yourself with people who are really positive and dedicated and who have different strengths than you do. Create a really strong team.”

Persistence

“You will have obstacles and challenges; you will be really close to something and things will fall through. Make the decision that nothing is going to stop you.”

Consistency

“Even on days when you don’t feel like it, you still have to believe somewhere inside you that you can do this and that you’re going to do it.”

Progression

“As you continue to grow, you will see some great things in yourself and some not-so-great things. Make the changes to become a better leader.”

THE BEST DECISION

“You do things you don’t want to do in order to figure out what you do want to do. I spent so much time in pharmaceutical sales that when dōTERRA came into the picture, it was so easy to spot where I really belonged.”





## ■ Jason & Kamille Breuer

# Unbelievable

**K**amille Breuer was getting a certification for hot yoga when she met Adabelle Carson and was introduced to dōTERRA essential oils. Kamille says, “I worked for John Deere for six years before I decided to stay home with my children, so in my mind oil is fluid for machinery.” But, when she sprayed Peppermint oil in her humid hot yoga class that day, it

was the only thing that made her feel refreshed. “I said, ‘I don’t know what that is but I have got to get it in my yoga classroom.’”

At first, Kamille just diffused oils in her yoga classes, and then asked Adabelle how she could use them to help her children. When she saw great results, she got excited to tell everyone about

dōTERRA. She says, “I immediately called my mom and my sisters, and then I didn’t stop telling every friend I possibly could.” She had never known about the option of essential oils before, and she wanted to make sure that didn’t happen to anyone else.

When she first took a look at the compensation plan, Kamille didn’t

“YOU SHOULDN’T HAVE TO BANG YOUR HEAD AGAINST A WALL. THERE’S A DOOR THAT’S WIDE OPEN FOR YOU—GO FIND IT.” —Kamille

think it was possible to be able to earn \$1,500 a month. Then on the day she gave birth to her third child, she reached Platinum and realized that Diamond was now achievable. She says, “I never said that I needed to be Diamond by a certain date, that’s just not how I operate. I just wanted to change people’s lives and support my family at the same time. I think I was operating as a Diamond for a long time, I just didn’t realize it.”

Kamille met her husband, Jason, through her job at John Deere, and he continued to work there until October of last year. He was traveling a lot and wasn’t at home very much before he quit. Kamille says, “I was basically a single mom. The fact that the kids get to see him every day now is unbelievable.” She’s excited that soon they will exceed even their own needs and be able to give to others. “This is weaved into every little detail of our life so that it would be really hard to identify a certain area of our life that dōTERRA hasn’t affected. It’s changed our relationships, our influence—it’s changed everything.”

“FROM THE BEGINNING, KAMILLE TOLD ME THAT SHE KNEW SHE HAD TO DO THIS BUSINESS, AND SO I TRUSTED HER.” —Jason



## Success through Authenticity

**1 DON’T TRY TO BE SOMEONE ELSE.** “Don’t try to be a certain person or fit a certain mold, because that’s not genuine. Be who you are, find what it is you want to share, and leverage that.” —Kamille

**2 FIND OTHERS WITH SKILLS YOU LACK.** “You’re only as good as the people you’re surrounded by, so surround yourself with people who know how to do things that you don’t do very well.” —Kamille

**3 LIVE WHAT YOU’RE SELLING.** “If you’re not leading the life that you are trying to paint and sell to others, people are going to see through that and realize that you’re not authentic.” —Jason

**4 BECOME THE BEST PERSON YOU CAN.** “Be who you want to be and people are going to follow after that. Be genuine, trustworthy, and have integrity with the life you’re living.” —Kamille





# TRANSFORMATIONAL

Travis & Dr. Alicia Brooks

**D**r. Alicia Brooks was hesitant to spend money on dōTERRA essential oils when her friend approached her about them. As a chiropractor, she was familiar with oils and she wanted to use them in her doula business, but her family was on a tight budget. They had four kids and her husband, Travis, was going to school full time. Then, her friend offered her a diffuser and Alicia went for it. She at first thought she would just share and put people's orders on her account so she could get discounts. Then she decided to hold a class to educate others, and found two of her main frontline builders that day.

Still, Alicia thought the business was just fun, and it even helped her get doula clients. When she reached Silver less than a year later, that commission check enabled her family to purchase a condo and go on their first family vacation in years. But, it wasn't until

Alicia hit Gold that she really started to take the business seriously.

She had just given birth to her sixth child and was watching the live stream of Convention. She realized she had missed a lot in her kids' lives over the last 10 years while she was working and going to school. Alicia says, "I really did a lot of soul searching and decided that I was going to do this as a business. Six months later, I was Diamond." She shifted her focus to being the best leader she could for her team, and her business transformed.

Alicia continued running her doula business while participating in Diamond Club. She says, "One time during Diamond Club I had three births in one day and I had to teach a class that night. I begged my husband to drive me two hours so I could sleep in the car. Everybody loved the class, but I don't even remember what I said, I was so tired." Despite these challenges, Alicia

still managed to be a grand prize winner, and today has stopped doing her doula business to do dōTERRA full time.

Ever since she was a little girl, Alicia has wanted to adopt. She's had six boys biologically and adoption is expensive, but now she hopes to be able to adopt a girl with the help of her dōTERRA business. She says, "I've always wanted a big family, and I think adoption is such a beautiful gift that you can give a child."

After trying for years to find a way to work from home and financially support her family, Alicia has finally found relief through dōTERRA. She says, "Before, we were living paycheck to paycheck. I was cutting coupons and trying to scrimp and save wherever I could to make it work." Now, the burden is off her back and she has seen herself grow into a completely different person. "dōTERRA has blessed us beyond words. I can't imagine it not being in my life."



"My husband believes in this business and the product, and I hope to one day be able to do the business with him."

## BE YOURSELF

### Everyone can do this.

"I reached Diamond relatively quickly in comparison to the statistics, but I'm no different than anyone else. Every single person has it in them to do this."

### Don't compare yourself.

"You can't look at someone and say, 'I can't do this as a business because I'm not like them. I don't have that personality or I don't like public speaking.'"

### Be open to change.

"dōTERRA can transform you through the process. You have to go out there, be open to change, believe in yourself, and, most importantly, be yourself."

"This has been one of the most transformational times of my life. I have been pushed to the edge so that I recognized strengths I didn't know I had."



# WHAT IS AN M1 ACCOUNT?

In January 2013, the dōTERRA Executive team announced the multiplier (M1) account, which allows Presidential Diamonds to create a second account and begin to build additional depth and width in their organizations. This change has allowed Wellness Advocates the opportunity to expand their business without limits. But, an M1 account can also feel like starting over from the beginning. Two years later, several Wellness Advocates have reached the ranks of Double Diamond, Double Blue Diamond, and Double Presidential Diamond, so we asked some of them what the experience of building an M1 account has been like for them.



**Andy & Natalie Goddard**—Double Diamonds

“Although we experienced massive fulfillment in building to Presidential Diamond, we still love watching people transform, become their best, and tap into financial success through dōTERRA. Once our leaders reached a certain level, it felt like there was more we could do and more people waiting for us to lead them. An M1 account expanded our minds to the possibilities.

“The biggest challenge was our own worries that building an M1 would be more than we could do well. With a large family and a growing team, it’s been crucial to focus our efforts and hold our boundaries. Because we didn’t have good boundaries in place and lacked understanding of what efforts really made a difference, our early building was often stressful and demanding. We’ve done a lot of personal development and coaching to shift those beliefs and that has made the biggest difference for us. Building our M1 has been a refreshing change of pace and an incredible growing experience for us.”



**Hayley Hobson**—Double Blue Diamond

“It was hard to start all over, literally. The nice thing is I already had a paycheck from my first organization, so I had money to invest. That made it less difficult than the first time. It’s a lot of work, and I would not encourage anyone to start an M1 account until their first account is super solid at Presidential Diamond. If it’s not, then you won’t have the time and capability to focus on the new group of people.

“I wanted to build an M1 because I just didn’t feel done. The reason that I do this business is because I love the whole process: prospecting, enrolling, helping, inspiring, motivating, and mentoring. If I wasn’t so motivated by that, I could be satisfied sitting back and watching my leaders, but I’m not that kind of person. I started over so I could have a fresh group of people to work with who weren’t buried in my organization. By creating a new organization, I have expanded the number of people who are being touched by the oils and inspired by the business.”



**David Hsiung**—Double Diamond

“I’m glad that dōTERRA gave me the opportunity to put new builders in an M1 account so that I can help them build their teams and help my rank grow. My biggest challenge has been time management. I have double the team members and leaders to take care of. But, now I have past experience and a stable income to help me.

“It’s also been very beneficial for me to build up relationships between my Presidential Diamond builders and my M1 builders. It helps my M1 builders become more confident in their future success and lets both groups of builders learn from and help each other. To me, both of my accounts are one team, one unit.”



**Patrick & Allyse Sedivy**—Double Presidential Diamonds

“In general, building your organization deep will create stability and great income. However, there comes a point where in order to take your income to the next level, it is beneficial to go wider. An M1 account is awesome, but only do it if you are committed to at least go Double Diamond. Otherwise, you would be better off supporting and strengthening your original team.

“One of the biggest challenges with starting an M1 is finding new builders that you feel are good enough to be on your frontline. At this level of the business, you need strong leaders on your frontline or you will never have enough time to take care of all your leaders.

“Be aware of where each of your leaders on your original account are as far as their leadership development. Communicate with them to make sure you are still there for them when they need it, but don’t upstage them. As your original leaders become more and more independent, more of your time can be freed up for new leaders in your M1.”

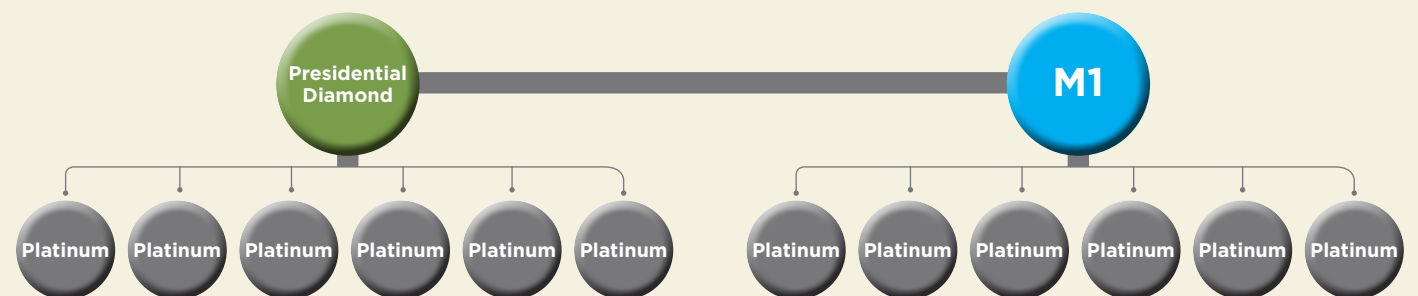


**Eric Larsen**—Double Diamond

“I was motivated to start an M1 account to stay active and relevant. It is fun to work with new people. I am always meeting people and my M1 gives me the chance to place them in new spots. An M1 account is fun to build because you’re experienced, so you know what to do, and you have greater financial resources.

“The biggest challenge is finding balance and offering support to everyone. You have to be organized. Make sure your original team is solid before you start an M1 so that no one feels neglected.” 💧

## BENEFITS OF AN M1



**1 You are paid double for your work.**  
“You double dip with unilevel commissions. For example, if you have someone on your first level under your M1 account buying 100 PV of product each month, then your M1 will earn 2 percent in unilevel commissions. In addition to that, your original account, which is immediately above your M1, will earn 3 percent commissions.”

—Patrick Sedivy

**2 You can move leaders that are Gold rank and below who aren’t qualifying you to your M1 account.**  
“I signed up some leaders for my M1 account years ago. If you know you want to build an M1, start preparing those builders before you reach Presidential Diamond. That way, you won’t need to start an M1 from scratch.”

—David Hsiung

**3 It creates limitless income and opportunities for growth.**  
“Once you get your multiplier account to Presidential Diamond, you can start again with an M2, an M3, and so on. You can limitlessly bless more lives and stay fresh in advice and team mentoring as you train new Elites and Silvers.”

—Emily Wright



Jared &amp; Rebecca Burt

# Doors Will Open

In search of natural solutions, Rebecca Burt attended Jenn Garrett's first dōTERRA class. Rebecca already had a few essential oils, but once she smelled the Lavender and Peppermint that Jenn passed around, she knew dōTERRA was different. She bought a kit and just used the oils for a year and a half.

When she moved from Utah to Colorado, Rebecca realized that a lot of people hadn't heard of essential oils, so she started sharing them and had Jenn come out and help her hold a booth. Then she attended Convention and really caught the vision of what a dōTERRA business could be. She begged her husband, Jared, to come with her the next year and after that he got onboard as well. Rebecca says, "It just opened his eyes to the possibilities and that's when it became more of a team effort."

It wasn't until Convention 2014 that Jared and Rebecca decided they wanted to go for Diamond. As they watched team

**"Don't get discouraged by comparing yourself to others. Stay positive about your own gifts and talents and what you have to offer."**

—Rebecca

members walk the carpet, they made the goal to do the same the next year. Rebecca says, "We typed it up on the computer, printed out about 12 copies, and put them everywhere in the house so we had real visual reminders of what our goal was. We made the conscious effort every time we saw one of our signs to read it with excitement and believe that it could happen." Over time, they saw little miracles happen and doorways open where they never guessed they would, and they achieved their goal of walking at Convention 2015.

Having watched some of their team members pass them up as the years went by, the Burts know that they grew slower in comparison to others, but they never let that stop them. Jared says, "We're proof that if you don't quit, it can happen. You just have to be methodical and have a plan. It's OK if it goes slow as long as you're consistent. We went at our own pace and we've been able to touch a lot of lives that way."

Their own lives have been changed immeasurably. Jared says, "We've been forced to step outside of our shells and grow in ways that we wouldn't do on our own." Rebecca adds, "I truly believe that this has helped me become who I am meant to become because of the things I've learned and the strength I've gained. I'm excited to teach these things to my kids from a young age so that they understand what they can accomplish in their lives."

## MAKING TIME FOR YOUR BUSINESS

### Make it a priority.

"It seems to be an epidemic everywhere that people don't feel like there's enough time in the day to squeeze one more thing in. You have to create dōTERRA as a priority." —Rebecca

### Set aside time.

"Find time in your everyday life. Set aside whatever time it is that you can devote to building your business. That will allow you to consistently put in the time that it takes." —Rebecca

### Be deliberate.

"Be deliberate in your actions and your plans. You can always make time for things that are most important. You just have to let the things that are less important fall by the wayside." —Jared

### Sacrifice.

"Your growth is directly related to the amount of time that you put into the business. You're going to grow as fast as the dedication and the sacrifice that you're willing to put in." —Rebecca

### Think long term.

"We live in a world that wants instant gratification and it's challenging for people to think long term. But, if you're in it for the long haul and realize this does take time, you can do it." —Rebecca

**"DON'T EVER QUIT. PERIOD."** —Jared



■ Eric &amp; Durrell Darr

# A Grander Scale

As a massage therapist, Durrell Darr used a different brand of essential oils until she started developing sensitivities to them. When a friend later introduced her to dōTERRA, she noticed that they were different and didn't give her any bad reactions. She started using them on her clients and they started asking for her to teach a class—so she did.

One class led to another and before she knew it, Durrell had a growing team. She hadn't wanted to start a business. She had three jobs and after 15 years of marriage had been blessed with an unexpected pregnancy. But, toward the end of her pregnancy she started experiencing carpal tunnel pain that did not go away after she gave birth. She says, "I had a hard time even holding my baby because my hands felt like they were broken. I was scared that I would never massage again."

As months went by and the pain persisted, her husband, Eric, suggested she go back to teaching dōTERRA classes to make up for her lost massage income. She had taken a break from dōTERRA because of her son, so she decided to go back to that, and pretty soon her business exploded. Durrell says, "The flood gates opened and I went from just barely Gold to Diamond within a year." She was eventually able to return to doing massage, and says it's something she will never stop doing. But, she has cut back her hours significantly to spend

more time at home with her son and to work full time in her dōTERRA business.

Durrell has held jobs since she was 11, so she has always known how to work hard, but she never learned how to play. She says, "In my mind I had the limiting belief that you can't work and play at the same time. When this started to become fun for me, I realized that I could earn a living, still do what I

love, and have time freedom to spend with my son."

Now Durrell hopes to be able to give her husband options to do what he loves in his life, and they're both excited to serve others more. She says, "Helping others makes our hearts joyful, and that's what we want to continue to do for the rest of our lives. This just gives us more opportunities to do it on a grander scale."



"It's not always easy. There are going to be times when it's hard and you struggle. The struggle is what makes you appreciate what you've been through and what it takes to reach those milestones."



## The Unexpected Path to Freedom

### Believe it's possible.

"I think it's so easy to not believe that this is possible or obtainable because it's not something that is mainstream. But, when you're called to do something, you don't ask questions—you do it."

### Ignore the doubters.

"I was pre-med, I was top of my class, I had managed companies and run my own business—my family thought I was nuts for going into massage and later dōTERRA."

**Follow your heart.** "Listen to your heart, follow your dreams, and don't let anything derail you, even the criticism of other people. Trust your heart."

**Get off the wheel.** "Our society is conditioned to work. We're caught up in the rat race and we don't know how to get off the wheel and stop spinning."

**Redirect your path.** "If we stop spinning long enough to realize we're not even on the path that makes us joyful, step off the wheel, take a deep breath, and redirect—we would find that our life has more joy."

**"I want to see this happen for every person who is putting an effort into making this happen for their families."**

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





“Make sure your team can feel the joy of enrolling people.”

Hiromi Ikeda

# FEEL THE JOY

Hiromi Ikeda had always had a negative image of network marketing companies. But once she was introduced to dōTERRA, she saw how the products were able to help her daughter and she wanted to start using them on her family. Then, with a healthier lifestyle, she lost 40 pounds in four months, and people started asking her why. She says, “Every time people asked me questions, I held meetings to give them the answers, and that’s how I started thinking about the business.”

After moving around a lot for her previous job, Hiromi had many contacts in several different cities. She had managed a restaurant for four years, and she learned that cheering up her coworkers always improved the atmosphere and boosted sales. She says, “Through this experience I learned that team work is very important in a business.”

She first got involved in the business side of dōTERRA in order to be inde-

pendent. She didn’t even tell her husband when she first signed up. But, today he helps with the business and shares the products at his office. Hiromi loves watching her children use, share, and receive benefits from the products as well.

As a leader of her team, Hiromi tries to set a good example. She says, “I will not say anything negative about other people. If there are people who are saying negative things, I respond to them in a positive way.” She also knows that it’s important to encourage her team members to attend large corporate events like Convention, so they can really experience what dōTERRA is like.

She also encourages her leaders to make sure that everyone on their team experiences the joy of enrolling people, and each new enrollment experiences that same joy. If they set goals together for growth and work together as a team to chieve them, they will succeed and be unified. Hiromi knows that her own upline



has helped her get to where she is now. She says, “They help me just because they know the positive influence they will have on my life. They don’t care about if it will benefit them or not.”

Hiromi is proud to be a part of a company like dōTERRA. She says, “I like how the executives think. dōTERRA products save people and give them hope. I want to be able to share dōTERRA with everyone so they can all realize the possibilities and experience the high quality of dōTERRA essential oils.”

## Event Tips

I call or text about 50 people a month to invite them to events.

I hold about 8 to 10 events per month.

I listen to others as I teach them.

I give them the information they need or want instead of telling them what to do.

I like to show them a DIY project they can do using essential oils.

“dōTERRA products save people and give them hope.”

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



## Bela & Cynthia Incze



# More to Accomplish

One hot summer day, Cynthia Incze's sister put a drop of dōTERRA Peppermint on the back of her neck. Cynthia loved how it cooled her down, but when she found out the price, decided to get a cheaper one at the health food store instead. She was pretty sure they were the exact same thing. She says, "I put the peppermint from the health food store on my neck

and I think it was probably the biggest disappointment of my life." She knew then that there had to be something different about dōTERRA.

Around that time, Cynthia started a wellness business. After doing a lot of research, she decided to include dōTERRA essential oils in her business. She had her sister order her a few bottles, and finally got her own account

a few months later. She says, "I don't think I've ever dealt with anyone who was a tougher sale than I was." From there she moved into doing the business.

At the time, she didn't know anyone in her area who was doing the business. Cynthia had never been to a class, but she learned about it online and did it on her own. She had a lot of success with enrolling, but struggled with sharing

the long-term lifestyle and the business aspect. It ultimately took her six years to reach Diamond, but she's grateful for her journey. She says, "I believe that everyone has their own unique journey. We learn along the way everything we need to know to be a Diamond."

During her journey, she has seen so many lives transform. Cynthia says, "I really think every family in the world should have access to essential oils, so we've really just gotten started." She feels a huge responsibility to continue to grow her business and share with everyone around her.

Her husband, Bela, was skeptical of dōTERRA at first, but has come with her to Convention for the past three years and plans to transition to working with her in the business soon. She had a hard time believing in herself in the beginning, but today that has changed. She says, "I'm a different person than I was. I have a much bigger mission in my life and it's only just started. I have so much more to accomplish than I can even see at the moment. It's only been six years—I have a lot more years ahead of me. I'm excited to think about what more I can contribute to making the world a better place."

"The more you learn about yourself and break through your limiting beliefs, the better off you and your business will be."

"When I think of the people whose lives have been transformed by bringing dōTERRA into their lives, I see how much more work we have to do to bring this to everyone."



## PERSIST TO DIAMOND

**SET GOALS.** "It's important to be clear about your daily, weekly, and monthly goals, because it's easy to get sidetracked and not do what you need to."

**ACT DAILY.** "Goal setting is really important, but it's not enough to just set goals. You have to actually have those daily disciplines that lead you to where you want to go."

**BE PREPARED.** "Always be prepared to share. Always have a class that you are inviting people to. It's that consistent action over time that will get anybody to Diamond."

**PLAN CLASSES.** "Do classes every week. That is the lifeblood of this business. The people who are regularly teaching classes are those who are growing."

**ALWAYS SHARE.** "If you don't want to teach a class, bring your contacts with you to classes. You have to actually be talking, sharing, and bringing new people in if you want to grow."



## ■ Ha Bong Jeong & Eun Kyung Lee



# WORK AS ONE

**“I want to help people pursue a happy and healthy life.”**

After Ha Bong Jeong was introduced to dōTERRA by his friend, he was very impressed with the essential oils. He had already reached the highest rank possible in a different network marketing company that he had been introduced to 10 years before. He says, “If a company is solid and sound, I believe direct sales is a great way to distribute products.”

He decided to become a Wellness Advocate as soon as he heard about dōTERRA, and came onboard with both the product and the business at the same time. He says, “I want to protect my family’s health and help people live better lives. I would recommend dōTERRA to anyone to help them pursue a happy and healthy life.”

Ha Bong’s wife, Eun Kung Lee, was against the business at first, but now is deeply involved and supportive. She often teaches classes for him, while he focuses more on one-on-one meetings. She has done much to help him develop his speaking skills and other abilities. Ha Bong says, “She is my best partner.” He enjoys

## STRENGTHENING YOUR TEAM

**Focus on success.**

“When holding team events, I focus on my team’s motivation and willingness toward success.”

**Hold events often.**

“I hold these events once a week to keep people motivated and unified.”

**Communicate frequently.**

“I communicate with my leaders at least once a day and give them feedback on their roles.”

**Share your experience.**

“I always share with them the steps I went through to be successful.”

working together with his family, and knows their help and support is important for achieving his goals.

When it comes to sharing the product, he knows it’s as simple as letting people open the cap and experience the oil. He always makes sure to immediately follow up with them and invite them to classes or meetings. He says, “It’s important to follow up because society still has a negative perception of network marketing.” By showing people

that he truly cares about them, he can help negate that view.

He knows that if people want to succeed, they just need to act. When he shares the business with others, he tells them about the permanent and steady income structure that dōTERRA provides, the quality of the product, and the credibility of the company. He says, “I tell them that if they really want to be successful, we can make it happen together.” When working with

his team, Ha Bong makes sure to focus on strengthening his relationship with them. He says, “I tell them that we have to work together to succeed as one team.”

The motivation to work toward Diamond came from Ha Bong’s desire to have more freedom and enough money to support his family’s dream. He had to work to overcome his limits. He says, “If you mean it, you can make it. Do not let your dream die.” Today he feels satisfied with his life, and excited about his future.





## GET TO KNOW dōTERRA CORPORATE

# Shaunna Sorenson

Senior Director, Global Product Marketing

Shaunna Sorenson has been working in marketing for more than 18 years. After graduating from Brigham Young University in fashion design and working at Nordstrom in Southern California for 10 months, Shaunna knew that retail was not for her and took a job as a receptionist at an advertising agency. She says, “It was there that I fell in love with advertising and marketing.” She found a mentor there and was able to quickly move up to a position as marketing coordinator for Rembrandt Whitening Toothpaste. She enjoyed her job there, but after eight years felt like it was time for a change. She moved to Utah and interviewed with Rob Young for a job at a different network marketing company. She worked as a marketing manager there for several years, and developed a great respect for network marketing. She says, “I enjoy developing products that are selling to people that we know, instead of products that get put on shelves for strangers to buy. It’s exciting to be closer to the customer, working to make them happy, and changing their lives.”

Five years ago, Rob Young invited Shaunna to come work for him at dōTERRA. She says, “I was thrilled to do so because I think Rob is brilliant and working with him in any marketing capacity is a joy.” Today, she has a team of 13 people and oversees a product line that is constantly growing and expanding into new markets.

### FAVORITE PRODUCTS



#### Purify

I use it in my laundry all the time.



#### Slim & Sassy® TrimShake

It's a great breakfast.



#### dōTERRA Motivate™

It's my favorite fragrance. I apply it all the time and it really works.



#### Healing Hands Rose Lotion

Our Rose has such a crisp, clean fragrance and I love that the whole price of purchase goes to making the world a better place.



#### What do you like most about working at dōTERRA?

I thoroughly enjoy developing products that meet the needs of our customers. dōTERRA customers are the best. They're very discerning and passionate. It's fun to develop things that solve problems for them, make their lives better, and allow them to build a business if they so choose. That brings me satisfaction. I have a great team of experienced people who love dōTERRA and enjoy the products. That's something unique about dōTERRA—I've never worked at a company where the employees love the product as much as they do here. I think I have the best job in the whole world. The culture here is amazing. It lives up to everything I have ever heard about companies but never experienced as fully as I do here at dōTERRA. It's a culture of giving back, respect, and generosity of spirit. It's a great place to work.

#### How do you come up with ideas for products?

We're always looking at our customers' needs as well as our own experience with the products for ideas. For example, my husband and I both love to use dōTERRA Breathe™, but we find that reaching over on to our nightstand in the middle of the night to get a bottle of oil is a little difficult. Sometimes we ended up spilling it or using way more than we meant to. To me, the dōTERRA Breathe™ Vapor Stick is an answer to that. We look for how to create solutions for people. We look at benefits of essential oils and how we can create delivery systems to make it easier for our customers to get those benefits. One of my favorite things is Facebook. Reading all the comments on Facebook is like a priceless focus group. I will spend time reading through everyone's comments, looking for trends, concerns, and ideas.

#### What is something you would most like Wellness Advocates to know about your job?

I lead my team to create things that are beneficial for Wellness Advocates, so when we see posts on social media expressing love and passion for new products, we are extremely satisfied. It makes us happy with the work we've done, because our goal is always to create things that are beneficial to Wellness Advocates. We love it when they're excited about the products. 💧



## Sean & Chelsey Kayse

# BE THE ONE

A mutual friend from their time in the army introduced Sean and Chelsey Kayse to dōTERRA. Their friend came for a visit and just started putting essential oils on everyone in their family. Chelsey was impressed by how well they worked, and began researching more about them. After two months, she finally decided to enroll with an Every Oil Kit.

"We instantly had a desire to teach other people," Chelsey says. After Sean saw how effective the oils are, he told her other people needed to know about

these better options. Sean was still going to school at the time, so he stepped into the support role while Chelsey started running their business. She says, "We didn't start out doing it together, but we mentally did it together."

Chelsey had been working as an administrative assistant for a small business, but felt that it was time to stop supporting someone else's dream and start working on her own. Sean says, "We were talking about her quitting and possibly doing school, then dōTERRA dropped into our laps. Once

we understood the compassion of this company as a whole, it made sense that we needed to be a part of it."

Their upline told them to commit to two solid years of working hard, and then they could reevaluate their progress at the end. Chelsey says, "We made the commitment to work it like a job and do our very best." They were shocked when after only 11 months, they hit Diamond.

As veterans themselves, both Sean and Chelsey are passionate about helping

"There is no other field that you can be in where you have as much control over your destiny. Success in this business is directly related to the amount of time, effort, and energy that you put in."

—Chelsey



"dōTERRA has brought us closer together." —Sean

other veterans. Sean works for the Department of Veteran Affairs, and they have hosted events to raise donations for the Homeless Veterans Outreach Center. Chelsey says, "One of our desires is to continue to be able to pour into that cause."

Every time things get too hard and Chelsey feels like she doesn't want to keep going, she looks back on her life and thinks about what it would be like if she had never been introduced to dōTERRA. She says, "I think about how miserable I was feeling and the joy this business has now brought into my life. All around my life is better because of dōTERRA, and that keeps me going. I just have to remember that there is someone else out there whose life is going to be changed by dōTERRA, just like it changed mine. I want to be the one to tell them about it."

## BLOCK OUT TIME

**DON'T DO EVERYTHING AT ONCE.** "Because I homeschool and I stay at home with my kids during the day, I find that everything can run together and then nothing is done well."

**ROPE OFF HOURS FOR SPECIFIC TASKS.** "I have to chunk out time and rope off hours for specific tasks. It's during those blocks of time when I'm the most effective."

**CREATE FOCUSED TIME FOR BUSINESS.** "Every Friday I have a babysitter come, and during that time I get done all the things that I need to think and plan out, like phone calls and emails."

**RESERVE TIME FOR FAMILY.** "I really reserve my time during the day to just be with my kids. I have three hours in the evenings for classes, then time for my husband and me after."

**BE PURPOSEFUL WITH YOUR TIME.** "It's really about being purposeful with your time and being in the moment. Everything isn't always perfect, but this has helped me incredibly."



**“dōTERRA revolves around my relationship with God. What I believe in is a strong foundation for me and has a lot to do with my success.”**



Zackery & Stephanie Martin

# Wholeheartedly

After Stephanie Martin left her first dōTERRA class early to put her son to bed, her friend drove to her house and told her she needed to buy a Family Physician Kit®, and she should probably start selling the product too. Stephanie had been interested in the product but hadn't gotten a chance to purchase anything, so she was grateful that her friend decided to follow up.

Stephanie decided she would try to sell enough product to pay for her oils. She says, “I’m the type of girl where if I’m going to do something, I’m going to do it wholeheartedly, so I just jumped in with both feet and the business took off like crazy.”

Her husband, Zackery, was in the military, so Stephanie made the goal to earn enough so he could exit by his signup date the next year. If she didn't succeed, he would have to sign on for

another six years. She says, “I was not ready to do another deployment. I wanted to have him home, I wanted to move back to Pennsylvania, and most of all I wanted him safe.”

So, Stephanie started driving all over the East Coast teaching classes. She would sometimes drive 18 hours just to teach a class, and then turn around and drive back home so she could watch her one-year-old son while her husband was at work. She put more than 30,000 miles on her car and taught about 27 classes a month. She says, “This has been the craziest year of my entire life, but it’s been worth it.”

Now, she achieved her goal. Zackery has been able to leave the military and become a black hawk pilot for the National Guard, working only one weekend a month. They have moved back to Pennsylvania where they both grew up and will soon be able to build

the home of their dreams. Stephanie says, “I can now sit back and enjoy the fruits of my labor. I feel so thankful for how dōTERRA has changed our lives.”

Stephanie quit her job as a dental hygienist to stay at home after her son was born. When things got hard while she was building her dōTERRA business she would remind herself, “Would you rather make \$60,000 a year for the rest of your life as a dental hygienist, or six figures every year and possibly retire at the ripe age of 40?” She’s grateful that she will not have to miss any milestones in her son's life, or for her future children.

She was only 24 when she started her business, and Stephanie’s excited for how much she has grown up through it. She says, “This is the best job on Earth. It’s fun, it’s meaningful, it’s life-changing—it’s everything.”

## The Value of Kindness

### ATTRACT OTHERS.

“The kinder you are to people, the more customers you’ll attract. I feel like personality is one of the biggest selling points in this business.”

### MAKE AN EFFORT.

“Always make an effort when you’re meeting someone to make it so that person walks away saying, ‘I want to talk to her again.’”

### SPREAD GOODNESS.

“Make people feel good about themselves. People live to be surrounded by others who make them feel special.”

### BE PATIENT.

“Our reaction to any situation in life has the power to change the situation itself. Love others and watch the magic happen.”

### LOOK FOR IT.

“If someone is sweet, kind, outgoing, and people love to be around her, I can teach her anything and she will be open and willing.”





## Steve & Dawn Olsen

# A New Dawn

Dawn Olsen had already used essential oils in her practice as a massage therapist, but one day her friend started telling her about the health benefits she was experiencing with dōTERRA oils, and Dawn was intrigued. She says, "I wasn't seeing the results she was talking about with my oils, so I wanted to learn more." She then attended a class where she learned why dōTERRA was different.

She was put off at first by the network marketing aspect of the company, but

Dawn wanted the oils badly enough that she bought them anyway. She says, "As I started incorporating them into my practice, people were having such fantastic results and loving them. Inevitably, they would then want to get them." It felt unethical to Dawn to sell the oils to them without telling them about the discounts that she was getting, so she always ended up enrolling people.

"I didn't do the business, the business did me," Dawn says. She resisted

holding a class until she saw the need to educate her clients that she had shared with, and that led to even more enrollments. "After six months of 'magic money Mondays' when checks would arrive, it dawned on me that if I started getting intentional about my sharing and started treating dōTERRA as a business, that it could really be a huge financial blessing for my family."

She hoped to expand her reach and help more people than she could as a massage therapist alone. She says,

"I would not be where I am without Steve's unwavering support."



"I only have so many hours that I can work on people before I'm physically exhausted. This was a larger way that I could touch more people's lives. I can have a bigger impact in dōTERRA than I can have in my little massage room."

Her husband, Steve, has always supported her in all her entrepreneurial endeavors from home daycare, to natural child birth classes, to homeschooling their children, to opening her own massage practice. She says, "He might not be out there teaching classes with me, but I couldn't do what I'm doing if he wasn't taking over so much more at home to support me."

Before dōTERRA, Dawn was working dangerously long hours while she was getting her practice started. Now, she doesn't have to worry about her finances, so she can set boundaries on her work hours and take weekends off. She is grateful to have a feeling of security, and to be able to bring that to others as well. She says, "I love watching lives change. I'm able to give in a much bigger measure than I was able to give before."

**"I had to face my fears to become a leader. I needed to make sacrifices to become the change I wanted to share with the world."**

## HARMONY IN YOUR FAMILY

**CREATE HARMONY.** "I've realized that I'm never going to find perfect balance in my life and I need to look more at creating harmony."

**SWITCH MELODIES.** "Sometimes my family takes the melody, at other times my practice or dōTERRA work takes over for a few measures."

**MAKE MUSIC.** "In the full orchestration, they all intertwine beautifully and our family can enrich the lives of others through our song."





## John &amp; Laura Pasternak

**“My husband has always believed in me and supported me.”**

A friend called Laura Pasternak out of the blue one day, asking to come over and tell her more about dōTERRA essential oils. Laura was skeptical, but agreed to give them a try and was amazed by the results she saw. She ended up buying an Every Oil Kit. She says, “I wanted to be equipped with the tools I needed to help my family.”

Laura had a bad taste in her mouth from a previous network marketing experience, but she also felt a responsibility to share dōTERRA with everyone she knew. Then, she attended an AromaTouch® Technique class and found out she needed to be a Gold to become a trainer. She says, “That was truly my hook, line, and sinker. I love to teach, and that desire more than anything is what pushed me toward the business.”

With many strong teams in her upline, Laura was able to reach up and find

excellent mentors who offered great training and incentives for her to continue growing her business. She says, “Each time I went to a business training from one of my uplines, I was motivated, inspired, and encouraged to reach farther to the next rank.” She has always been a goal-oriented person who is successful at anything she puts her mind to. “Every time I have tried something that I’m really passionate about, I am laser-focused and I never quit.” She ultimately reached Diamond a month before her original goal.

After working as a nurse for many years before she got married and had children, Laura missed the important service she was able to give to so many outside of her family. She says, “When I found dōTERRA and saw how it helped others, it was almost like when I was at the bedside providing someone support. It gave me a sense of worth and

satisfaction that I had served someone and they appreciated that service.”

Her husband, John, had always financially supported the family and she had never needed to work as a mother. She says, “I didn’t need the money from this business. I did it because I wanted to serve others, including those on my team. I want to be a better person and a better leader to help them be successful.”

She now feels a strong commitment to dōTERRA and she is grateful for how it is teaching her balance and trust. She says, “I’m learning to balance my commitment to care for my family with my commitment to be there for my team. I’m learning to be a better listener and to be quiet and still. I’m able to share those lessons with my team and my family and be a beacon of light for people who have doubt, and let them know that it can be done.”

# Hook, Line, and Sinker

## Diamond Tips

### Know your why.

“When times get tough and you get discouraged and start losing your belief in yourself, you always have that reason why you’re doing this to be your driving force.”

### Do personal development.

“To be a leader you really have to grow and develop and do the little things every day that build up to big things.”

### Find a mentor.

“If you don’t have a mentor on your first or second level, reach up farther. Don’t be shy. Let go of the belief that someone higher up is unapproachable.”

### Share from your heart.

“Don’t pressure people. Meet them where they are, be honest, have integrity, and be genuine. That goes a long way.”

### Build trust relationships.

“People are not going to trust you if they think all you want is for them to buy from you. Your relationship is more important than getting an enrollment.”





■ Adam & Nisha Riggs

# A Greater Life



“I always want my team to know that we’re here to support them and they can come to us with anything they need.”

In December 2011, Nisha Riggs had five people in one month invite her to do a dōTERRA business with them. Living in Utah, Nisha had heard a lot about dōTERRA and knew several people who were successful with it. She was intrigued, but didn't believe in the essential oils. Nisha had a health blog at the time and coached women in weight loss, and she wasn't interested in adding another business.

Her friend, Cherie Burton, helped her have some good experiences with the oils, but Nisha still wasn't sure she wanted to do the business. Cherie kept trying to schedule a class with her, and Nisha kept cancelling because she felt so unsure. After thinking and praying about it, Nisha finally felt that it was something she was supposed to get involved with. She held a class that packed her living room with people and got a substantial check afterward.

Cherie had recruited Nisha to be her fifth leg for Blue Diamond, so for a long time Nisha was building her business to help Cherie. She says, “We were actually really comfortable in life at the time. My husband, Adam, had a great job and we thought we had a dream situation.” She looked at how much Cherie made and thought she wouldn't even know what to do with that income. “I don't think setting a rank goal means anything unless you know exactly how it's going to change your family's life.” So, she sat down with her husband, made a dream budget, and went for Diamond.

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

“We continually have to take a leap of faith. When we get comfortable at our upper limit, we have to say, ‘No, I’m worth more,’ and go for it.”

Adam was able to quit his job when Nisha was Gold, right when she started Diamond Club. She says, “There was no time for him to even learn anything about the business. He was just stepping into dad mode, holding down the fort while I was gone all the time.

He did a great job of it.” Now that Diamond Club is over, they're able to work together and be full partners in everything they do. Today, Nisha is grateful that she pushed past her fears of success and made her dreams happen. She says, “dōTERRA

has brought more peace and joy into my life than I ever thought possible. We were happy before, but we had no idea how much greater life could be. Now we have the freedom to figure out who we are and what we love. Life can be whatever we want.”

## BALANCING WORK AND HOME LIFE

Get outside help.	Incorporate others' talents.	Schedule a routine.	Maintain your identity.	Adjust your expectations.
“When we were Silver, I hired a babysitter to come in two days a week for two and a half hours. I organized enough that when she came I shut the door and hammered out work as fast as I could. As soon as she left, I could be back in mom mode.” <i>–Nisha</i>	“I got to know Adam better since he's come home from work. I didn't know that he was all about efficiency and he's helped me streamline the process. I love that he was able to use his unique skillsets and talents to bless our business.” <i>–Nisha</i>	“We've gotten into a really good routine. When I have phone calls, Adam's in super dad mode. Then I get off the phone and we switch roles—he gets on the computer and does what he needs to do.” <i>–Nisha</i>	“I've continued working with my past job on a contract basis. I think that's been important and it would've been a lot more difficult for my identity if I hadn't. That connection back to my old life has been an anchor that helps give me purpose.” <i>–Adam</i>	“For your sanity, you need to adjust your expectations for yourself in all your roles because you're trying to fit in a business that you didn't have before in your life. You're the only one who creates those expectations.” <i>–Nisha</i>





# Executive Spotlights

When he was first introduced to essential oils by David Stirling, Greg remembers, “He told me that I should take them home and share them with my wife. That was good advice. When I showed them to my wife, she asked me what they were, and I said, ‘essential oils.’ She then asked what they did, and I said, ‘I have no idea.’” It took some time before Greg really realized the power of essential oils, but his perspective started to change at an all-day lecture in San Diego by Dr. Hill. He says, “I was excited to go to San Diego, and my wife ended up going with me to the presentation. Later, I looked over at my wife and she was writing down everything. Then Dr. Hill asked whose lives had been changed significantly by essential oils. I saw many hands go up. He then asked how many were nurses, and I saw more hands go up. Then he asked how many were doctors and I saw about 50 hands go up. I started to pay attention from then on, and after that day my wife started using essential oils on a daily basis.”

## What is your mantra?

Serve others.

## How would you define your role in the company?

I have two roles, one is a co-founder/owner, and the other is my functional role, Executive Vice President of International, which means I travel internationally a lot. International travel is hard, but I like the results of it: for example, opening new markets, meeting new people, and expanding the reach of essential oils around the world. I like going places if it's productive.

## Where in the world is the best food?

Italy has the best food, and more specifically anywhere in the area of Tuscany. The food is amazing there.

## What are some of your hobbies?

My biggest hobby is my family. I am a family man. I have five kids and they're great. Everything I do is really to benefit that. But I do enjoy all kinds of fishing, including fly-fishing. I also enjoy keeping up with current events.

## What is your vision for dōTERRA?

I really believe in our vision to get essential oils into every home in America and in the world. It is happening. It's also fulfilling to see that essential oils are so accepted by every culture we come across. It's an amazing experience to literally help change the world. I really do enjoy it.

## What is something few people know about you?

I have lived on 4 different continents (Africa, Europe, North America, and Asia). Growing up in Africa and working with refugees in Europe instilled within me a desire to utilize the privileges afforded to me to help others who have fewer opportunities due to their circumstances.



## GREG COOK

Executive Vice President International

## Random facts:

- Since living in Sweden for two years, Greg has kept up his Swedish and has been back to Sweden many times.
- Greg loves to read. One of his light reading favorite authors is Louis L'Amour.
- Greg has one daughter living in Chile.
- Greg won an award in 5th grade for never missing a day of school.
- Greg's great-great-grandfather was the first water master for SLC, Utah, and his grandmother was the first woman to graduate from the department of Agriculture at Utah State University.





## Joanna Rusling

## CREATE A LEGACY

Joanna Rusling first learned about dōTERRA essential oils when she was organizing a wholefood cooking demonstration for her team in another direct sales company. She wanted to make sure dōTERRA had quality products before she promoted them, so she attended a class to learn more. She says of her experience, “I loved the smell. I felt intoxicated the whole way home.” She opened a wholesale account that same day.

At first, she wasn't going to do the business. She already had a successful business and didn't have enough time for another. However, as she shared with others, she reached Premier in her second month before she even understood what that meant. Joanna had five years' experience with a direct sales company, but she had no experience with multilevel marketing. She soon realized the incredible value in leveraging her income and building a pipeline.

As leaders began to appear on her team, Joanna set the goal for Diamond, because it seemed achievable and would bring her leaders success as well. She decided to undertake Diamond Club to get there. She says, “The team and I were already on our way to Diamond; however, the accelerated growth and focus of Diamond Club was an amazing experience.”

She has learned from her experiences in dōTERRA how to persevere through the hard days. She says, “The days when you have no class attendees, when you feel exhausted in the middle of Diamond Club, when you want to stay home to watch TV, or when you're frustrated with not having a perfectly clean home—these are the times when you need to dig deep and focus on your main goal. You won't know your goal unless you plan and create a roadmap to your success.” Joanna also learned the importance of helping her leaders discover their why—rank advancement

doesn't motivate everyone. But, once she can find a goal that excites them, she can help them get there.

Sometimes when she feels like throwing in the towel, her children get her an oil and say, “Now this should help you feel better, Mum!” It's in those moments that she realizes she has taught her children well about the power of essential oils and knows she must be doing something right. She says, “Creating a legacy and helping other mums live their purpose and dreams is beyond anything I could have dreamed of doing with my life.”

Since joining dōTERRA, Joanna feels more empowered to help change people's lives. She knows that many people are struggling through debilitating, exhausting, and apparently endless challenges, and she can offer them solutions. She says, “I realized very quickly that everyone needs to know the amazing attributes of essential oils. I feel a duty to share them with the world.”

“I feel as though everything in my life has brought me to this point. Every life experience has assisted me in helping others live their life purpose with the aid of dōTERRA essential oils.”

## STRUCTURE ADVICE

**COMMIT YOUR FRONTLINE.** “As my team grew very quickly, it became a priority to know where to put people. I approached my top line and placed people underneath those who would commit to consistently order on LRP.”

**FOCUS ON POWER OF 3.** “In a very short period of time, many leaders on my frontline started receiving their Power of 3 commissions. I have found that anyone who receives their \$50 bonus doesn't stop ordering on LRP.”

**CREATE A FAMILY.** “Place people within your dōTERRA family to aide their growth in learning about essential oils, while helping them continue to afford to purchase and grow their dōTERRA collection.”

**RECOGNIZE THE VALUE.** “Receiving a higher percentage from level seven than from level one on your team is incredibly inspiring. Once you realize the value of achieving your goals while helping others achieve theirs, you don't look back.”





■ Dr. Mara Sussman & Dwayne Grim

HEART  
AND  
SOUL

While attending a chiropractic seminar, Dr. Mara Sussman was introduced to dōTERRA by her colleague, Dr. Zia Nix. Mara bought a kit on the spot because she says, “We have a special relationship, so I knew that whatever she was recommending would be great.” Mara had used essential oils in the past, but could tell right away that these were different.

She started using them in her chiropractic practice and her patients started signing up to get oils of their own. Mara said to Zia, “I bet if I put a little more time and effort into this I could actually get somewhere.” That’s when she found out that Zia was going to be closing her practice because of the income she was making with dōTERRA.

Mara saw that dōTERRA fit in perfectly with the mission she already had to educate, empower, and inspire people to get the health they need for their family. She says, “I realized I could make a difference in more people’s lives with dōTERRA and I could also have more



“I have to keep educating and empowering people to be who they were put here to be. When we all are fulfilling our missions, we are happy.”

freedom in my own.” She started teaching classes and being more strategic and passionate about growing a dōTERRA business.

Juggling her chiropractic business, her fiancé, her two kids, and her dōTERRA business made it hard for Mara to not feel overwhelmed sometimes. Then Zia told her to “practice getting comfortable in the uncomfortable.” That advice has stuck with her ever since. She says, “When we hit those spots, we need to find a way through because that’s where our growth happens. It was uncomfortable for me to have 10 things on my calendar, but I had to learn to feel comfortable in that space. I tried to compensate for it in a way that deepened my own resilience.”

Now, Mara has the freedom to be able to move from Connecticut to New Hampshire to be with her fiancé, Dwayne Grim, whom she met two weeks after she enrolled with dōTERRA. She says, “He has been supportive since day one. He’s been by my side helping me, 100 percent willingly involved.” She is grateful for both his support and her newfound freedom. “dōTERRA has allowed freedom to not just be a dream but a reality. I’m free to bring these oils to more and more people. It’s not just freedom in terms of my health and finances, but in my heart and soul.”

“The more people who know about dōTERRA and share it with their friends and family, the healthier our internal and external environments become.”



HOW TO GROW A BUSINESS WITHOUT GETTING OVERWHELMED

AVOID PRESSURE.

“I haven’t done this in a pushy fashion. I’ve been in more of a state of allowing it to happen. I did not put any pressure on myself. I chose not to create more stress. Pressuring myself felt uncomfortable and stopped my flow, so I chose not to do it that way.”

GO AT YOUR OWN PACE.

“I knew I could get to Diamond but I was not on a time frame. I taught a class a week and I kept supporting my team and going to corporate events. By doing that, I kept moving closer and closer and that’s what worked for me.”

BE YOURSELF.

“I work with people to help them get to the core of who they are. I think when we work from a place where what we’re doing feels congruent with ourselves, we feel good about it and can expand who we are.”

HAVE FUN.

“Some of my downline already had other businesses or passions they were involved with, and they would stop doing that in order to focus on dōTERRA because it felt like they couldn’t do both things. Then it would start to feel like work and they didn’t want to do it anymore.”

BRING IN YOUR PASSIONS.

“When they would marry dōTERRA together with what they were passionate about, then their dōTERRA business would thrive. For example, if they taught yoga, they could bring the oils into their classes. You can bring them all together.”



## David & Amy Thedinga

# TRUE CONVICTION

**“I’ve learned to accept and love my leaders exactly as they are. I let them bring their unique talents and gifts to their team and let them know that I believe in them no matter what.”**

While at a conference for public speakers, Amy Thedinga attended a small, impromptu dōTERRA class taught by Mary Crimmins in the hotel lobby. Amy was already running a blog about natural wellness, so despite her hang-ups with network marketing companies, she knew the product was perfect for her and enrolled. She then ran through her Family Physician Kit® in less than a month, so she decided to get on the Loyalty Rewards Program.

Amy started giving away products as gifts and telling everyone she knew about the amazing results she’d had in her family. Inevitably, people started asking her about how they could get them, so she decided to hold a class. With a background of 20 years in sales, Amy recognized that this was not an opportunity that she could let pass her by. After studying the compensation plan, she knew she was going to be Presidential Diamond.

Her husband, David, is also in sales and at first was resistant to both essential

oils and the network marketing aspect of the business. He didn’t understand why Amy was spending so much time and money on something that didn’t pay her that much. Then, he attended Convention and everything changed. While he still works at his full-time job, he is fully supportive of Amy’s business and contributes where he can. Amy says, “He’s been really good at talking to spouses and being very transparent and vulnerable about the process he went through, and he helps coach them through that as well.”

Because of all her sales experience, Amy is able to help her team understand the steps that people go through before they buy, and how to be authentic and build a relationship through that process. But, she says, “Something that sets dōTERRA apart from anything else I’ve ever sold is that I have a true conviction that what I am leading people to purchase is truly going to change their lives and change the world. Because of that, I’ve been

more effective with dōTERRA than I have in any other career.”

Today, Amy has developed a passion for passive residual income and what it can do for families. She says, “It’s a way to change family dynamics and bring parents home. It’s a way to stay connected in this extremely disconnected society where at least one parent is completely removed from the home, and not necessarily by choice. Passive residual income is a vehicle for people to make choices based on values and not be controlled by the need for a paycheck.”

Recently, she walked by the hotel where she first enrolled and thought, “What if I had said no?” She realized that joining dōTERRA has changed more than just her own life. “The ripple effect of that one decision that I made was so meaningful for literally thousands of people. I know I have the tools to lead people into a better quality of life.”



**“This truly is a business that you can do and stay fully engaged with your family.”**



## IT TAKES A VILLAGE

**WORK TOWARD TIME FREEDOM.** “I was feeling stretched thin and like I wasn’t doing anything well in my business or as a mother. I realized that when I wasn’t working I was so busy doing laundry and grocery shopping that I wasn’t present and interacting with my kids. So, one of my big whys was to be able to hit Gold and hire a household assistant.”

**BE WILLING TO GET HELP.** “It took all my money when I hit Gold to hire someone full time, but it was worth it to me to have the space to push my business forward and also spend time engaged with my children. Don’t try to be a hero and do it all by yourself. It takes a village when you have a family and a business. Start to plan and look for that support sooner rather than later.”

**PRIORITIZE SELF-CARE.** “I had all kinds of hang-ups with hiring someone: I didn’t deserve it, I should be able to do it myself, and I should be able to handle it without feeling so stressed. But, what happens is you let self-care go by the wayside. You are a finite resource. You can’t burn the candle at both ends and be an effective parent or leader. Make time for yourself a priority.”



■ Dinah Wilson

# A Positive Outlet

“I’m grateful for the opportunity to change my life and help others change theirs.”

Dinah Wilson used dōTERRA essential oils for nine months before she enrolled. She is a single mom of two kids, so she didn't think she had enough money to get more involved, until she found out that through the Loyalty Rewards program she could get oils for free. She is a yoga instructor, and started sharing oils with her students. Before long, they were asking her to teach them a dōTERRA class.

She had her upline come teach the class for her, and at the end of the class her upline asked if she would be interested in reaching Premier in the next month. Dinah agreed to give it a try, and managed to achieve that goal. She says, “I made \$1,000 that first month. Going from making \$120 a week as a yoga instructor

and a single mom to that was really exciting for me.” From there, she knew she could hit Silver too, and did so just a few months later.

After building so quickly, Dinah was frustrated when she remained a Silver for another nine months. She knew she was going to be Diamond eventually, but right then she couldn't understand why she wasn't a Gold. One day, she realized, “your rank is really a reflection of where you are as a leader and in your personal growth. To be Silver you need to believe in yourself. To be Gold you need to believe in your leaders. Once I started focusing on bringing out the strengths of my leaders instead of just worrying about myself, that got me to Gold. It was my turn to be their leader and have confidence and

faith in them that they could be strong and effective leaders themselves.”

Though it was sometimes hard to leave her children with a babysitter, Dinah has taught her children that she is working to make the world a better place. She tries to include them in this mission by taking them with her to volunteer at animal shelters and nursing homes or to pick up trash around their neighborhood. She says, “We shifted that obstacle into a learning opportunity to empower them to see what they can do to help others.”

Dinah hopes to be able to expand her contribution to work with women in abuse shelters. She knows she has gone through hard things in her life so that she can help others in the same situation. She says, “I want to empower other women to know that they can do something. Just because they've had a bad situation doesn't mean it has to be the rest of their life. They can choose to get up, keep going, and create something beautiful.”

After being a broke single mom, Dinah has been able to turn her energy into something constructive. She says, “All of that mental turmoil and strain has been transformed into a positive outlet that I can use to help myself and my team. I'm now in a much better, happier place.”

“I want to show my children that we can not only survive, we can thrive.”

## IMPORTANT LEADERSHIP QUALITIES

### Make friends.

“If you can make a friend you can do dōTERRA, because that's really all we're doing. Your warm market will never be tapped if you continue to go out and make friends.”

### Manage your time.

“Know how to streamline your time. It's better to get a lot done in an hour or two instead of spending three to five hours in your back office or preparing for a class.”

### Have a servant heart.

“I want to work with people who want to join with me and my team in serving their community and the world. If you put others first, you're only going to win.”

### Be a good listener.

“It's so important to listen more than you speak, and to listen with the intent of understanding rather than replying. Be empathetic and try to truly understand them.”

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





Mandy Yeung

# Broaden Your Experience

**“Be prepared when you share. Fully understand the usage of the products.”**

**M**andy Yeung was introduced to dōTERRA essential oils by a friend after everything else she tried to help her daughter didn't work. Within three weeks, she saw a difference with dōTERRA. Mandy wasn't familiar with the direct sales industry at all. She had negative feelings about it and had always associated it with people trying to make fast money.

At first, Mandy only enrolled to support her friend. With her experience in the salon and health equipment industry, she was able to both recommend oils to the people she worked with and recommend other products to supplement the oils if necessary. She says, “The products are so good that they speak for themselves. With dōTERRA, you're able to use these wonderful products and earn money at the same time.”

She always focuses on building a strong product base with new members before she ever brings up the business. She has found that a great way to introduce dōTERRA products to people is by massaging the oils into their head. Mandy says, “It's easy and effective. It's fast and they can feel the effect of the oils.” She then makes sure that they fully understand the products, because then they will want to share them with others. “When they receive their first Fast Start check, they will ask about the business.”

As she shared dōTERRA with others, over time Mandy naturally became a Diamond. She says, “I didn't do anything special. It's the simple things that duplicate.” She does know that it's important to put a lot of effort into maintaining your business and strengthening your team.

Mandy knows she could not have succeeded without the support of her upline, who flew all over the world to hold monthly trainings for her team. Her downline always works together and helps each other to achieve their targets and goals. Her family as well has given her mental support when she is not at home, and they make time to help her whenever she needs it.

Today, she has been able to broaden both her social network and her life experience through her dōTERRA business. She says, “The leaders I've met in dōTERRA have allowed me to learn about things that I never thought of in the past.” Mandy wants to continue to build her dōTERRA business because she knows how many people she can help. “I am grateful when someone tells me they have benefited because I shared oils with them.”

## CATERING EVENTS TO YOUR ATTENDEES



Understand what their needs are.



Invite them to events that are suitable for them.



Allow them to experience the products.



Hold events often to expose them to different topics.



# Awaken Possibility

BY BREANNE HOUSTON

I've always been a goal-oriented person. For the last eight years I have been in the fitness industry, coaching women to focus on their health, to love fitness, and to be better. Goals have become one of the main focal points in my business. In fact, the first question I ask a client is, "What is your goal and when do you want to reach it?" Turns out, that works great in dōTERRA, too. It's one of the first questions I ask a new dōTERRA builder and what I continue to ask my leaders.

I've been sharing dōTERRA for almost two years. I love sharing oils with friends, family, and the people at my fitness studio. I love the products, the company, and especially my dōTERRA team. But, it hasn't been all smooth sailing and there have been struggles.

About a year into building my dōTERRA business, I had a major mind shift that continues to drive me forward. When I first started dōTERRA, I was very goal-oriented as was natural because of my fitness studio business. But, I realized that as I was working with my leaders in dōTERRA, I would ask them what their goals were, and if they didn't fit with my ideal timeline, I would fast track their goals. I would say, "Oh, you want to take six months to get to Elite? Well, my goal is Silver in three months, so let's adjust your goal to meet my goal."

The mind shift happened when I listened to a presentation from Justin Harrison. He said, "Your leaders don't owe you anything." He's absolutely right; my leaders are creating their own businesses. They didn't join dōTERRA to work for me. They wanted to make their own dreams come true. Now, I am less focused on my goals and more focused on helping my team develop as people and take responsibility for their own businesses. They are catching the vision and amazing things are happening for them.

In the same speech, Justin said, "Our job as leaders is to awaken possibility in others." I took a long look at myself as a leader, and asked, "Am I being the kind of leader that I want to have on my team? Am I being the person I really want duplicated under me? How am I helping my team improve themselves as leaders?" This was an important reality check, because I discovered I can be doing a lot more than I am. I realized I can help my leaders with their belief, not only in dōTERRA but in themselves. I can give them the tools to build a strong dōTERRA business, but first I need to show them by example.

Always continue doing the basic steps so your leaders know what to do. Be the example and you will awaken the possibilities in your team. It's truly magical to watch a leader create new possibilities and catch the vision of what their future can be. 💧





# dōTERRA® WELLNESS ADVOCATE *Recognition*

## DOUBLE PRESIDENTIAL DIAMONDS



PATRICK & ALLYSE SEDIVY



FOUNDER USA

BOYD & SANDY TRUMAN

## DOUBLE BLUE DIAMONDS



WES & HAYLEY HOBSON

## DOUBLE DIAMONDS



FOUNDER USA

ANDY & NATALIE GODDARD



FOUNDER USA

JUSTIN & KERIANN HARRISON



FOUNDER TWN

DAVID & TAWNYA HSIUNG



FOUNDER TWN

STEVEN & MONICA HSIUNG



ERIC & ANDREA LARSEN



PRESIDENTIAL DIAMONDS



JERRY & BRANDI BURDINE



JAMES & ROXANE BYBEE



MARK EWEN & CHRISTIAN OVERTON



JERRY & LAURA JACOBS



KYLE & KIERSTON KIRSCHBAUM



KAI HSUN KUO & PEI LING SU



SCOTT & RHONDA FORD



ROGER & TERESA HARDING



JOHN & MELYN HARRISON



CHENG HUI LIU & PEI CHIH YI



KC & JESSICA MOULTRIE



SUMIKO NOBORI



SHANE & REBECCA HINTZE



PAUL & BETSY HOLMES



NATE & BRIANNE HOVEY



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



KACIE VAUDREY & MIKE HITCHCOCK

PRESIDENTIAL DIAMONDS



JERRY & LAURA JACOBS



KYLE & KIERSTON KIRSCHBAUM



KAI HSUN KUO & PEI LING SU



CHENG HUI LIU & PEI CHIH YI



KC & JESSICA MOULTRIE



SUMIKO NOBORI



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



KACIE VAUDREY & MIKE HITCHCOCK



PRESIDENTIAL DIAMONDS



WALTER & MELODY WATTS



JARED & SHEREE WINGER



KEVIN & NATALIE WYSOCKI

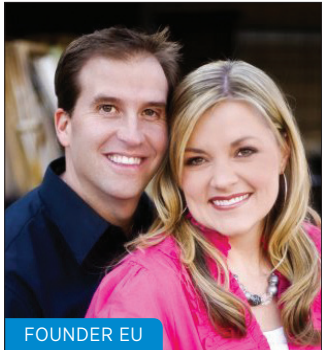


TOSHIYA & IZUMI  
YANAGIHARA

BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



KENNY & REBECCA  
ANDERSON



MATT & KELLY ANDERSON



NEAL & ERIN ANDERSON

BLUE DIAMONDS



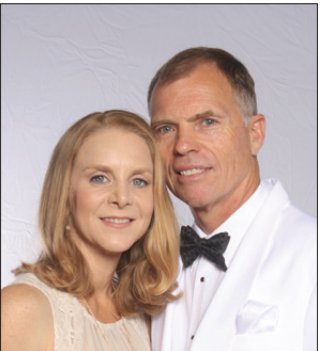
SPENCER & KARI ARNTSEN



KAREN ATKINS



DAVID & ASTI ATKINSON



ROMAN & CORINNA BARRUS



DANIEL & CHRISTINA BENITEZ



JOY BERNSTEIN



BRIAN & SHAWNA BIELMAN



JEREMY & MICKI BOBERG



CHRIS & KAREENA BRACKEN



RACHELL BRINKERHOFF



JEFF & CHERIE BURTON



WEI-FANG CHEN



BLUE DIAMONDS



GREG & MARTI CHRISTENSEN



SPENCER & BRIANNA COLES



JOAN COON



MAREE COTTAM & DIRK VANDERZEE



JAMES & TANYA COTTERELL



MARY CRIMMINS



STEVE & GINNA CROSS



JEFF & JUDY CRUDEN



DANIELLE DANIEL



MIKE & LORI DAVIS



MOLLY DAYTON



FRED & CARRIE DONEGAN

BLUE DIAMONDS



BRAD & ROSALIE ELLIOTT



DAVID & JULIANNE ELLIS



KEITH & SPRING ESTEPPE



ANDREW & CHRISTY FECHSER



NICK & JEANETTE FRANSEN



JEFF & JEN FREY



LOUIS FUSILIER & MONICA GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



THOMAS & AMY GLENN



BLUE DIAMONDS



STEVE & KRISTINE HALES



RYAN & JENYCE HARRIS



JIM & LARA HICKS



WADE & LAURA HOLBROOK



BRYAN HUDDLESTON & LASSEN PHOENIX



RICK & KATHY HUNSAKER



CLAY & JESSICA IDDINGS



MATT & SARA JANSSEN



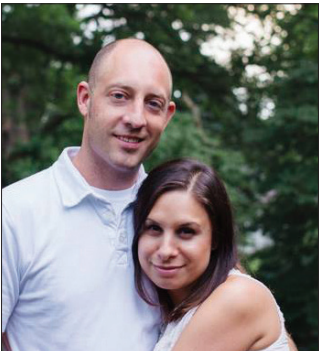
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JEREMEY & ANNETTE JUKES



TRACI & JACK KENNEBECK



DRU & GINA KIESEL

BLUE DIAMONDS



FOUNDER JPN

ASAKO KOBAYASHI



FOUNDER USA

DANNY & NICOLE LARSON



FOUNDER USA

NOLAN & PAT LEAVITT



FOUNDER USA

JUSTIN & TAHNA LEE



FOUNDER TWN

CHIH JEN LIU & MAN TSAI



FOUNDER

HOLLY LO



STEVE & RACHEL LOTH



DAVID & HEATHER MADDER



FOUNDER JPN

SHOKO MATSUYAMA



AARON & TONYA MCBRIDE



DENA MCCAFFREE



TONY & AIMEE MCCLELLAN



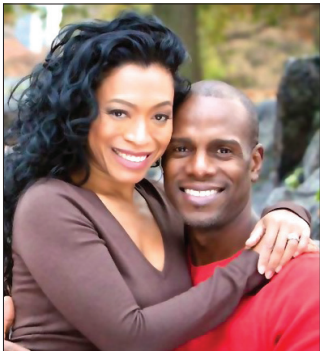
BLUE DIAMONDS



JUSTIN & ASHLEE MILLER



NATE & DANA MOORE



DR. ZIA & KY NIX



JEFF & CRYSTAL NYMAN



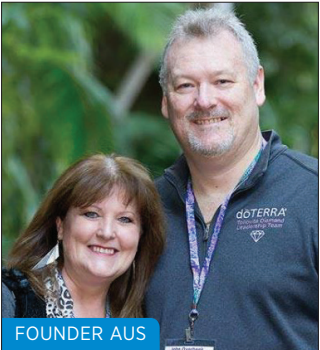
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OLDHAM



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BOSCARELLO OVENS



JOHN OVERBEEK &  
PAULA ECKERT



KATHY PACE



ERIC & KRISTEN PARDUE



ROBERT & JANELLE  
PARRINGTON

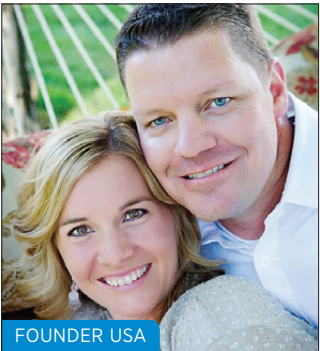


CHRIS & ANGE PETERS

BLUE DIAMONDS



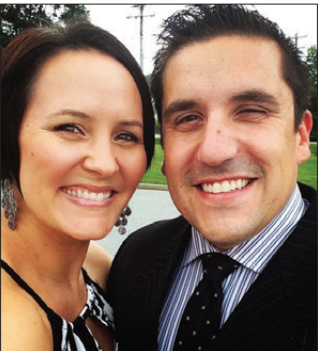
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GARY & KARINA SAMMONS



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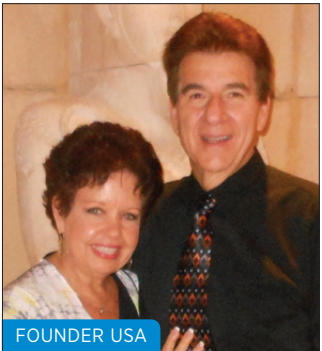
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TERRY & LIL SHEPHERD



MARK SHEPPARD & RANI SO



DAVE & PEGGY SMITH



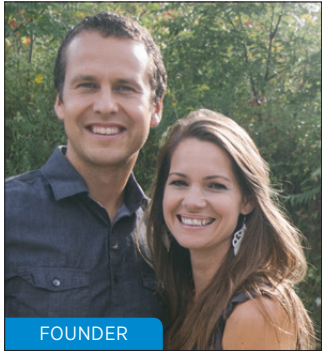
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BLUE DIAMONDS



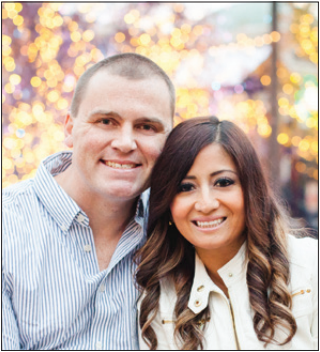
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BRAD & DAWNA TOEWS



BETTY TORRES-FORBORD



MATT & ALICIA TRIPLETT



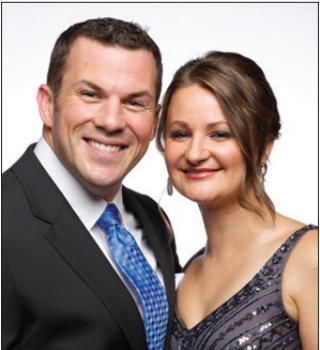
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MARK & LORI VAAS



MICHAEL & SARAH VANSTEENKISTE



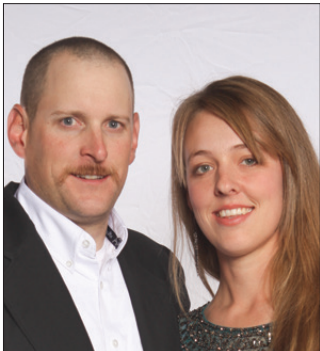
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JOHN & SHAUNA WETENKAMP



JOHN & KALLI WILSON



CHRISTIAN & JILL WINGER

DIAMONDS



DR. JOHN & JENNIFER ACCOMANDO



ATANASKA ADAMS



BRANDON & KATIE ADAMS



JENNIFER ALEXANDER



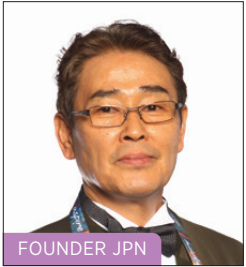
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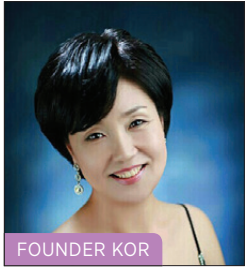
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LIZETH BALDEMAR DE ARRAS



KAZUYUKI ASAKAWA



MI HYEON BACK



PETER & SUSIE BAGWELL



RICK & HAYLEY BAMMESBERGER



DAVID & KARLA BANKS



ERIC & BECKY BARNEY



MONIKA BATKOVA & MARTINA VALNICKOVA



JERRY & AIMEE BECK



YOHAN & LAURA BEGHEIN



KEN & WENDY BERRY



MATTHEW & JANNA BERRY



MEL & CONCETTA BIBENS



JAMIE BOAGLIO



JOHN & KENDRA BODINE



MICHAEL & MICHELLE BOWLES



DR. JAMIE & CHRISTINA BOYER



DOUG & JENNIFER BRADY



JASON & KAMILLE BREUER



DIAMONDS



DR. ALICIA BROOKS



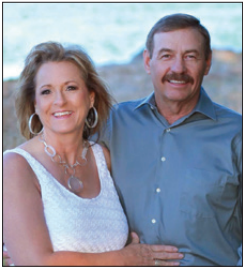
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ADAM & CAREY BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



MARIO JÖLLY & SABINE BUCHNER



TONI BUNTING



SUSAN BURSIC



JARED & REBECCA BURT



ERIKA BUTLER & RICK HENRARD



CLAUDIA CALDERON



JOSHUA & MARY CARLISLE



TRAVIS & JESSICA CARPENTER



BEN & ADABELLE CARSON



DOUG & RACHELLE CASTOR



THAD & KATHY CHANDLER



JUI CHANG & TSAI CHIA HSIU



CHIU SHIANG CHEN



RICK & ETSUKO CHIDESTER



CHIH HSUN CHIEN & SU JU HUNG

DIAMONDS



HUNG WAI CHOI



HUN IM CHOI & DAE YONG PARK



DARRYL & ANNIE CLARK



MARC & ROMI 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



JARED & MINDY DEGRAFFENRIED



MEGAN DILMORE



DR. MARK & KERRY DODDS



CURT & TONIA DOUSSETT



ROGER & EMMANUELLE DUCE



STUART & SHAYE ELLIOTT



DENNY & MARY ENGLERT



DR. MELISSA & EVAN ESGUERRA



HEATHER ESSLINGER



FORREST & LESLIE EXLEY



DAMIAN & JENNA FANTE



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



LEONIE  
FEATHERSTONE



KNUT & CHRISTY  
FEIKER



DANIEL & MICHELE  
FENDELL



ROBERT & KIYLA  
FENELL



CATE FIERRO



JANA RANKIN FINCH



BARRETT & CARA  
FINES



MARK & TIFFANY  
FLAKE



HAYLEY FLEMING



MEGAN FRASHESKI



AARON & WENDY  
FRAZIER



KAORI FUJIO  
FOUNDER JPN



GINO & AMANDA  
GARIBAY



DAVID & CRYSTAL  
GARVIN



TERRY & MARIA  
HEUSER-GASSAWAY  
FOUNDER USA



DAREN & CRYSTELLE  
GATES



BRANDON & LINDSEY  
GIFFORD



BRIAN & BECKY  
GILLESPIE



KRISTANN GILLIES



CRAIG & LYNN GINES

DIAMONDS



BRAD & TOBI GIROUX



CARMEN GOLDSTEIN



ADAM & LEAH  
GRAHAM



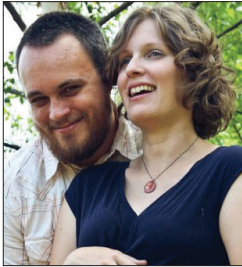
MICAH & KRISTA  
GRANT



LEON GREEN



DARREN & ROSIE  
GREMMERT



DREW & LACEY GRIM



CURT & CAROL ANN  
GUEST



BOO KYUNG HA  
FOUNDER KOR



JIMMY & DEIDRA  
MEYER-HAGER



KIRK & JENNIFER  
HAMILTON



CLIFF & PJ HANKS



EMILY HANSON



JIM & MARTY HARGER



AISHA HARLEY



NATALIE HARRIS



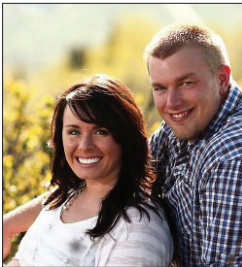
BRIAN & JEANNIE  
HARRISON



GARTH & JULIE HASLEM



SCOTT & SHYANNE  
HATHAWAY



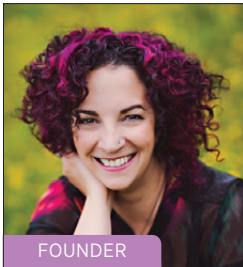
MARK & ALICIA  
HAUGSTAD



JOE & LORI HAYES



MICHAEL & JENNIFER  
HEATH



DR. MARISSA HEISEL  
FOUNDER



PAUL & TERI HELMS



GORDON & JULIE  
HERBERT  
FOUNDER USA



DIAMONDS



RYAN & MELISSA HERMAN



FOUNDER MX  
IAN & PAOLA HERREMAN



BRYANT & BRIANNA HESS



JESSE & NATALIE HILL



FOUNDER JPN  
MISA HIRANO



EMA HIRZEL



FOUNDER HK  
MICKEY HO



HERB HOELLE & FRANI PISANO



ROBERT & TONI HOLLAND



CAROL HOLTZ



JENI HOUSTON



JASHIN & TANYA HOWELL



JEFFERY & MIRANDA HU



FOUNDER TWN  
CHIH LUNG HUANG



CHRISTY HUGHES



ALLISON HUISH



JULIE HUNDLEY



HIROMI IKEDA



FOUNDER  
CYNTHIA INCZE



ARIN INGRAHAM

DIAMONDS



ROSE INGRAHAM



SHANE & JENNIFER JACKSON



JASMINE JAFFERALI



FOUNDER USA  
ROB & WENDY JAMES



JARED JARVIS



LAI JAUCHING



JOSH JELINEO & BEBE MCFALL-JELINEO



STEVE & SANDIE JENSEN



FOUNDER KOR  
HABONG JEONG



KILEY & NORA JOHNSON



SEASON JOHNSON



LELAND & ROBIN JONES



RICHARD & LISA JONES



BILL & DEENA JORDAN



FOUNDER KOR  
JAE HYEON JU



DO GYEOM JUNG



CHIAH HO KAO



FOUNDER JPN  
MASAMI KAWAI



SEAN & CHELSEY KAYSE



MIKE & KALLI KENNEY



NICK & DYANNA KILLPACK



CADE & DOMINIQUE KING



MELISSA KING



SHAWN & LAURA KING



EMMA KNIGHT



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



PAUL & NANCY KNOPP



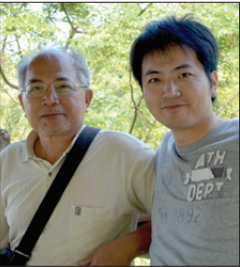
MIKE & MEGAN KNORPP



MIKI KOJIMA



JOE & AMBER KROPF



WEN HUNG KUO & SHIH AN KUO



JON & DUQUESA LAMERS



DAVID & LOIS LANE



LAURIE LANGFITT



MICHELLE LEBARON



JUNG HOON LEE



CECIL & LIANA LEE



DIANE LEFRANDT & JESSICA SMUIN



ARLA LEINS



LISA LERMITTE



ZACH & KYLENE LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



FUXIAN LI & LING LING ZHANG



YU YIN LI



CHIAH CHEN LI

DIAMONDS



HSIU FENG LIN



YU YU LIN



PO HSIU LIN & FANG SU KUAN



JOHNATHAN & RACHEL LINCH



NANCY LINDER



TRINA MARIE LOW



DWAYNE & TRACY LUCIA



STEVE & TRACY LYMAN



BRETT & BROOKE MAGLEBY



JAMES & CYNTHIA MAGUIRE



TANYA MAIDMENT



ALONTO & DESIREE MANGANDOG



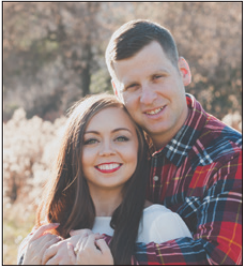
ELIZABETH MARA



BERNY & JANET MARQUEZ



RICK & EMILY MARTIN



ZACKERY & STEPHANIE MARTIN



JULENE MARTINDALE



JOSH & KEELI MARTINEZ



JOHN & PATTI MASON



TERUMI MATSUSHIMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



KEITH & KERI MCCOY



JASON & SHARON MCDONALD



JEANNE MCMURRY



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ROGER & CAROL-ANN MENDOZA



JERRY & PRISCILLA MESSMER



BECKY METHENY



DAVID & TAMMY MILLER



STEVE & KIMBERLEY MILOUSIS



SCOTT & ROBYN MITCHELL



MICHAEL & MELISSA MORGNER



PAUL & SOPHIA MORRISON



COURTNEY MOSES



JARED & NICOLE MOULTRIE



HOWARD NAKATA



DR. MARTHA NESSLER



JONATHAN & DEANNA NICHOLS



YOSHIFUSA NISHIDA



MITSUKO NOMIYA



ERIC & KRISSY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



ADAM & TAMI NUHFER



MUNEHIRO OKUMURA

DIAMONDS



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



PATRICIA QUIROZ RIOS



REBEKAH RIZZO



JESSICA ROBERTS



CASEY & MELISSA ROBERTSON



JAMES & KELLY ROBISON



BRITTANY ROSCHECK

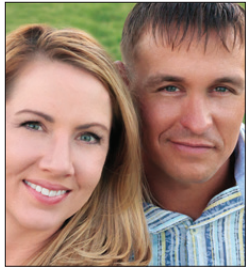


dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



MICHAEL ROTHSCHILD



ERIN & KAREN ROUSH



ANDREW & MINDY ROWSER



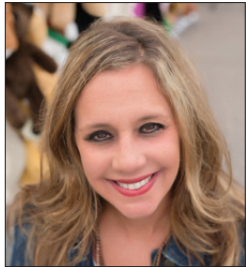
JOANNA RUSLING



DEVOLA SAMUELSON



ADRIAN & ROXY SARAN



STACEY SARROS



CARLYLE & KATIE SCHOMBERG



ROGER & PAMELA SCHWARZ



JANE SCHWEITZER



JULIE ANN SCOTT



BENJAMIN & STEPHANIE HOWELLS-SCOVILLE



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



NATHAN & MINDY SPRADLIN



DELANEY & AIMEE STEPHENS



DAVE & CALLIE STEUER



JULIE STOESZ



PHIL & LEEANN STORK



MELODY STRAMPELLO



VICTORIA STRELNIKOVA



DR. JEFF STYBA



YU KAI SU & LING-EN HUANG



WEN CHIANG SU & HUI YU HUANG



DR. MARA SUSSMAN & DWAYNE GRIM



SAMUEL & MELISSA TAEU



YOKO TAKAKU



HIDEMITSU & YOKO TAKEDA



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



STEPHEN & YVONNE TSAI



HUI YIN TSANG



CHERIE GARRETT & MAX TUCKER



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FUMIKA UCHIDA



SHANE & KRISTIN VAN WEY



JENNIFER VASICH



SONDRA VERVA



EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



DAVE & KATE WAGNER



CHAD & SUSIE WALBY



JED & PAM WALDRON



FOUNDER TWN  
WENDY WANG



ERIC & SANDRA WANG



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

DIAMONDS



DANELLE WOLFORD



DANIEL & AMY WONG



LANCE & CHRISTY WRIGHT



JOEY & CACHAY WYSON



ZHONG SUN & FUCHUN XI



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



YUWEI FENG & CHANGPU YU

DIAMONDS NOT PICTURED:  
HO NIEN HUANG



PLATINUMS



OSCAR CODERO & BRENDA ALTAMIRANO



KELLY ALVIS



LEANNA ANDRADE



CARLY BAUTISTA



ASHLEY BEANS



LISA BEARINGER



VICTORIA BENTLEY



PAUL & LISA BERGMAN



HARLAN & MARIE BERWALD



DOUGLAS & JANICE BITTNER



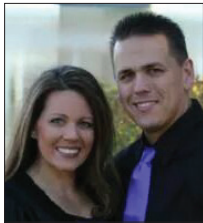
TARA BLISS



JASON BORUP



CRAIG & CONNIE BOUCHER



JEREMY & MELISSA BRANSKE



MONICA BRAVO



JEN BROAS



PATRICK & KATHRYN BROWN



LISA CANIPELLI



BRADY & MICHELLE CANNON



SHUANG SHUANG CHANG



KUI FEN CHANG



FU YU CHEN



BING CHUNG CHEUNG



CAROL CHIANG



TROY & DOROTHY CIVITILLO



BRIAN & MERIDETH COHRS



RICK & ALISSA COIL



VERN & JENNY CRAWFORD



ERIC & TIFFANY DAHL



RYAN & JAMIE DANFORTH

PLATINUMS



VIVIAN DICKSON



KARLEL CROWLEY & STUART DIXON



SUSAN DYESS



CAROLYN ERICKSON



FOUNDER MX  
LUIS & CAROL ESTEVEZ



ROLANDO & JESSICA ESTRADA



DANA FELDMEIER



DALE & TONYA FERGUSON



JASON & DR. JULIANA FILA



SAMSON & LETICIA FOLAM



JAKE & JOANN FOWLER



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



LI FRYLING



YOUKO FUJIMOTO



NATHAN & JOANNA GEIGLEY



VALERIEANN GIOVANNI



JAY & DEBBIE GORDON



MELISSA GUTHRIE



ARIANA HARLEY



JASON & TRACY HARRIS



SUSAN HELZERMAN



SARAH HENDERSON



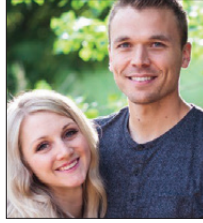
FOUNDER MX  
JUAN CARLOS HERNANDEZ



JESSICA HERZBERG



JON & EVE HEWETT



KEEVIN & TEISHA HINTON



MARK & TRICIA HOFFMAN



ADAM & CASSIDY HOLDSWORTH



GREG & MELODY HOLT



BRENT & ANNIE HONE



FOUNDER TWN  
FU LUN HSIEH & CAROL SUNG



CHUN MING HSU & HSIN PEI HSIEH



BJ & MEGAN HUNTER



MICHAEL & NANCY HUTCHINSON










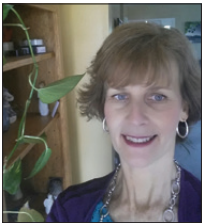


















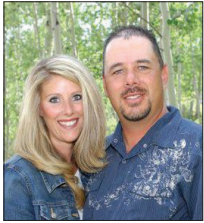









KURT & LINDSAY JENSEN



PLATINUMS

 D'ARTIS & TIFFANI JONES	 RACHEL JONES	 CHIAO EN JUAN	 JULIE WEINBERG & MEREDITH KELLY	 COLIN & JEN KELLY	 KATE KETTLEWELL
 DR. JENNIFER KEYS	 JEROD & AMY KILBER	 CAROL KING	 MATTHEW & BAILEY KING	 MIE KIRA	 ROMMY KIRBY
 CHRIS KIRSCHBAUM	 DEBBIE KRAHN	 SPENCER & RETA KUHN	 PU LI KUO	 CYNTHIA LANDES	 PEGGY LANGENWALTER
 FOUNDER MX ALADRO RODRIGO & SOFIA LOPEZ DE LARA	 FOUNDER SG HONG CHUA & SHULI LAW	 JOHN & CAROLINE LEE	 HSIAO CHUN LIU	 FOUNDER TWN WEN CHEN LO	 HEIDI LUEKENGA
 FOUNDER CA ADELE LURIE	 MICHELE MALCHOW	 CRIS & PATTY MARTINEZ	 KEIKO MARUTANI	 SUZANNE MCGEE	 BRAD & ANGELA MELTON













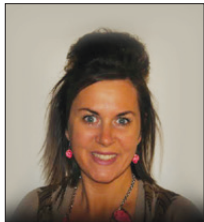







PLATINUMS

 DR. ALLIE MENDELSON	 ANGELA MOFFITT	 GREG & DR. JULIE MONTGOMERY	 FOUNDER MX LORENA ALVARADO MORALES	 EMILY NAVAS	 JODI NAYLOR
 CHIKAKO NISHIMIZU	 BERNADETTE O'DONNELL	 SARAH O'MAILIA	 ANNA PENICK	 JON & EMILY PFEIFER	 JESSICA PRESS
 WAYNE & HEATHER PULSIPHER	 JANET RAMER	 SUSAN REIS	 LINDA MARIE RICHARDS	 WINDI RIFANBURG	 LUCY GONZALES-ROMERO
 CANDACE ROMERO	 JESSICA RYAN	 KAYLA SAVARD	 JIM & SUSIE SCHIERING	 SAORI SEKI	 AMY SELLERS
 FOUNDER KOR HOON SEO	 FOUNDER AUS HELEN & MARK SHAW	 KEVIN & KESHIA SHEETS	 LARRY & NIKKI SHORTS	 KYMBERLEE SIMANTEL	 LAURA SOHN
 THERESA SOUCY	 STEFANIE STAVOLA	 TAMMY STEUBER	 WADE & CHRISTINE STOLWORTHY	 SHEILA SUMMERHAYS	 CYNTHIA SUMNER



dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS

 JOY TARPLEY	 ANI TOROSYAN	 HAO HENG TSAI & HSIN YUN CHANG	 DUANE & CRYSTAL TUCKER	 BILL & MARILYN VANDONSEL	 CYNTHIA VELEZ
 JOEL & SHERRI VREEMAN	 CATHI WAALKES	 WARREN & KELLY WALKER	 BRENT & JENNY WALSH	 ROGER WEBB	 PAUL & DENISE WEBSTER
 HALIE WHITAKER	 WENDY WILSON	 ERIK & LINSEY WILT	 SCOTT & SUSAN WOOLEY	 TUNG HAN WU	 CHING CHUN WU
 KEIKO YOSHIDA	 KRISTI ZASTROW				

PLATINUMS NOT PICTURED:

SCOTT & SHAWNDR ANDREWS	JOY HORSEMAN DR. KEVIN HUTTER MIN LIU	CHRISTINE MCCUE HAIYAN & CHENG WANG	KEVIN ZHOU
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GOLDS

 AKIKO ABIRU	 LAURA ADAIR	 MARTY & KINDRA ADAIR	 LANE ADAMS	 STEVE & JULIE AHLSTROM	 JODY AITON
 CARLOS ALCANTARA	 JAIME ALCONCONE	 BRAD & KATHY ALLDREDGE	 TODD & KIM ALLEN	 LACEY ALLEN- DURAN	 LYNETTE ALUOCH
 DIANA ALWARD	 CAROLYN 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	 MARK & JAIME ARNETT	 JUSTIN & BRIDGET ARNOLD	 ROBIN ARNOLD	 KEVIN & LAURELL ASAY	 JIMMY & ANGELA ATKIN
 BARRETT & STEPHANIE ATKINSON	 JENNIFER ATTAWAY	 ROBYN ATTICKS	 AUTHENTIC HEALTH LLC	 BRENT & KRISTI AVERETT	 KEITH & LORI BACON



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



RUSSELL & STEPHANIE BADER



BRIAN & AUDRA BAILEY



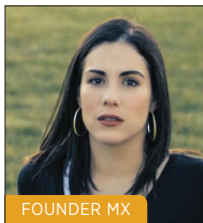
CAREY BAILEY



NATE & KELLY BAILEY



DESI BAKER



PERLA BALDEMAR



BENJAMIN & JADE BALDEN



DAWN BALKCOM



KEN & BONNIE BANKS



MACKENZIE BANTA



BAKTY & TAMAZEEN BARBER



DEAN & CONNIE BARGEN



JENNIFER BARNETT



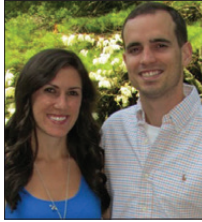
JEFF & TAMARAH BARTMESS



DEBBIE BASTIAN



LITA BATHO



BRADEN & CAMILLE BAWCOM



THOM & JACKIE BEAUCHAMP



MARVIN & JESSICA BEAVER



CINDY BECHARD



BRIAN & HEATHER BECKWITH



TUCKER & ALICIA BEESLEY



DONGCHOL & SOON BYUNG BEH



DAWN & MARK BEHM



JOE & ASHLEY BELL



DARIO & NATALY BENITEZ



JUDY BENJAMIN



SARA BENNION



FRED & JANEICE BENSON



SALLY BEREDO

GOLDS



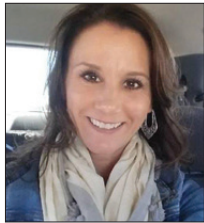
BEN & MEREDITH BERGERSEN



SONNA BERGHAIER



BRET & AMY BIGELOW



BRANDI BILSKEY



OLIVER BIRK



NATALIE BLACKBURNE



NOEL BLANCHARD



VERA BLOUIR



BRANDON & ANGELA BOBST



JANE BODILY



JOSH & KATHERINE BOGGS



KATHY BOONE



LOURDES BORNACINI



RUTHI BOSCO



MARCELA BOWIE



BECKY BOWLES



NATHAN & REBECCA BOWLES



MARK & JACKIE BOWMAN



KAREN BOYD



DEBI BOYLE



JONI BRADLEY



TERESA BRANDISE



JARED BRANDT



BROCKNIE BRAY



MELVIN & ELIZABETH BREWER



MIRIAM BREWER



CHRIS & ALISA BRIDGES



SCOTT & LEESA BRIDGES



JANET BRIEN



ALLISON BRIMBLECOM



ADAM & ANN-MARIE BRINGHURST



CASEY & JAMIE BRODERSEN



BEAU & KELLY BROTHERTON



CARMA BROWN



DON & CINDY BROWN

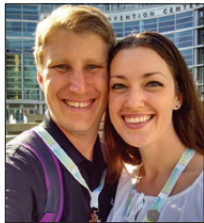


KEVIN & LATARRAN BROWN



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



JESSE & BETHANY BRUBAKER



RONAI BRUMETT



MAUREEN BRUNDAGE



BEN & CAMI BUCHTA



MICKEY & KORINA BUEHRER



DAG & VIRGINIA BUNNEMEYER



WILLOW BURKE



BRIAN & APRIL BURNETT



DEBBIE BURNS



MARCIE BUSH



MATT & DEANA BUSHMAN



LISA BYRD



MIGUEL & STEPHANIE CALDERON



JON & AMY CALDWELL



ANNE CALHOUN



ROGER & LORI CALL



DAWN CALVINISTI



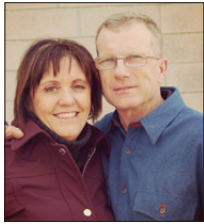
AMBER CAMPION



MEGAN CANNON



ERIKA CAPPELMANN



BILL & DONNA CARD



HEATHER CARLSON



BRIAN & CHRISSY CARR



GILDA ESTRADA CARRANZA



HEATHER CARSON



JESSICA CARTER



JONATHAN & AMY CARVER



ANA PAULA CASTILLO CUEVAS



ANDREA CAUFFMAN



LACEY CHALFANT

GOLDS



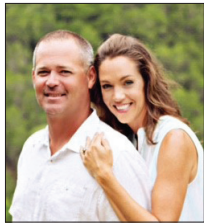
JACOB & GERI CHANDLER



HSIN TING CHANG



SANDY CHASTEEN



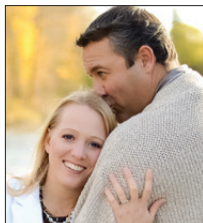
MICHAEL & AUDRA CHESTER



HUNG YI CHIANG



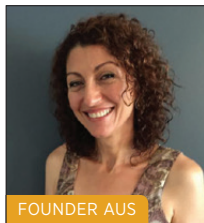
MEI YING CHIEH



DAVID & JACLYN CHILD



YEN CHIUMAN



FOUNDER AUS  
TERPSY CHRISTOU



GABRIEL & TIFFANI CISNEROS



NIC & JESSICA CLARK



MONIQUE CLARK



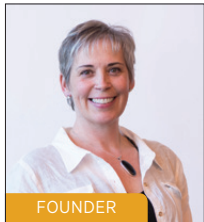
MIKE & RACHELLE CLEARY



NIKKI CLOUD



JASON & JODI COBB



FOUNDER  
ALLISON COCHRAN



AMIEE CONNER



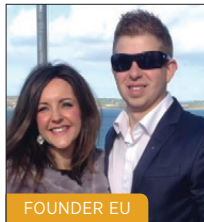
CESAR ARMANDO CONTRERAS



KARI COODY



CINDY COONS



FOUNDER EU  
ADAM COPP & ROSIE GREANEY



KATHY CORDELL



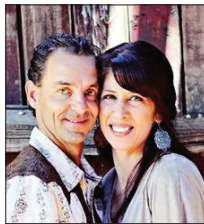
ERICA CORNWELL



ELIZABETH CORTES



ALICIA COTTAM



TOM & ANITA COTTAM



JEFF & COLLEEN COTTERELL



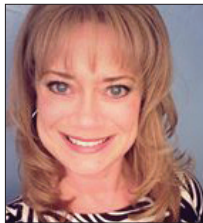
CRAIG & KRISTIN COTTLE



TERESA COYNE



LUISA CRANE



CHRISTINE CREEL



RICH & BARBARA CROCE



BRANDI CROSBY



JENNY CRUZ



LISA CUSANO



HEATHER DAHLSTROM



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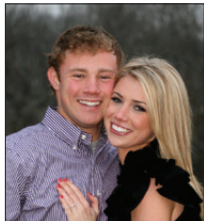
GOLDS



MATHEW & OLIVIYA DAUGHERTY



SHELLY DAUGHERTY



ANDREW & BRITTANY DAVIDSON



SUSAN DAVIDSON



GLEN & TERRI DAVIS



LUCINDA DAVIS



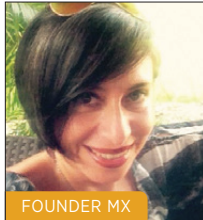
PAULETTE DAVIS



KEITH & KENDRA DAVY



JOYCE DAY



FOUNDER MX  
FANNY MILLAN DE LEON



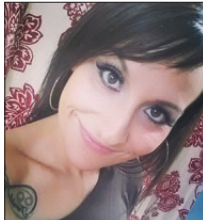
FOUNDER MX  
GUILLERMO & IVONNE DE SUAREZ



DIANNE DELREYES



SARA DEREK



ERIN DESANTIS



ISAAC & LINDSEY DEURLOO



ROGER & MARILYN DIDERICKSEN



KARUNA DILIBERO



JEREMY & HOLLY DIXON



ERICA DOLAN



STACEY DOLAN



MIKE & KELLY DOLLINGER



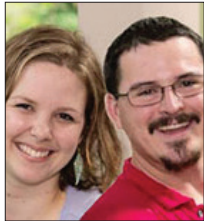
ANDREW & JEFFREY DONOVAN



DEANNA DOYLE



JULIE DRIGGS



LUKE & MAGGIE DUBOIS



JUSTIN & LELIA DUKE



HELEN DUKE



CANDACE & SUSAN DYER



MARIAN EDVARDSEN



JAMES & ERIKA EDWARDS

GOLDS



JEFF & GINNY EISEMAN



MARK & LINDSEY ELLIOTT



MICHELLE ELSTRO



VIVIAN ENGELSEN



SHANE ENGLAND



CHRISTIAN & ELISABETH ENSOR



JOEL & FAY EPPS



FOUNDER MX  
PAOLA Y SILVANO ESPINDOLA



FERNANDO ESPONDA



JEFF ESSEN



MATT & RYANN ETTER



JULIE EUBANKS



HALEY FACHNER



MARIA FAHRNER



TRAVIS & MALLORY FAIRBAIRN



SALLY FARB



SALLY FARNICK



MANDI & JACK FELICI



DEBORAH FERRARIS



SHARON FILA



LYNN FINGERHUT



GLENDA FLYNN



STACIE FOGELBERG



LISA FORD



CATHY FORT-CURRIAN



TAMMY FOSSETT



BRADLEY & ALANNA FRANKLIN



FOUNDER  
DEVAUGHN & KELLY FRASER



JENNIFER FRINK



GERRY & CHRISTINA FROESE



NATHAN & KRISTEN FUCHS



LISA ANNE GAFKJEN



KENNY & LINDSEY GALE



LUIS & ITZEL GALLEGOS



VICKI GALLOWAY



JUDY GANN



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



VINCE & TERESA GARCIA



JACQUELINE GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



MICHELLE GAY



ANGELA GEEN



MICHELLE GETZ



RACHELLE GIBSON



LUIS & EMILY GIL



TIM & KAREN GILROY



DIANE GJELAJ



KATHRYN GLADER



CHRIS & KRESTA GLASER



KARLA GLEASON



DR. CYNTHIA GLENDENING



KIMBERLY GO



VERONIQUE GOLLOHER



RACHEL ADAMS GONZALES



ERICK & EDGAR GONZALEZ



CRAIG & SHEILA GOODSSELL



DR. ANDREW & RUTH GOUGH



MELODIE GRAMMONT



VANESSA GRANATA



JANIS GRAZIANO



LARRY & STEPHANIE GREEN



KACEY GREEN



BILL GREENWALD



NATALIE GREIG



TODD & RENEE GEMPEL

GOLDS



EDWARD & CARY GRIFFIN



SHANNON GRIFFIN



KENT & HELEN GRISWOLD



JODI GRUBBS



KIM GUILLORY



KAREN HADLEY



KATE HAGEN



NATHAN & TASHA HAKEEM



MATTHEW & ANNA HALES



RYAN & KENDRA HALES



CHERYL HALEY



MARY HALL



TERESE HAMILTON



TIM & AUDREY HAMILTON



TROY & KRISTEN HAMILTON



LINDSAY HAMM



DR. SANDRA HANNA



ABIGAIL HANSEN



GIADA HANSEN



STANFORD & HEIDI HAO



DANIELLE HARDEE



DAVID & JOLENE HARRIS



LOTUS HARTLEY



KRISTINE HASLAM



KRISTINE HAUCK



PAMELA HAUFSCILD



BERIC & LORI HAUKAAS



BLUJAY HAWK



TERRI HAYS



ALLISON HAYS



KIM HAZEN



EVELYN HAZEN



ELLIE HEDLEY



TONYA HEFT



ANTHONY & DANIELLE HEIZENROTH



KRISTIN HELTON



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GOLDS



LAURA HEMMEN



EUGENE & DIANA HENKEL



WAYNE & JENNA HENRIE



LISA HENTRICH



KARLI VON HERBULIS



MIKE & BETH HICKS



IZUMI HIGA



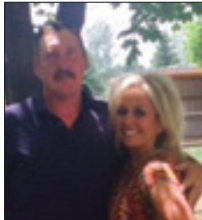
DANNY & LEANNE HILL



JASON & STEPHANIE HILL



MAGGIE HILL



LEONARD & DANIELLE HILLMAN



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



MICHAEL HUANG



DENVER & LAURA HUDSON



KAREN HUDSON



CORY HUGHES



JENNI HULBURT



JOHN & VIRGINIA HUME



CHIA-HSUAN HUNG



BRETT & KELLI HUNSAKER

GOLDS



BRIAN & ALLISON HUNT



KUN YOUNG HWANG



MARISSA HYATT



NANCY ILLMAN



JENNIFER INCHIOSTRO



FUMIKO INMA



CHARLOTTE IRAGABA



RICHARD IREDALE



KELLY IRIZARRY



YUKI ISHIDA



CAROLINE JACKSON



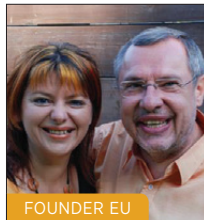
TRISHA JACKSON



SCOTT & TONI JAEKEL



LINDSEY JAFFERALI



SABINE & HARALD JAHN



TREY & AMY JAMES



DALE & JENNIFER JARAMILLO



DR. BARBARA JENNINGS



BRIAN JENSEN & RIKKE NÆSTED



AARON & HEIDI JOHANSEN



AARON & JESSA JOHNSON



ALICEN JOHNSON



JOLIE JOHNSON



NANCY JOHNSON



TONY & DONETTE JOHNSON



SARAH JOHNSON



TRACY JOHNSON



JARED & RACHEL JONES



GORDON & RENEE JONES-LAWSON



LAYNE & SHARON JONES



STACY JONES



HAGAN & DENA JORDAN



NOELLE JOYE



LISA JURECKO



KYUNG AEE KANG



LEAH KARRATTI



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



REBECCA KASELOW



YOKO KAWAI



KRISTA KEHOE



KRIS KESKE



NICOLE KEZAMA



BRIAN KIEL



CHRIS & TARA KINSER



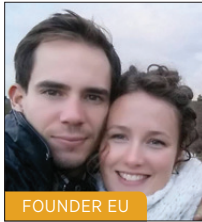
KENTA KIRIYAMA



YASUKO KOBAYASHI



CHELSEA KOCH



WILLEM-PAUL & LOUSSANNA KOENEN



DEAN & TERESA KOERNER



ELIZABETH KOLODGY



YOLANDA KOOLE



JENNIFER KOURTEI



JENNA KRAHN



TIFFIN KREGER-BRYANT



JAMES & KRISTEN KROPF



FREDDY & MANDY KUHN



MICHELLE KUNTZ



JON ERIK & LYNN KVAMME



TESS LA MONICA



JANICE LADNIER



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



MARY LAGASSE



YEE MUN LAM



LINDSAY LANE



IVY LARSEN



SUSIE LARSON

GOLDS



MARGIE LASH



JEFF & KATE LASSON



LORI LATENDRESSE



SCOTT & JESSICA LAWSON



KIM LAYTON



JAMES & MICHIE LAYTON



BOB & KATHI LEALE



SAM & KELLY LEAVITT



JANYCE LEBARON



REN-MIN LEE



IN GYEONG LEE



CHRISTIAN & ALLIE LEFER



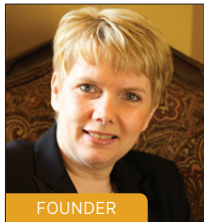
VAL LEIGHTON & DARYL TREMBATH



ANNE LEININGER



TARA LINGER



SUZIE LEROUX



DAVID & EMILY LESHER



HSIU WEN LI



HSIAO-CHING LIN



YU TUNG LIN



HEATHER LINDHOLM



ALICIA TORRES GEARY & KYLE LISABETH



LI CHEN LIU



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



ERICA ELDRIDGE LUCAS



BEN & MARIA LUEBKE



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GOLDS



JEN LUKE



LISA LUKE



MARY LUNDSTROM



LISA MACHAC



BETTY MAGILL



KATHERINE MANCHA



JULIE MARGO



KARLENE MARKHAM



LENKA MARKOVA



ANITA MARRIOTT



AMY MARTIN



PATRICIA MARTINA



MASAKO MASUKO



MIKI MATSUMOTO



CLINT & KALYN  
MATTHEWS



DR. TANYA  
MAXIMOFF



JANICE MAYNARD



SAM & SHEREAN  
MAYNARD



VICTORIA MCADAMS



KELLY MCBRIDE



RACHAEL MCBRIDE



SEAN & ALICIA  
MCBRIDE



COLLEEN  
MCCARTNEY



MITCH & ANNA  
MCCLARY



JENNIFER MCCLURE



GINA MCCONEGHY



JACLYN MCCORMICK



BRITTANY  
MCDONALD



BROOKE  
MCGLOTHLIN



URIAH & LISA  
MCHAFFIE

GOLDS



GASPARE & COLLEEN  
MCINTOSH



ALLISON  
MCNAMARA



LISA MECKLE



PAUL & GINNY MEES



KRISTA MELENDEZ



WENDY MENDOZA



MONA MERZ



KELI MESSERLY



BRANDON & MELISSA  
MILLER



HOLLY MILLER



JIM & AMY MILLER



KAREN MILLER



TERESA MILLER



AKIKO MIZUTANI



BETTINA MOENCH



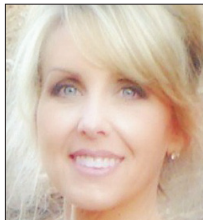
CRAIG & KIMBERLY  
MOORE



NANDI MOORE



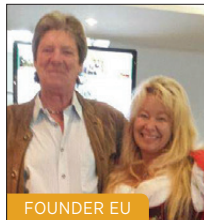
ANDREW & TIFFANY  
MOOSMAN



SHANNON MORGAN



SHANNON MORGAN



HELMUTH & VERA  
MÖRWALD



NATASHA MOSES



CAROLYN MOSHER



ANNA VASKOVÁ  
MOTÝLIK



JANELLE MUELLER



MARY LOU MULCAHY



MILTON MARIN &  
CAROLINA MUNOZ



BERIT MUNRO



NICOLE MYGRANTS



ETHAN & JUSTINA  
NADOLSON



YUKARI NAKAGAMI



HOLAN & CASSY  
NAKATA



MATTHEW & ANDREA  
NATELBORG



ILEANA NAVARETTE



CAROLINE NAVARRO



LISA NEEDHAM

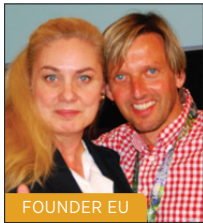


dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ROB & HELEN NELSON



CHRISTAN NEUDEL & GABRIELA HÄUSSNER



MICHELE NEWPORT



RAY & LAUREN NEWSOM



JULIA NICHOLSON



JOSH & SHANNAN NIELSON



ANGELA NOBLE



JONATHAN & AMANDA NOBLE



RYAN & JAIME NORRIS



JAMES & SHERI NORTON



MELISSA NORTON



RENEE NOVELLO



AMY NOWACOSKI



SARA O'BRIEN



KIERSTIN O'BRIEN



JOCELYN OADES



FRANK ODDENS



ANNA OFFMAN



DEBBIE OHLS



BROOKE OLIVER



ROBERT & HOLLY OLMSTEAD



TAMMY OLSEN



WADE & KRISTIE OLSEN



KERY O'NEILL



ALAN & BARBARA O'NEILL



YUKA OOSHITA



HOLLY ORGILL



DEBBIE OROL



PETER & SARA OSBORN



LESLIE OSBORNE

GOLDS



JENNY OTIS



CHRISTOPHER & AMY OUELLETTE



RONNIE & BONNIE OWENS



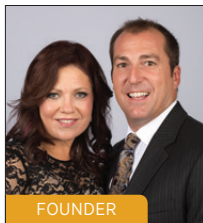
TERRI PACE



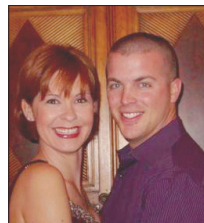
RONNIE & LYNNEA PADGETT



SKYE PAGE-SMITH



TRAVIS & SARA PALMER



PHILIP & KIM PALMER



ASHLIE PAPPAS



HA PARK



MARANATHA PARKE



BRADY & HILLARY PARKIN



COURTNEY PARKINSON



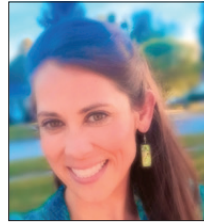
PAMELA PARKINSON



KELLI PARRISH



ELAINE PARSELEY



DANIELLE PARTAIN



SANDRA PASCAL



ESPIE PASIGAN



JASON & RACHEL PASSINI



SUSAN PAUL



KYLE & KATEE PAYNE



MYRON & TAMMIE PERKINS



SHEEN PERKINS



MARIAH PESKIN



MIKE & ELAINE PETERS



STEPHANIE PETERS



PAUL & ABBY PETERSEN



BETSY PETERSON



MICHAEL & RHONDA PETERSON



TIM & BRENDA PETRU



BELINDA PETTY



BETH PHILLIPS



ANGELA PIJANOWSKI



BRITT PIRTLE & KYLE HESS



IAN POWELL & MAYU KAWATA



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



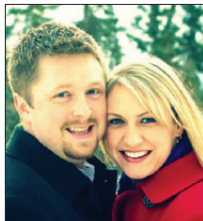
GERALYN POWER



MAYRA POWERS



ALLISON PREISS



CHARLEY & JESSICA PRESTON



CINDY PRICE



JILL VAN PROOYEN



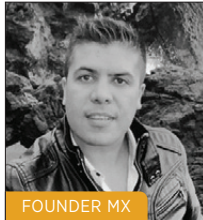
AUBREY PRUNEDA



DALE & SUSAN PURDY



JOSEPH & CATHERINE PUTATAU



DIEGO MUÑOZ QUIROZ



WILLIAM & ALICE RAHN



KERRI RAMIREZ



JENNA RAMMELL



KRIS & DARI RAMSDELL



LACEY RAPOSO



MARK & LINDSAY RAPP



CHERYL RASMUSSEN



CORRIE RATZAT



LESLIE READER



HANNAH REASONER



JEFF & HOPE REASONS



MARSHA REAVES



TAMI REDMON



ANGELA REED



LARISSA REED



CORINNE REESE



MEGAN REEVES



BRAD & LILLY REID



BRYAN & JENNIFER REMBOLD



BARBARA REMPEL & DAL BRYANT

GOLDS



MILTON & TIFFANY REPSHER



RUTH REYES



TRACY RHODES



BRAD & DARCI RICHARDSON



JILL RIGBY



LORI RINALDI



DAN & JAMIE RIP



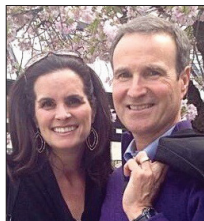
ELAINE RISER



MARIE RITTENHOUSE



VANESSA ROACH



CRAIG & MARY ROBBINS



SHAWN & AMANDA ROBERTS



ELLIE ROBINSON



LUGENE ROGERS



PHIL & WHITNIE ROGERS



PAOLA SALDAÑA ROJAS



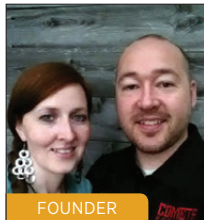
DAVID ROOKSBERRY



DEBORAH ROSE



KEMMERA ROSEMA



CORT & KARLI ROSZELL



DANIEL & ALLISON ROTBERG



LUANN ROUNDY



BRYAN & VICTORIA ROWLAND



ANDREW & KRISTY RURYK



CONNIE LOU RUSHING



DAVID & DENETTE RUSSELL



ANA PAOLA SALOMON BULOS



RYAN & JANESSA SALSBERY



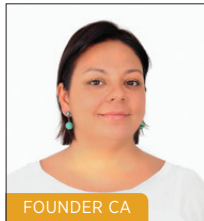
JAMES & MISSY SANDERS



CARLA SANTIAGO



IGNACIO SANTOYO & SILVIA MARTINEZ



ISIDE SARMIENTO



AUDREY SAUNDERS



JOSIE SCHMIDT



LESLIE SCHMIDT



TENILLE SCHOONOVER



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



SUSAN SCHUH



DAVID & TERRY SCHULMAN



LAUREL SCHUMAKER



DENICE SCHWENDEMAN



ROBERT SCOTT & MARLYSE OKANO



KAZUMI SEKIGUCHI



TERRI SELDON



NANCY SERBA



TJASA SERCER



HEATH & CALIE SHACKLEFORD



REBECCA SHAFFER



ALICIA SHAFTER



MEGAN SHARKEY



BETH SHAW



JENNIFER SHAW



CHRISTOPHER & EMILY SHAWCROFT



BELLA SHING



ISABEL SHIRLEY



JOAN SHODAI



MARY SHORT



MIRANDA SHROUT



AMI SHROYER



KIMBALL & YUKO SHUTE



KATRINA SIKORA



AMANDA SILICH



MICHELLE SIMMONS-BROWN



ROBYN SIMON



WADELL & ALICIA SIMON



MERLIN & DEILA SIROY



ANGELA SKINNER

GOLDS



CARRIE SKLUZAK



LISA SKRIPPS



DIANNE SMITH



DRS. JORDAN & TRACEY SMITH



RAMONA SMITH



STEPHANIE SMITH



MORGAN SOMERS



ERIC & HEATHER SORG



RENE SPALEK



JEREMY & KAYLA SPERLING



DON & PATTI SPIEGEL



ELMER & RENE SPIRES



MEGAN SPOELSTRA



BRENDAN & CYNTHIA STACK



KIM STAFFIERI



ALYSSA STANLEY



BILL & PAULYNE STAYBERG



ROBIN STEINFELD



DAVID STEPHENS



JAMES & ALICIA STEPHENS



JENNA STEPHENS



DENNIS & JANETTE STEVENS



DR. ANNA STID



JODY STONE



GREG & NORMA STRANGE



JAMES & TAUNYA STRUHS



C. DYANNE SUMMERS



JENNIFER SUN



ELIZABETH SVENSSON



CHEIKO TAKEKAWA



TOMOKO TAKENAMI



NAOKO TANAKA



PAMELLA TANIMURA



HEIDI TAYLOR



THOMAS & BROOKE TAZBAZ

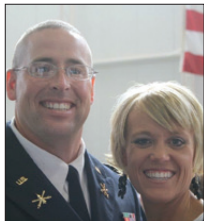


GERARD & TARITA TEHOTU



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



TOBY & LIZ TENNYSON



KELLY TERRY



JOE & ANNE TETZLAFF



LAURANELL THOMAS



ELIZABETH THOMPSON



DR. LYNN THOMPSON



FOUNDER EU  
PER THOMSEN & ELIN HEMNES



DAN & AMY THYNG



FOUNDER  
PATTI TINHOLT



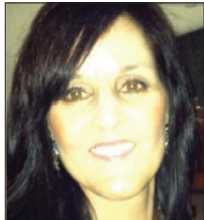
JUSTIN & TRACY TIRÉT



JASON & MICHELLE TOLBERT



LUCAS & NIKKI TOPHAM



BECKY TOTH



GLENN & JESSICA TRAVIS



BRIAN & AMANDA TRENT



FOUNDER MX  
RUBEN TREVINO & AMANDA POLA



RUSSELL & MELISSA TRIPLETT



GINA TRUMAN



VICTOR TSAI



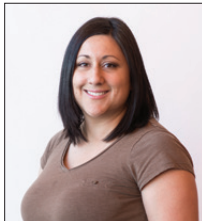
WEN PING YUN & YI YING TSAI



FANG CHING TSAO



KARI UETZ



JENNIFER UPCHURCH



MEMO & KIM URETA



MEGAN USHER



BRAD & ASHLEE VANESS



WAYNETTE VANFLEET



LAURA VARNADORE



JEN VAUGHAN



ORLANDO & MELODIE VIAFRANCO

GOLDS



CAROLINE VINAL



DONNA VINCENT



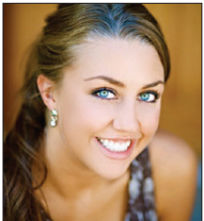
ZACHARY & DANA VINEYARD



FOUNDER EU  
ELENA VINOKOUROVA



JOSHUA & LEANN VIPPERMAN



BROOKE VREEMAN



HEATHER WADE



ALAN & CHERYL WAELBROECK



JUSTIN & TARA WAGNER



REAGAN & HEATHER WAGONER



KENNETH & STEPHANIE WAHLBERG



JOSEPH TIN WAI LEE



LORINDA WALKER



JAIME WALSH



LIZ WALTERS



MICHELLE WARD



LANA WARNER



BROOKE WARTELL



LANE & ANGELA WATKINS



NATHAN & KAROL WATKINS



TODD & JODI WEAVER



KELLY & DAWNA WEBB



STEPHANIE WEBB



KAREN WELCH



RYAN & TARA WERNER



CORY & KIM WESSON



LYNDSLEY WESTERMEYER



BRETT & GAYLE WHEELER



RANDY & SUMMER WHELCHEL



BRETT & DEBORAH WHITE



LEON & BONNIE WHITE



TONYA WHITLOCK



RON & LIZ WILDER



JOANNE WILHELM



DR. PHIL WILHELM



DEREK & SUZANNE WILLIAMS



GOLDS



FELICIA WILLIAMS



LORI WILLIAMS



DEBORAH WILLIAMSON



GEORGE & NORMA WILLOCK



ELIZABETH WILSON



FRED & ALLISON WILSON



JENNI WILSON



TOM & CINDY WILSON



VICKI WILSON



TRAVIS & STEPHANIE WINGER



DALE & LILLIAN WINKLER



FRED & MARTI WINKLER



RHIANNA WISDOM



CARLIN WOLFE



JOHN AND CHRISTINA WOMBLE



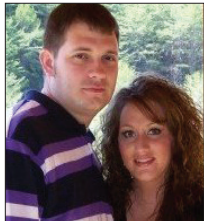
NEAL WONG & LISA NAKAMURA



DENA WOULFE



MICHELE WRAGG



JOHN & JESSICA WRIGHT



STACEY WYNN



YUKO YAGUCHI



DR. BRENDA YANOFSKY



DAVID & CLAIRE YARRINGTON



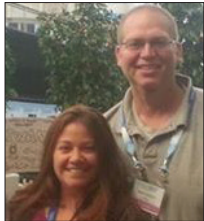
LI LING YIT



MAKI YOSHIDA



YOUNG SUL YOU



DRS. DAVID & EMILEE YOUNG



YUEH HUA YU



CHING AN YU



SANG MOK YUN

GOLDS



TOMOKO YUTAKA



RAVEN ZAAL



ALAN & LINDA ZACHARY



ALISON VAN ZANDBERGEN



JEDIDIAH & KATIE ZAYNER



SCOTT & LISA ZIMMER



ETHAN & CHRYSTELLE ZIMMERMAN



PATRICK & KIMBERLY ZOMER



DIANA FALLENA ZONANA



AMANDA ZUCCATO

GOLDS NOT PICTURED:

KIERSTIN ALBERGOTTIE  
DON & LYNDY ASHCRAFT  
JENNIFER BEST  
HELEN BIGGS  
MATTHEW & NOELLE CARROLL  
HSUAN CHIU  
CAROLYN CHUPP  
MICHELE CIANCIMINO  
JOSEPH & MELISSA COOK  
HOLLY DAVIS  
AIMEE DECAIGNY  
LISA DEGRASSE  
JILL DIEME  
MELISSA DIXON  
ADRYAN DUPRE

ELIZABETH EATON  
DOT ENSLEY  
SCOTT & BETH FENTON  
RITA FLEYSH  
HONG GAO  
TAMARA GERLACH  
BRIAN & TRINA GORSETH  
SHELLY GRAEWIN  
KAREN GRIZZLE  
SUSAN GROBMYER  
PATTY HAESSIG  
JÜRGEN & MARTINA HAKENJOS  
SUNG WOOK HAN  
PEGGY HANDERHAN  
MOANA HARDER

SARAH HARDIE  
STACEY HART  
HEIDI HIGGINS  
BRIANNA HOLBROOK  
KRIQUETT HOWELLS  
WEI CHIEH HSU  
MARY KAY HUESDASH  
MICHAEL & DAWN HUTCHISON  
3 GLOBALNET INC  
DENISE JANSSON  
SARAH JENSEN  
MELITTA JÖLLY  
SHANDI JOSEPH  
KATIE KLINE  
SEANG LOOI LEE

REBECCA LEONARDES  
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AMANDA MCHUGH  
TANYA MCKIBBEN  
HEATHER MCKINNEY  
SARA MOLINA  
JEFFREY NYMAN  
DEBBI PACHECO  
KRISTEN PAONESSA  
JESSICA PARSONS  
JACK & CATHERINE PARSONS  
JOHN & VIANN PATTERSON  
TYALEE PENDLETON  
MARLENE PEREDA  
CHRISTA PESSIN  
RALPH VALERIOE & TRESSA PORTER

CYNTHIA PORTER  
SHERRI PRICE  
KELLEN & KRISTIN PURLES  
RELEAF  
JAMILA REMINGTON  
JULIE RENEER  
JANELLE RICKS  
PHILLIP ROGERS  
PHILIP & JENINE ROLFE  
ROB ROUSSEAU  
MARISSA SCHULTZ  
KATHY SELBY  
RUSSELL & JOHANNA SHARPE  
GEORGE SHEPHERD

BRIAN & ELIZABETH SKAUG  
DAMON & PRISCILLA STEWART  
KATHRYN STUBBS  
RYAN & BONNIE SWING  
GLYN & JONI THOMAS  
TAMARA THORN  
JEFF & LINDA TILLEY  
MURRAY TRIPLETT  
DIEGO ADAN UZCANGA  
KANGYING WANG  
NICOLE WIDDISON  
JENNIFER WILLIAMS  
LACY WRIGHT  
KEIICHI YAMADA  
NICOLA YOUNG

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF OCTOBER 2015.



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