

# LEADERSHIP



**New Presidential  
Diamonds - 4**

KC & Jessica Moultrie

**Leader Q&A - 44**

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cover story

4 NEW PRESIDENTIAL DIAMONDS  
KC & Jessica Moultrie

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## Congratulations on Reaching Presidential Diamond KC & Jessica Moultrie



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

**Jessica:** There are two pieces of advice I would give. The first is that you have to find a simple duplication system that your team can use and implement. You need to make sure that you're the messenger and not the message. If you have a clear system that allows any person to walk in and know exactly what to do, that will help create massive growth. It will even help people who are in spots where there aren't leaders above them. As a Presidential Diamond, it's impossible with the amount you have on your plate to do that on your own.

My second piece of advice is to focus on the people in your organization that are hungry, teachable, and showing up. That is going to allow you to enjoy the process more instead of feeling burnt out. Focus and invest in the people who want to be there and that creates a lot of momentum.

**KC:** It's as simple as consistency. Consistently taking action daily will produce your desired result. The people in our organization that do well work every day on their dōTERRA business in some way, shape, or form. Creating positive momentum and producing results is just habitual. It's about what you do every day.

### What made you want to go for Presidential Diamond?

**Jessica:** If I don't feel like I'm growing or contributing, then I'm not happy or fulfilled. When I first started, I just wanted to make \$2,000 a month—that's all I could see at the time. I was just trying to get out of my job. Once that started happening, I saw the potential that was there. At that point I knew there was never any other route than Presidential Diamond, because I knew that I loved what I was doing and I was always going to be doing it. I was seeing the fruits of what I was investing and I saw people's lives changing as they accomplished their goals. I don't think that ever gets old. I also felt like it would be a disservice to my team if I didn't continue to show up, grow as a person, grow my business, and demonstrate what I was teaching them.

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

**Jessica:** For a long time I tried to force KC into doing this business with me. I have since learned to appreciate the space that he was providing me to allow me to focus on my business, not feel any pressure at home, and know that everything is taken care of. He's very selfless and willing to take on whatever task he needs to in order for our family to accomplish our goals. Even though he maintains his own job, we have a system that works right now. I'm blessed to know that we have a relationship where we can trust each other to get things done no matter who is doing it. I've learned that how we work together in this business doesn't have to look a specific way or the same as other people for us to accomplish our family's goals.

**KC:** For now, having my own job gives me a sense of security in knowing that I'm doing my part to provide financial health for my family. With our dōTERRA business, I'm looking for how I can contribute with the talents that I have to grow our business in the best way possible.

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

**Jessica:** There is nothing better than seeing people change their lives. I think I'm at the level where I have a lot more leverage and influence, and that becomes a responsibility to help other people. You can't just shy away from that. I brought my frontline leaders into this business and I feel personally responsible to help them. I want them to experience every level of freedom in their health, finances, and relationships. I know there is a lot of struggle that comes in the path to success. I've been there, so I can be a resource for people to help them overcome those obstacles and know how to do that. It's something I want to be a part of. I want to have 1,000 Diamonds and above on my team. That way we'll have good people who care about others with the type of financial security and influence to make a real difference in the world. 💧



## Presidential Diamond Tips

### Balance

**"Balance is different for every person. It's about identifying the most important things you want to spend your time doing, and being willing to say no to anything that doesn't serve those things." -Jessica**

- 1. Yourself.** "I know I need to nurture myself every day. If I don't spiritually nurture myself, work out, get good food, and do personal development, then I'm no good for anybody."
- 2. Family.** "I want to be present with my family every day. I have to turn off my phone or put it in another room so that I can disconnect completely. Even if I spend an hour of present time with them, that's much more impactful than being distracted the whole day with them."
- 3. Business.** "I need to engage in my business every day. That's how I find fulfillment, doing core business things that matter."
- 4. Fit It In.** "If I fit those three things in on a daily basis, I find that I have balance because I'm touching the most important areas of my life that bring me fulfillment, bring our family success, and meet our objectives."





Jennifer Alexander

# A NEW SELF-IMAGE

Jennifer Alexander's friend had just gotten her dōTERRA essential oils in the mail when she offered to let Jennifer try them and see if they helped her. When Jennifer discovered how well they worked, she was eager to know more, so she attended a class and bought a kit.

She had lost money in network marketing businesses before, she was already running her own housecleaning business, and she is a single mom of three kids, so Jennifer was not interested in starting a business. But, as she shared with her friends and family, she was able to move to running a full-time dōTERRA business in a matter of four months.

"I'm very driven. If I'm going to do something, I'm going to go all the way," Jennifer says. As a single mom, she knew she needed to make sure that her income was secure, so she did everything she could to keep her business growing.



**"Don't get discouraged. It's going to be hard and it's going to be a lot of work, but it's well worth it in the end."**

Her two older kids are 18 and 19 years old, so they helped out by watching their younger sibling while Jennifer taught classes. She says they were her biggest supporters, especially when she did Diamond Club.

It's important to Jennifer to include her children in her business. They stay up with her and celebrate when she achieves a new rank and sometimes help her teach classes. She is excited to be setting an example of hard work. She says, "They see that I have these goals and that I don't give up on them. They see that if you want something you have to work really hard to achieve it and it's not just given to you."

Jennifer is excited to help her leaders get to where she is now. She says, "Watching my leaders walk the stage at Convention this year was completely overwhelming and way better than when I did it." She knows it is her leaders who deserve the credit for what she has achieved in her business, and she would not be where she is without them.

She's excited to know that she can provide for her children and not ever worry about whether her bills will be paid. She has seen her confidence increase as she has grown into a leader. Jennifer says, "The self-image I have of myself has completely changed. I feel like a new person and that is very empowering." She could never have pictured herself becoming who she is today.

**"You don't have to be perfect to do this. Be real and make it fun."**



## MOTIVATING YOUR TEAM

### FIND THEIR MOTIVATION.

"It took a while for me to understand all the different personalities on my team. The things that motivate me don't always motivate everyone else. I had to find out what drives them, dig into their why, and help challenge them."

### PERSONALIZE INCENTIVES.

"For some, all they need is for you to offer a product and they want to earn it. For others, they want my quality time, so I offer to come to their area for a weekend. Others prefer gift certificates. I do a lot of different incentives to help everyone."

### RECOGNIZE ACHIEVEMENT.

"I reward my team for rank advancements. I think acknowledging all the little stuff makes them feel special and appreciated, especially when it's someone seven levels up. They know that someone is watching their hard work."



## ■ Nancy Linder

BETTER WITH **TIME**

**W**hen Rebecca Hintze enrolled in dōTERRA, she was so excited she told her mother, Nancy Linder, that she had to get involved as well. Nancy had just come home from the hospital after her first joint replacement, so she just gave her daughter her credit card and told her to get whatever she wanted.

After Nancy received her kit, she started using the essential oils and they helped her so much she started sharing them with everyone. Rebecca says, “My mom has always been the woman who talked to everyone in the grocery store. She makes friends easily and is a connector and a great communicator. In the beginning, she was just sharing her experiences.”

For years, Nancy always said she never wanted to be Diamond—she just wanted to help people. Rebecca thinks that her mom’s not caring about rank advancement actually helped her

business grow. Rebecca says, “People sensed that sincerity in her and they never felt like she was trying to push them. They really felt like she cared about them.”

Nancy is 76 years old, the oldest Diamond in dōTERRA, and went through four joint replacements and a major back surgery during her time in the company. This prevented her from doing the kinds of activities most Diamonds do, like traveling to teach classes and holding large trainings and retreats for her team. Instead, she has always sent her team to the events held by Rebecca and her other daughter, Callie Steuer, who is her direct upline.

Nancy has also supported her team by contacting them on a regular basis and providing incentives. Rebecca says, “My mom is a master communicator. People really love her because she reaches out to them sincerely with her heart. She is genuinely concerned about what is

going on in their lives, and that intimate connection to her leaders has fostered a beautiful business.”

As a retired widow, Nancy was reaching a point where she wouldn’t be able to support her lifestyle without help from her children. Because of dōTERRA, she is able to be self-reliant by using the nurturing skills that she already had. She has been given a purpose through the people on her team who need her help and attention. Nancy says, “The biggest blessing is I feel good and I can totally take care of myself.”

She is also grateful that she is able to work with her family. She knows that her upline doesn’t just help her because she’s their mother, but they help the rest of their team in the exact same way. She’s proud to be the mother of such successful people. Nancy says, “I’ve always taught my kids that you can have anything you want. You just have to figure out the way and go out and get it.”

**“My mother doesn’t care about making money. She truly from her heart wants to help people feel better and have the benefits that she’s had.”** –Rebecca Hintze, Presidential Diamond

## B E C O M I N G   A   S H A R E R

**HELP PEOPLE HAVE AN EXPERIENCE.**

“I believe it’s important for people to use the products when they enroll so they can have an experience of their own. That’s what helps move the business forward, because when they share with others they have their own story to tell.” –Nancy

**BE A GREAT COMMUNICATOR.**

“My mom has always been the woman who talked to everyone in the grocery store. She makes friends easily and is a great connector and communicator. In the beginning, she was just sharing her experiences. She is a true dōTERRA sharer.” –Rebecca

**DO WHAT YOU’RE ALREADY GOOD AT.**

“My mom already knew business well and had those skills, so this is perfect for her. She is in the season of life where the people she visits can use the products. As she does what she’s already good at, she will make money from it.” –Rebecca



## ■ Hayley Fleming

# Passion and Work Entwined

After attending her first dōTERRA class, Hayley Fleming's mind was blown. When she first smelled Lavender she thought, "What have I been using all these years?" She knew she had to have the essential oils in her life. She used the products for four months before even setting up regular orders. Over time, she found that by just naturally sharing, people were intrigued and

wanted the products too. She says, "I was then in a position where I could be empowering others with their own collection and it grew quite organically from there."

It wasn't until she reached Silver that she decided to really take the business seriously. She said to herself, "Hayley, imagine what things would look like if you stepped more fully into this."

At some point, she realized she was doing things a Diamond did already and she was pretty close to reaching it. She says, "Then I decided to own it and make it happen."

When sharing dōTERRA, Hayley makes sure to keep empowerment at the forefront of every conversation. She says, "Talk to people the way you would normally talk. Don't make people feel

like they are making bad choices in life. This is disempowering and disengaging. If empowerment is your goal, you will always be successful."

She loves that the business allows freedom for expression, creativity, and personal growth, and the flexibility to personalize your own journey. It allows her to be home with her family and choose her own hours. Her partner, Ben, works as a diesel mechanic on a fly in and fly out roster, and having him gone a lot sometimes made balancing family while growing a business a challenge. But, she says, "He is the first to remind me to put my phone down, take some time for myself, and prioritize family time. Even though sometimes it's hard to hear, I appreciate him for this."

Hayley is grateful that she is able to make a difference in the world. She says, "I know that each time I share this with others, a powerful ripple effect spreads out into my wider community. I want to empower as many people as I come in contact with to remain informed and in-power of their wellbeing." She knows that she would use and share this product even without the business opportunity, and she loves that she gets to live her why and be compensated for it. Her life has become more abundant and fulfilling in every aspect. "Passion and work entwine into one in dōTERRA. It doesn't get much better than that."

"You'll always learn just as much from those you share with as those who shared with you."

"I love seeing my kids learn about natural solutions for health and wellbeing."



## EFFECTIVE FOLLOW-UP

**INDIVIDUALIZE.** "Follow up is a person-to-person thing and should not come across as robotic. I think it's important to respect each individual and gauge what they would prefer as follow up where possible."

**BE HELPFUL.** "I do believe that most people these days are super busy and have lots going on. You'll find most people appreciate a call, a reminder, or helpful links that are going to simplify their journey."

**DON'T BE AFRAID.** "If you're not following up because of a fear mindset, then you're only affecting your own potential. Most people are happy for a quick oily chat and like to feel that they're on your radar."

**BE AUTHENTIC.** "Don't be afraid to let people know that you're learning too. It's important to speak about your journey and leave people feeling encouraged. Try to acknowledge that everyone will begin their journey differently."





Mickey Ho

# Not a Hard Sell

**“THROUGH OUR UNILEVEL COMPENSATION PLAN,  
YOU WILL HAVE A VERY GOOD FUTURE.”**

Mickey Ho was introduced to dōTERRA by a friend and loved how the essential oils smelled. He became a Wellness Advocate to get a better discount on a product he enjoyed, and only used the oils for about a year. He had noticed in the past that many network marketing companies did not have good quality products, so people needed to be really good at sales to make any money. But, he realized that with dōTERRA the opposite was true—they had a high retention rate and the business opportunity was steady and brought in a good income. With some convincing from his upline, he decided to get involved in the business.

He has since discovered the importance of using the products daily—anywhere,

anytime. That way, he gains more testimonials about the oils that he can share and more experience in how the product is used. He has found that when he shares a personal experience, it's always more effective than sharing someone else's experience. His family also love the products and use them daily along with him.

For Mickey, the best way to share the product is by ensuring people know how to use them correctly. He says, “Know what they need, then tackle their problem with the correct use of essential oils.” He meets with people one-on-one to teach them how the products can meet their personal needs. After sharing an oil with someone, he always follows up to make sure they are using the products

safely. “That way, I prevent them from having a bad experience with the oils. It also allows them to start using and experiencing the products faster.”

He didn't spend much time worrying about getting to Diamond, it just happened as he shared the product as much as possible and made sure he structured thoughtfully. He knows it's especially important to place builders on the first level and users on the second level or lower. He says, “Nothing is easy, but dōTERRA is not difficult. dōTERRA need not be a hard sell. The products speak for themselves and users will stay on your team because of them. The biggest change in my life from dōTERRA is that I no longer wear out my voice, because the products have spoken for me already.”



## EVENT TIPS

Make sure the content of your event is useful and will help people with their needs.

Promote your events. Invite as many people as possible since not everyone can come.

Use the company's monthly promotions to attract people to your events.

Hold parties at home. This makes it less stressful for newcomers.

Find balance in how often you hold your events. If you hold too many, not many people will attend.

**“SHARE WITH YOUR TEAM HOW MEANINGFUL dōTERRA CAN BE.”**



## ■ Ben & Jeni Houston

# ACTIVE PARTICIPANT

When Jeni Houston's health-care provider used essential oils on her, Jeni asked about them, and the provider invited her to a dōTERRA class. Jeni enrolled shortly after that and began using the oils on her children. She had used oils before with varying results, so when the dōTERRA oils worked well very quickly, she wanted to know why they were different and started researching more about them.

A couple months later, Jeni's enroller invited her out to breakfast. There, she asked Jeni if she would want to be one of her frontline builders. She said for now that would only require Jeni to maintain a 100 PV order every month. Jeni agreed and, she says, "I'm so glad I did."

With a science degree under her belt, Jeni wanted to know everything about the science behind essential oils. As she realized the stigma that some of her friends had toward network marketing companies, she started to overly emphasize scientific facts in the classes she taught so she could prove that dōTERRA was legitimate. Unfortunately, this was actually detrimental to her business. She says, "I was shooting myself in the foot because I would have people coming to my classes who authentically were

interested in dōTERRA, but they saw me spouting off so much science that they said, 'I can't do what she's doing,' and didn't pursue it any further." She has since learned the importance of always being duplicable.

As Jeni watched several people in her upline reach Diamond, she knew it was something she could do too, she just had to decide if she was ready for the sacrifice required. She says, "It's difficult when you're a stay-at-home mom who had no intention of having a business. You start sharing and before you know it, you have this organization of people you're supporting." When she started working toward Diamond, she realized she was afraid that working toward her business goals would keep her from being a good mom. "I had to come to terms with the fact that I can have a full-time job and still be a really good mom. I had to shift my perspective to see that the results of my success were going to impact our family in a really positive way."

Jeni is grateful for how this business has helped her grow. She says, "I feel like I'm an active participant in my life in a way that I never thought possible. At the same time, I'm changing other people's lives and impacting communities across the globe."

"Life is about connecting with others in a loving way. Inspire them to own their life in the way they've always wanted."

## HOW TO INSPIRE YOUR TEAM

### MAKE A CONNECTION.

"It's all about connecting with people in an authentic way. Inspire them to tap into their innate strengths and desires. Find out what they want out of life. You have to have the skills and the ability to connect with individuals on a much deeper level."

### AWAKEN THE PASSION.

"One of the most beautiful things about this business is that it reawakens a sense of hope and a passion for life that a lot of people have unfortunately lost. It gives people a chance to control their destiny and that is freeing, liberating, frightening, and exciting."

### BUILD COMRADERY.

"My leaders inspire me every day. We have an incredible comradery and energy and they keep me going. I do it in large part for them because I want them to have the same success that I feel like I've experienced."

"My husband has always been supportive, but he has taken on the observer role and let me hold this space for myself as an entrepreneur."

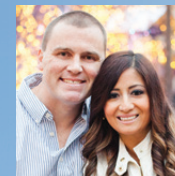




# dōTERRA dōMINICAN REPUBLIC 2016

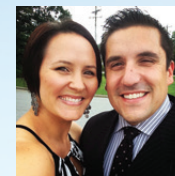
The dōTERRA executive team and 750 Wellness Advocates from the United States and Canada escaped the winter chill this January, traveling to the beautiful Punta Cana in the Dominican Republic. While enjoying an island famous for its powdery, white sand beaches and crystal-clear water full of tropical sea life, participants were given the chance to experience both exciting excursions and meaningful service opportunities.

Below, the top four winners share their experiences of qualifying for this incentive trip by sharing a product they love:



## **Matt & Alicia Triplett, Grand Prize Winners, Blue Diamond**

We were so excited to go to the Dominican Republic with our dōTERRA family. To win the grand prize makes all the hard work worth it and we were able to enjoy ourselves to the max. We compete for the trip every year because when we do, we get enrollments and it helps us build our business. It's like getting paid double for sharing dōTERRA. We love the camaraderie of these incentive trips. To be able to mingle with the owners and other Wellness Advocates for a whole week is not only fun, but a great learning experience. What we always look forward to the most is volunteer day. Even though it is only one day, it is great to meet with the local people and feel like we are giving back. We push our Wellness Advocates from our team to join us every year because it makes it an even greater experience when we share it with them. We believe these events are important to living dōTERRA. Along with Convention and Leadership Retreat, the incentive trip is part of the year. If you have a chance, you should go.



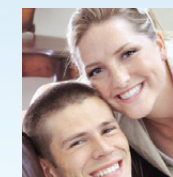
## **Jacqueline Ritz, First Prize Winner, Blue Diamond**

I'm so honored to be a part of a company that spoils their Wellness Advocates. For the second year in a row, dōTERRA has given our family the most unbelievable vacation that is 100 percent paid for and above and beyond anything we have ever experienced. We had so much fun on the last incentive trip that we had to attempt to win this year too. We had a blast getting to know other top enrollers in dōTERRA and learning their secrets to success. We brought our kids and it was our family's first vacation out of the country together. We're so grateful that dōTERRA has given us this gift to allow us to show our children the world around them. It's so worth the hard work. I hope to see you on the next trip.



## **Trina Low, First Prize Winner, Diamond**

I'm competitive in nature, so when my upline told me about the incentive trip, that was my reason to really go for it. I had actually written in my goal book last January that I wanted to be the top enroller in dōTERRA. I got close! Competing for the incentive trip was a turning point for me. Something clicked as far as my own personal development. I had already been teaching classes, but I hadn't felt worthy of greatness. I didn't feel like I could have a goal and deserve to achieve it just as much as anyone else. Through this competition, I was able to reach Diamond. I've been through some pretty horrific things in my life, and I knew if I could overcome them, then winning this competition and reaching Diamond couldn't be that hard. Diamond, success—all it is really is a state of being worthy of receiving. I am grateful for the opportunity that dōTERRA provided me, to prove to myself I am worthy, I am enough.



## **Michelle Cannon, First Prize Winner, Diamond**

I have always wanted to go to the Dominican Republic, so when I saw what the location was for this year's incentive trip, I knew I had to push for it. I'm so glad I worked for this and was able to accomplish what I did, because it gave me a fire to build my business and to expand my team. To say I was excited to win is an understatement. My husband had just finished his medical rotations and we had not spent alone time together without our kids since before we had them. I was beyond thrilled to get to spend time with amazing fellow dōTERRA Wellness Advocates. dōTERRA brings amazing people into my life and that circle of love is constantly growing. Thank you dōTERRA for always giving back to us.





## Jonathan & Rachel Linch

**“It never hurts to pray and ask the Lord to send you the right people on your team.”**

**M**ore than five years ago, Rachel Linch didn't even know that natural alternatives existed. One day, she was at a wedding and her husband's second cousin, Julie Ann Scott, offered her an essential oil for her baby. Rachel thought essential oils were voodoo snake oils, but she put some on the bottom of her baby's feet and figured the worst thing that would happen is that they wouldn't work.

She was both shocked and thrilled to find out that they were very effective and agreed to buy a couple bottles from Julie Ann. When Julie Ann asked if she wanted to do a business, Rachel was adamant that she never would. As she continued to use more oils on her baby, people started to notice the positive results he was having and asking Rachel what she was doing differently. Even then, she was reluctant to talk about dōTERRA. But, as people kept coming to her and she started using the products more

regularly, she decided she might as well get on LRP and earn some oils for free.

“It ended up being a hobby,” Rachel says. Her husband, Jonathan, had worked in the family construction business for years, and they never imagined that dōTERRA would replace that. That was, until they attended a Fall Convention Tour and met Dave Stirling for the first time. “We told him we had just hit Silver and were thrilled with the extra money we were making. Then he looked at Jonathan and said, ‘So when are you quitting your job?’” He promised them that their business would go far if Jonathan quit his job to join Rachel in dōTERRA. So, trusting him, they went home and made the goal for Jonathan to quit once they reached Gold.

They took the leap of faith and quit when the time came, but then the next month dropped back down to Silver. Rachel says, “I got a Silver paycheck instead of a Gold paycheck and I said, ‘That will never



happen again.’ We had to get in the mindset that this was a real job.” From there, they were able to progress.

With three special needs children, Rachel had a heavy load as a stay-at-home mom. She said it has been heaven ever since dōTERRA enabled Jonathan to stay home and help her. She says, “We make a great team and I do not know what I would do without him.” Now, on top of having more time together as a family, they will be able to have more to give and help others around them as well.

# A GREAT TEAM

**“Our children see essential oils as God’s wonderful gift to us. They think that everyone should love them.”**

## NECESSITIES FOR SUCCESS

Consistent Classes	Visible Goals	A Servant’s Heart	Wellness Consults
“You have to have a consistent time and place for meetings where people can come, learn about the oils, and stay encouraged.”	“Set visible goals and have them written out in places you’ll see often to keep in your mind what you want to accomplish.”	“Always go out of your way to help people. Have a servant’s heart and think about how you can meet their needs.”	“Following up and holding wellness consults is so important. Otherwise, the kit they spent money on will just sit there waiting because they don’t know how to use it.”

\*Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on [doterratools.com](http://doterratools.com).



■ Trina Low

# ACCEPT THE DARK With the Light

**“I do not want to force anyone to do this. I want to empower people to do this by letting them know that I’m doing it and if they want to join me, I’d love to have them.”**

After Trina Low was sexually assaulted at a young age, her parents helped her get therapy and medication. Still psychologically traumatized, she ended up getting into drugs. After going through a bad overdose, she was ready for something more positive in her life.

Later, she was introduced to dōTERRA essential oils, and she fell in love immediately. Trina was so excited that she started her own wellness center. She decided to include dōTERRA products, and quickly realized that she could be making a

better income if she got more involved in a dōTERRA business.

Then her upline told her about the incentive trip, and the competitive side of her decided to go for it. She ended up coming in second in the competition and that pushed her to reach Diamond. She says, “I had to feel worthy of greatness. I had to feel like I deserve success just as much as anyone else. I had to decide that I’ve been through some pretty horrific things in my life and if I can overcome that, then hitting Diamond can’t be that hard.”

She realized the importance of being vulnerable with those she shares with. She says, “People don’t want to hear another sales pitch. For me to share my experience of being sexually assaulted is a very vulnerable thing for me, but that’s what people respond to. You can’t expect people to tell you about their issues and concerns and then stay guarded yourself.”

Trina has seen in both her wellness center and her dōTERRA business that people often are ashamed of the traumatizing things that

happen to them and they try separate themselves from them. She says, “We all have so many protective layers. Everyone is so nervous about being perfect, but what people need is realness. Our personal power comes from our experiences. When you own those things is when you become whole. We need to choose to accept our differences, imperfections, and flaws along with our accomplishments and successes. We need to get up and say, ‘I’ve been hurt, but I’m still a great person,’ and accept the dark with the light.”

Her goal is to keep growing her business so she can one day build a wellness home where people can come for a retreat after being traumatized. She says, “The world is so loud and unrelenting. My goal is to create a space that is peaceful enough for people to hear themselves and have clarity in their lives.” Through her dōTERRA business, she has learned how to have hope, how to see potential in others, and how to see abundance in the world. “I’m nothing special. I’m 29, I’m a high school dropout, I didn’t go to college—you just have to decide what you want and what you’re willing to do. Now, I’m able to bless the lives of people around me.”

**“You can’t connect with people until you connect with yourself.”**



## TAKE CARE OF YOURSELF

### Set boundaries.

“You have to emotionally and physically take care of yourself. Have good boundaries and set a business schedule. Otherwise, you will get run into the ground and become resentful.”

### Take time for you.

“Taking time for yourself is so crucial and I feel like our world has it backward. We don’t award it. We don’t say, ‘How awesome that you meditated for two hours, got to sleep early, and got an extra day off work. How wonderful that you nurtured yourself.’”

### Create and become.

“Instead we say to people, ‘You’re lazy. Why didn’t you accomplish more? Who has two hours to meditate?’ We’re meant to be not to do. We’re meant to create. I want to remind people to take care of themselves because they have value.”

### Contribute to others.

“If you didn’t have to wake up and go to work every day and you had extra income to do whatever you wanted, what would you do with your time? People are scared of that freedom. It becomes a responsibility to figure out how you can contribute to the world.”





Paul & Kristin Mayo

# Build into Dreams

Kristin Mayo attended her first dōTERRA class out of skeptical curiosity about essential oils. The teacher, Sara Janssen, offered her a few oils to use on an upcoming road trip with her three kids. They worked so well that Kristin fell in love. However, she was still hesitant to ask her husband, Paul, if she could enroll. Sara offered many incentives until Kristin was finally convinced. Kristin went on to share the oils with her friends and family, and before long people were coming out of the woodwork asking for more. She knew then that she wanted to build a business.

Paul works in anesthesia for a living, and essential oils had always been a taboo subject for him. But, he agreed to let Kristin get involved if that's what she wanted. Once she convinced him to try the oils for himself, he saw how good they were as well. As Kristin's business exploded and more money started coming in, he got more onboard and Kristin decided to go for Diamond.

**"If I didn't have Paul's support, I wouldn't do this. He's my rock when I'm struggling and I want to quit. He's the one that keeps encouraging me, and I would have quit a long time ago if I didn't have his 100 percent support." –Kristin**

For a long time, Kristin tried to push her goals onto her team. She built a lot of her business all by herself, wanting to make sure things were done her way and in her timing. She and Paul reached Platinum and realized they couldn't build this way anymore. They had wanted to hit Diamond by June to walk at Convention, and when that failed they decided it was time to let go. She says, "We realized it was better for us to help our leaders reach their goals than to push them to reach ours. We still worked and encouraged our team and spent most of the next month building into them." By doing this, they were able to reach Diamond in July.

Paul loves what he does, but for nearly a decade had to work weekends in order to earn enough for Kristin to stay home with their kids. Now, he has more time to spend with his family. Kristin loves that she's able to contribute to people outside of her own family, but she gets to choose her hours and work around the schedule of the rest of the family. She says, "If you leave a career to become a stay-at-home mom, there's a part of you that you don't realize is fading into the background. Being a mom is so fulfilling, but as my kids got older I was ready to go out and build into other people's lives. Mentoring women and seeing them thrive is a huge part of what God called me to be, and dōTERRA is allowing me to do that."

Now, they can dream as big as they want to and watch their team members do the same. Kristin says, "I still pinch myself when I hear someone's story of how the oils have affected them. It seems too good to be true. That gives us the dream to keep pushing."

## EFFECTIVE LEADERSHIP

### FOCUS ON YOUR STRENGTHS.

"You don't have to be the same leader that your upline is. We all have strengths we can pull from. You are the person who attracted your team, not anyone else."  
–Kristin

### WORK WITH THOSE WHO WANT IT.

"Move toward those people who are coming toward you. When people are seeking advice and help, pour your soul into them and there's reward there. If you try to make someone do it, it fails miserably."  
–Paul

### BUILD IN A SUSTAINABLE WAY.

"Do things that are sustainable. There are times to push for rank, volume, and goals, but if you want this to be your business forever you need to do things that work in the long run."  
–Kristin

### FIND OUT YOUR LEADERS' GOALS.

"Build into your team and realize their goals might not be yours. You're responsible for your own goals, and you can't make someone else responsible for your goals as well."  
–Kristin

**"We're now able to dream as big as we can." –Kristin**



Dr. Martha Nessler

“If you’re authentic, real,  
and raw and you come  
from a space of love,  
anybody will listen.”

# Live Raw

While attending a chiropractic convention, Dr. Martha Nessler went to dinner with a group of friends, including Melody Watts. Melody whipped out her dōTERRA essential oils right at dinner, and though Martha didn't enroll that night, she was impressed with Melody's passion. Melody continued to follow up, and eventually Martha enrolled with an Every Oil Kit.

Martha was adamant that she would not do the business, but as she started to incorporate the oils into her life, she decided she wanted to start teaching about them. In her first class, she enrolled everyone, sold 5,000 PV, and became a Premier. She hit Silver in her third month and had no idea what that even meant. She says, “It just happened on accident, but now I can't imagine it any other way.”

Before being introduced to dōTERRA, Martha had recently moved to New Zealand to live with her boyfriend, Dean Carter. She says, “I tend to be a bit of a free spirit and an adventurer, so I hadn't really processed beforehand what it would mean to move across the world. Immigration turned out to be quite a shocking experience.” She had to give up her chiropractic business since she wasn't licensed in New Zealand, but dōTERRA was able to fill in the gaps for her. “I have so much gratitude to dōTERRA because it integrated me into the culture. It got me out of my comfort zone and my home. I've met a lot of great people because of dōTERRA and I'm really inspired by that.”

Diamond was never something she aimed for, but early in 2015 she decided she would focus more on inspiring, supporting, and coaching her builders. She hit Diamond just a few months

later. As a chiropractor, public speaker, and success strategist, Martha has found that dōTERRA fits well into what she does. She says, “I'm about teaching people how to be a raw human being. To be raw means to be in the natural state. I want people to aim to be more natural. We forget that our human body is not manmade. My motivator is to empower people to balance their lives in a natural way and help every human being live an optimal existence. The oils are just an avenue for me to do that.”

Today, Martha is happy to be able to continue to do what she's most passionate about. She says, “dōTERRA has brought me to a new level personally and professionally. I look at all the people on my team who are sharing dōTERRA and making an income, and for me that means I'm giving back something to this country that I now call home.”

## Sharing the Message of Health

### Stay passionate.

“Hold true to who you are and your passion about the oils. Growing a dōTERRA business is just like anything else in health and wellness. It can be frustrating when you understand the power of a product to benefit the human body and a lot of people don't share that passion.”

### Don't stop trying.

“Just never give up. Spend time in personal and business development, and you'll get your message across to those who are ready for it. It takes six times for someone to get your message.”

### Come to their level.

“Diligently educate and love people. Meet them where they are. A lot of times we meet people where we are and our message flies over their heads and they don't hear what we say. If we meet them where they are, we can make a bigger impact in people's lives.”

### Keep it simple.

“Remember where you were when you first started dōTERRA. Downsize what you know. Don't give people the whole big picture of all the oils, but just start simple. Keep it simple sunshine and you won't overwhelm people.”



■ Roger Webb

# Never Doubt



**“The mission of dōTERRA is not about hitting Diamond; it’s about how many people we can help.”**

Because of his long history in network marketing, Roger Webb swore that he would never, ever do it again. Where he lives, dōTERRA is very popular, so he

started seeing it everywhere. Because he had refused to get involved in anything like it, he found it incredibly annoying and he had no interest at all.

Then, Diane Shepherd, a friend from college, posted on social media that she could help people save money on health care. Thinking she was selling

health insurance, Roger called her, then immediately regretted it when he realized she was involved with dōTERRA. He later agreed to a free AromaTouch Technique and enrolled, hoping that she would now leave him alone.

But then Roger started experiencing a series of setbacks. He couldn’t get

out of bed and he lost his business, was on food stamps, and couldn’t pay his bills on his own. As a single dad, he was desperate for anything to get him out of his situation, even network marketing. That was when he saw a post on social media from Diane saying that her check had gone from \$100 to \$10,000 in a year. He says, “I called her and said, ‘If dōTERRA can really do that, then we need to talk.’” He realized if his friend could succeed like that, he could do it too.

Within minutes of looking at the compensation plan, Roger knew he could make money at this business. But, he said the product had to change his life or he wouldn’t do it. Diane gave him the dōTERRA Lifelong Vitality Pack®, and within 10 days he had his life back. From then on, he was all in.

He knew that only by hitting Diamond and above could he get out of his financial situation, and he never doubted that he could do it. He was a single dad with no money, but he took advantage of every incentive there was to earn free product to put back into his business. He found every shortcut he could to do the business on a tight budget, and he always included his five kids in everything he did. He says, “I could not have hit Diamond without my kids. They knew what my goals and plans were. When I failed, we cried. When I succeeded, we cheered together. I made them a part of the process the entire way.”

Today, dōTERRA is giving him the chance to show his children the world. He says, “I remember one day my son asked me if he could go to McDonald’s with his friend and I didn’t even have two dollars for him to get a cheeseburger. Now, I get to take my children to see and do amazing things and I couldn’t even think about it without dōTERRA. It’s now possible for us to serve, give, help, learn, and grow on this planet.”

**“Get to know other Diamonds. They are just like you, because real people can make this work.”**



## HOW TO SUCCEED WITH YOUR FAMILY

1

### **FIND BALANCE WITH YOUR FAMILY.**

“I did two Diamond Clubs as a single dad. It takes time to balance your family’s needs with your commitments. There were a lot of sacrifices for my kids and for me.”

2

### **GIVE YOURSELF PERMISSION TO STOP.**

“I gave my kids permission to say stop. They got to say, ‘Dad, you have been gone too much this week, I need you home tonight.’”

3

### **BE TRANSPARENT WITH YOUR GOALS.**

“I was always very transparent with my kids about what my schedule was and what my goals were, and they were just as excited as I was.”

4

### **MAKE SURE EVERYONE IS ONBOARD.**

“My kids were on this journey with me 1,000 percent. I had to make sure they were onboard in order for us to make it through together.”



■ Harlan & Marie Berwald

BREAKFAST WITH THE **Berwalds**

Marie Berwald was introduced to dōTERRA at a hypnobirthing educator’s conference. She says, “I was super excited about the possibility of taking care of my family’s health in a more natural way.” She was also excited about the potential for income, because though she loved her childbirth classes, she realized her income had a limit because she could only teach so many classes a week.

Later on, her upline, Debbie Gordon, came out to her area for Diamond Club, and Marie worked hard to get everyone she knew to eight classes in four days. She says, “It created a ton of momentum and helped me find many of my leaders that I still work with today.” It also resulted in winning a spot on the incentive trip that year, which was a turning point for both Marie and her husband, Harlan. “We started to

see dōTERRA as a vehicle to completely change our lives. We started to get a glimpse of how much good we could do in the world, while at the same time giving us means to make all of our own dreams come true.”

Harlan saw on the incentive trip that many other couples worked together as a team, and so they decided afterward to do Diamond Club together. dōTERRA

“dōTERRA is about wellness in your mind, body, and spirit. Having an awareness of the balance between your work and home life is critical both for you to enjoy your life and to be able to share the vision of dōTERRA with your team.”

started to take up more and more of their time, and eventually Harlan decided to quit his job to come and do the business with Marie full time. In the meantime, she continues to teach child-birth classes as well as prenatal yoga.

After hitting Diamond the first two times, Marie and Harlan lost one of their legs. While the leader of that leg was

struggling a lot personally, they decided to support the people on that leader’s team that were interested in continuing to grow and start a new leg at the same time. It took nine months before they were able to reach Diamond again. Marie says, “I think everyone is going to have some setbacks like that. If you’re committed, you find a way to keep going and some other path will open up.”

Now, they’re able to have breakfast and dinner with their whole family every day because Harlan doesn’t have to go to work outside the home. Marie says, “There’s more freedom in my life than I’ve ever had before. Your dreams get bigger. You start to dream not only for yourself, but for others. You start to see that you can really make a difference in the world.”

BUILD MOMENTUM

**PICK UP ON THE VISION.** “Immerse yourself in dōTERRA culture. Spend time, if at all possible, with other people who are successful in dōTERRA. You’ll be able to pick up on their bigger vision.”

**MOVE THROUGH OBSTACLES.** “At some point in dōTERRA, you’re going to hit some obstacles, challenges, and discouragement. It’s important to be willing to move through those uncomfortable periods.”

**INVITE SUPPORT INTO YOUR LIFE.** “Be open to support. This isn’t something that you have to or should do all by yourself. It’s not set up that way. Openly invite that support into your life.”

**RECOGNIZE OTHERS’ STRENGTHS.** “Acknowledge and recognize the talents and strengths of the people that you’ve brought in. They will bless you with ideas you wouldn’t have thought of and skillsets you don’t have.”





# FREE TO *Give* dōTERRA®

Free to Give is a new dōTERRA-sponsored incentive program designed to inspire Wellness Advocates to pay off debt and live abundantly while becoming free financially in order to be in a better position to give to others.

The program focuses on four main categories of paying off debt to help increase personal freedom and financial stability:

## Credit cards



## Automobiles



## Loans and medical bills



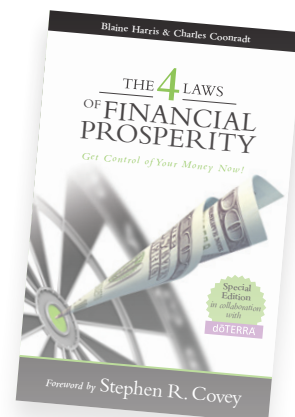
## Mortgage



Paying off any one of these is a huge accomplishment. Each Wellness Advocate enrolled in the Free to Give program who achieves financial independence in any of these categories will receive a token to symbolize their achievement. Our goal is that Wellness Advocates can begin their journey to becoming free one category at a time, until they are ultimately in a place where they are Free to Give.

For any questions or concerns about the new program email [freetogive@doterra.com](mailto:freetogive@doterra.com).

To enroll in the Free to Give program, or to download an eBook or purchase a paperback copy of a customized dōTERRA version of *The 4 Laws of Financial Prosperity* by Blaine Harris and Charles Conrad, visit [doterrafreetogive.com](http://doterrafreetogive.com)



# The Importance of Financial Prosperity



Emily Wright  
EVP of Marketing and  
Sales U.S./Canada

When Emily Wright got married, one of the first things she did was to go out and buy furniture and a car she couldn't afford. She says, "It took me many years to be able to pull myself out of the debt that I accrued unnecessarily at a young age. I wish I would have had a model put before me to help me know how to manage my finances."

She remembers as a young mother going to the grocery store with \$26 in her checking account that had to last the rest of the month. While nursing, she wasn't able to afford the nutrition to produce the milk she needed for her baby. Now she works to offer hope to others going through similar difficult situations. She says, "Sometimes we get so steeped in debt that we can't see the light. We can't see how we're ever going to get out. I want to show our Wellness Advocates that there is hope. They can break free from that debt and be able to offer themselves possibilities that they never thought possible."

Although Emily was living the principle of giving back first and living within her means, it was actually Dave Stirling who first taught her the principle of paying herself before allocating resources to living expenses. She says, "It completely shifted my mindset and put me in a position where my family and I were nearly completely out of debt when we started dōTERRA, which allowed us the resources to be able to take everything and put it into the company."

The day she went to the bank and wrote the check to pay off the remaining balance on her mortgage is a day she'll never forget. She says, "I cried knowing that I was not beholden to anyone anymore. These resources are mine now. I get to do with them as I see fit. I get to live a lifestyle that promotes family unity and happiness and I get to give as big as I choose. That's such a wonderful, liberating feeling that I want everyone to have."

The dōTERRA executives have always operated the company with a conservative mindset and today the company is 100 percent debt-free. But, even before that point, they created the dōTERRA Healing Hands Foundation™ to ensure that giving back was defined as a core element of the company. Emily says, "We made the decision early on that we would make a very large contribution to be able to serve people that were in a greater need than we were. That decision was made at a time that we didn't yet know if the company was going to make it."

Today, all the executives hope that every Wellness Advocate will be able to become free from debt, live a lifestyle that brings them joy, and have the freedom to give to others. Emily says, "Each one of us wants to be a part of something larger than ourselves, something that is cause driven and doing good in the world. Whether we're contributing to Healing Hands or simply buying one bottle of essential oil, we are blessing lives."

"Each one of us wants to be a part of something larger than ourselves, something that is cause driven and doing good in the world."





“My husband plays a big role in my business and he adds a lot to the things that I do.”

NEW dōTERRA DIAMONDS

Dan & Susan Bursic

# Fill YOUR Cup

Susan Bursic was a client of Ange Peters for about three years before Ange introduced her to dōTERRA essential oils. Susan had already learned to trust whatever Ange recommended to her, and she also had an interest in network marketing, so she knew she would love dōTERRA from the start. After a few good experiences with the products, she held her first class and jumped right in. She says, “I decided from the get-go that I would learn and teach as I went and establish myself as someone who was ready to lead others in doing this as a business.”

She had recently decided to start a home daycare, thinking that would be a good way to earn some income while still being at home with her family, but quickly realized that it was a tough job that still left her under the control of

other people’s schedules. Around the same time, she started her dōTERRA business and found herself running two businesses at once while pregnant with her second child. She says, “It was quite a bit of juggling in the beginning, but no matter how tired or busy I was, I always looked forward to the time I was spending on my dōTERRA business. Going out and doing a class would fill my cup back up.”

A year later, she saw that she wouldn’t be able to keep growing her dōTERRA business unless she added more hours to her days, so she shut down her daycare to focus on dōTERRA. Susan says, “It was a risk to say goodbye to my steady income, but I had a bigger desire and drive to put all my faith into my dōTERRA business and see what could happen.”

A program promoted by her upline gave her the motivation to push toward Diamond. Susan says, “I had never been a big goal setter before out of fear of failing. I always gave myself an out. This was the first time that I ever got clear and loud about what I was going after.” By sharing her goal and deadline with others and including them in her plans, she was able to be intentional and purposeful about reaching her goal, and this helped her see opportunities everywhere to share with others.

Now, her family has complete control over how they get to live their lives. She says, “This has allowed me to get back to what I’ve always loved doing, which is serving others, but doing it on my agenda, while creating time and financial freedom. That is probably the biggest blessing.”



## BUILD AUTHENTICALLY

**What is your ideal day?** “Get clear on what your ideal day feels like to you and make sure that your business is matching that. Look at what you’re naturally good at and make your business happen in the same way.”

**Don’t try to be someone else.** “Don’t feel like you have to build your business exactly like your upline. People really get stuck when they feel like they have to be exactly like someone else.”

**Build your business your way.** “If you’re really social and out and about all the time, find ways to build your business socially. If you’re more of a homebody, find ways to build online with a social media presence.”

**Do it how you’re comfortable.** “You can do this business in a way that connects with who you are and how you feel most comfortable and natural. You will find that you grow so much faster because you’ll be sharing in a more authentic manner.”

“Everything happens in your business for a reason. People will blossom where they’re supposed to be.”

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



## ■ Travis & Jessica Carpenter

# BUILD A COMMUNITY



### “We’re now able to dream again.”

When Jessica Carpenter’s family started looking for some natural options, one of her best friends, Karen Roush, told her she should try dōTERRA. After Jessica had used the essential oils for a few months, Karen asked if she would be interested in the business. Jessica wasn’t at first. She had worked in a nonprofit for orphan care for 10 years, but soon saw that dōTERRA would be able to give her family the financial support they really needed and decided to do the business.

Her old friends Neal and Erin Anderson were not even on her team, but still offered to let Jessica join their training program once she got involved, and she knows she could not have succeeded without their support. She felt like there weren’t a lot of people involved in dōTERRA where she lived in South Carolina, so Jessica and her growing team decided to go for Diamond to build a strong community there. She says, “We felt that if we became a team that focused on education and support instead of just selling products, then we could impact our city and the lives of the people in it. We want to create a culture that people would want to be a part of.” Reaching Diamond was a team effort, and to this day her whole team works together to grow dōTERRA as a whole.

Jessica says she “built this business scared.” When she began, her family was in a tough situation financially and emotionally. She decided to do Diamond Club to see where she could get. Ultimately, her success took the financial pressure off of her husband,



“One of our biggest strengths is our cross communication. We create relationships crossline to get the bigger picture.”

## IMPORTANT POINTS FOR SUCCESS

### RELATIONSHIPS

“The key is relationships. Help people get what they want by taking the pressure off so they can see the bigger picture and make a good decision. Get out of your own way and see what people need, not what you need.”

### COACHING

“Get into a coaching program and system that is going to be right for you. Go outside of whatever is in front of you if that’s not the right fit. Find what you need to grow yourself.”

### SIMPLE THINGS

“Do the simple things. Teach a ton of classes, follow up with people, and find out what your community and your leaders want.”

### ACCEPTANCE

“You’re going to want to quit at some point. Just accept that and make a plan for what you’re going to do when that happens.”



Megan Dilmore

**“Keep in mind what your ideal lifestyle looks like and build your business to fit that vision, not the other way around.”**

# LIVE YOUR IDEAL

**M**egan Dilmore owned a salon in New York for 10 years, and three years ago was getting her health coach certification at the same time. She was working or in school for 80 hours a week, and she was burnt out. She says, “I loved what I was doing, but I just couldn’t continue on the same path anymore. I knew I had to make a change.”

She started using essential oils to help her sleep, and when she saw immediate results, she started using them with her clients. As she realized the opportunity presented through dōTERRA, she started to feel that this was what she was meant to do. She says, “dōTERRA became this light. I knew I needed to be doing more, and I always knew that if I didn’t like my story, I needed to change it.” She made up her mind, sold her salon, and left her life in New York behind to

travel around the country growing her dōTERRA business.

She participated in Diamond Club, traveling so much that she was only home four days out of the four months. Megan continued to live on the road for almost two years. She says, “I thought it was so cool that I could pull out my atlas, pick a cool place on the map, and go there.” She often rented through Airbnb and would share dōTERRA with the hosts she stayed with. As she explored the areas she was in, she had no qualms about talking to everyone. “The most random place I talked to someone about dōTERRA was at the summit of a volcano in Maui.”

For Megan, it was important to focus on letting her ideal lifestyle define how she did her business rather than the other way around. At first, she ran her business the way she had run her salon

and didn’t take any time for herself. Now, she has learned the importance of having clear boundaries for her time and sticking to them. She says, “I decided what my daily habits were going to be, and then I made sure I did those every day. If you’re not putting your vision into action, what’s going to be any different tomorrow or next year? You have to do the things you actually want to do, not just for today but for next year and five years from now. Start putting your dreams into practice.”

Now that she’s achieved her own financial freedom, Megan is excited to make her business all about others. She says, “This has changed every aspect of my life. I’m more confident and clear about my purpose on this Earth. dōTERRA has allowed and cultivated my ability to be the best version of myself that I can possibly be.”

## THREE KEY STEPS OF GROWTH

### PLANT

What seeds you are going to plant, how you’re going to connect with people, and who you are going to connect with are all personal decisions that you have to make.

### CULTIVATE

You then have to water, nurture, love, and fertilize the seeds that you have planted.

### HARVEST

Every seed is going to harvest in a different season. You’ll see the fruits of your labor, but they’re going to produce different fruit depending on what you’ve planted.

**“If you’re not fulfilled, if you want more inspiring work, if you want stronger relationships, if you want to do more, give more, and be more, then make the decision and don’t look back. You’re not going that way.”**

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



■ Paul & Heather Esslinger

# Fulfilling the Puzzle

After working as a neonatal intensive care nurse for 16 years, Heather Esslinger was skeptical at first when her cousin, Erin Anderson, shared dōTERRA essential oils with her. As she saw one thing after another work for her children, she felt led to share these gifts with others as well. Coming from a desperate place as a mom, she says, “I really wanted to empower families to learn that there are other options.”

When she reached Premier, Heather decided she wanted to change her career and focus on her new passion for her dōTERRA business. She quit her job and started Diamond Club the next day. She says, “I remember walking out of my last night shift and the sun was rising. My heart was overwhelmed with peace, excitement, and anxiousness about this new world of opportunity before me.”

Around the same time, Heather and Paul began supporting his father in his

struggles with Alzheimer’s. Participating in Diamond Club twice and caring for her family during all these life changes wasn’t easy, but Heather is extremely grateful for her husband’s support. She says, “I couldn’t have done any of this without him. He kept our home together.” Her goal is to get to the point financially to give Paul the option to join her on this journey.

Paul’s father passed away last September just before Convention. Though that has been very hard for Heather and her family, she is grateful that her dōTERRA business gave her the flexibility to take care of him when he needed her. Through this experience, she is able to have compassion for her team when they are also going through difficult times, and she understands that people are more important than goals. She says, “You can have so many goals as a leader, but we can’t do this

by ourselves. My leaders are my family and friends, and a huge blessing of this business is to be there to grieve with them and support them when they need me.”

For five years as a nurse, Heather was able to travel around the country, and she developed a love for visiting new areas and meeting new people. That, combined with her passion for caring for others, has made dōTERRA a perfect fit for her life. She says, “All these little pieces of the puzzle are now all coming together into one package.” Most of all, she’s grateful for how much she has been able to grow personally. “This has strengthened parts of me that I didn’t even know I had. It’s made me do a lot of evaluating of who I am and who God created me to be. It’s so much more than just sharing these products with others. It’s really about fulfilling your purpose.”

“Life is a marathon, not a sprint, and so is our business. We need to plan for endurance and seek patience and peace in the journey.”



## RUNNING THE dōTERRA MARATHON

**SET GOALS.** “When you begin you have to establish your goals and set your pace. If you don’t know where you’re going, then you can’t ask anyone else to join you.”

**CHOOSE PARTNERS.** “Choose your running buddies. Who do you want to run side-by-side with for a long period of time?”

**FACE THE WALL.** “There comes a time when you will hit a wall and feel like you can’t take another step. That’s when you need to adapt, regroup, create a new plan, push through, and keep putting one foot in front of the other.”

**CELEBRATE.** “Crossing the finish line is a true celebration with your team. You need to celebrate all your accomplishments, big and small, whether a 5k or a marathon.”





## Dennis &amp; Mary Englert

**“WE STARTED WITH THE PRODUCT, AND WE ARE STILL MORE FOCUSED ON THAT THAN WE ARE ON THE BUSINESS.” –Dennis**

**D**ennis and Mary Englert were introduced to dōTERRA by their daughter Annette Jukes, who had always been interested in the natural and organic. They took her word for it and enrolled before even attending a class. They then hosted a successful class for her and started getting excited about sharing the products they had already become passionate about.

They started holding more and more events for Annette, and eventually even for Peggy Smith. Mary says, “That was a real inspiration. After that, we decided we might as well go the business route since we were already sharing and having a ball.” Dennis held more of a supportive role until someone in their downline couldn’t go to Convention and so he took the extra ticket. From then on, he started to be more involved.

In spring of 2015, they both were able to take an early retirement because of their income with dōTERRA. Dennis was only a year away from retirement, but they didn’t see a reason to wait another year when they knew combining their efforts would make a big difference in their business.

They were solid Gold at the time and pretty comfortable where they were, but at some point realized how close Diamond was and decided to go for it. Dennis says, “It’s like when I went to college and the administration called me up and said I only needed four more credits to get my degree. We got to the point where we were only a few credits away from being Diamond, so we thought we might as well.” They participated in Diamond Club twice, and reached Diamond the second time around.

Now they enjoy splitting their work with each other. Dennis enjoys teaching and business training and Mary focuses more on prospecting and one-on-ones. Mary says, “For us, working on our strengths works better and makes for a stronger team.” They also enjoy working with both of their daughters, Annette Jukes and Jeanette Wagoner.

They’re grateful that dōTERRA is providing them with stability in their retirement. They won’t be limited to social security, Medicare, and Dennis’s benefits from the Marine Corps. He says, “This puts a little brighter picture on it.”

They know that by continuing to do what they’re doing, their business is going to grow naturally. Dennis says, “Soon we’ll be at the point where we’re just a few credits short of Blue Diamond.”

# A BRIGHTER PICTURE

**“It doesn’t matter if you’re in a big city or a little town, you can share dōTERRA and grow to Diamond anywhere.” –Mary**

## The Key Is Relationships

### LOOK OUT FOR EACH OTHER.

“Dennis’s background is in the military, and relationships are a big deal there. They’re out fighting and they have to look out for each other. dōTERRA is similar in that it’s about relationships and trusting, caring for, and helping each other.” –Mary

### BUILD A STRONG FOUNDATION.

“You can talk until you’re blue in the face to folks about what they should be doing and all the steps they should take, but first you have to have a good foundation. If your relationship with them is strong, everything just builds on that, and then you can bring in the training and the mentoring.” –Mary

### TAKE AN INTEREST IN PEOPLE.

“When you’re in a class you have to take interest in the people there. You have to take interest in the members of your team. You have to work on your own personality until you are able to achieve that.” –Dennis

### LISTEN AND SHOW COMPASSION.

“Listen to people. Build that relationship with anyone that comes to a class. Listen to them when they tell you about their concerns. Show your passion for the oils, and then show compassion for helping people, whether it’s a new person or one of your leaders.” –Mary

### CREATE A FEELING OF FAMILY.

“The relationship is more important than the business. We have a mutual respect with the people on our team and that’s working out very well for us. They all feel like family. Those friendships—that camaraderie—will take you for the long haul.” –Dennis



## Mike & Jana Finch

# Whole and Complete

Jana Finch was a nurse practitioner who decided to stay home to raise her two boys. Her husband, Mike, was an Air Force colonel and they moved almost every year throughout their marriage. This made it hard for Jana to keep up with her nursing license, but as her boys got older and her husband neared retirement, she started to think about going back to work.

It was around that time that everyone around her started talking about essential oils. She was looking for natural alternatives, so she started researching them and the name dōTERRA kept popping up. She was impressed with the

company, and eventually came across Jill Winger's blog. She saw that Jill was looking for people to join her team, so Jana filled out an application, thinking it was a competitive position that she would never be considered for. Jill called her within 24 hours and asked her to be on her frontline.

Jill lived several states away, and Jana didn't meet her in person until more than a year later. But, Jana knew dōTERRA utilized the skillset that she already had, and she was confident that she could be successful. She says, "I pretty much learned everything as I went along. I watched a lot of webinars. I did

everything trial and error and I tried a lot of things that didn't work. I failed and tried again. I did it my own way. There are a lot of different ways to grow this business and each way is going to be as unique as the individuals."

She made sure to approach her husband about the business in a way that he would understand with his degree in finance. She came up with the amount she thought it would take, then went to him and asked if he was willing to invest that amount in her. He agreed without hesitation. Later, he asked her if she thought her dōTERRA business would be enough to allow him to retire, and she

"I'm now able to see with my own eyes that every little piece of my life was for a purpose."



"I love how creative we can be with dōTERRA and how unique everyone is. We all come at it from a different angle and that's OK."

was able to say with confidence that she knew it would, and one way to make that happen was to do Diamond Club. Mike was still working 60 to 80 hours a week, so they had to schedule their time carefully, but success had become a mutual goal for both of them. She says, "This business requires a ton of communication and transparency as a couple."

Now, after 14 years of Jana supporting Mike in the military, he can now encourage her in her career. He was able to retire after 24 years of active duty and that transition has gone smoother for them because Jana already had a strong business to support their family. She says, "For the first time ever, all of my life experiences, all the highs, all the lows, all the losses, all the gains, have come together in dōTERRA and I feel more whole and complete than I ever have in my life."

## FAMILY SUPPORT

**GET YOUR SPOUSE ONBOARD.** "The last thing you want to do is swim upstream against your spouse. It's not going to be fun and it's going to cause a lot of strain. Frankly, it's not worth it."

**HAVE PATIENCE WITH THEM.** "Be patient with your spouse. Love them and share the oils with them just as you would anyone else. They will come around and they will see your passion."

**LOOK FOR THE BLESSINGS.** "It was a switch for my family to see me working and leaving to teach classes, but it allowed my boys to become more reliant on their dad and realize he was someone they could trust."

**PURSUE YOUR DREAMS.** "I loved being a military spouse, but now my husband is standing beside me letting me pursue my dream, and that's been pretty powerful for us."



# Leader

You asked, they answered. We took your most pressing questions about the business and asked some of our top dōTERRA leaders for their advice from their years of experience. Below are some responses from Blue Diamond leader Rod Richardson.



Rod Richardson  
Blue Diamond



## How do you explain LRP to get new enrollees onboard?

There are three factors that influence LRP customers:

1. The customer understands how the oils solve pressing needs and bring increased wellbeing to their life.
2. The customer understands how they get free oils through LRP orders and increase their savings up to 55 percent.
3. The customer has an interest in earning an income or getting cash back for referrals.

Most people are afraid to move forward with a monthly buying commitment because they do not know what they will buy on a continuing basis. I schedule a second meeting with my new enrollment called the membership overview. During this meeting, I show them how to manage their orders and review the consumable product lines of dōTERRA. After this meeting, many are very excited to get onto Loyalty Rewards. You can also help your customer understand that they are spending the money anyway on similar, lower quality products they buy from the store. A dōTERRA account provides them with a healthier option for money they are already spending. Ask them to shift their budget from

the store to their personal dōTERRA store where they earn free products.

## I have a builder, now what? What are the steps in mentoring someone who wants to build?

Lots of people say they want to build and lots of Wellness Advocates invest lots of emotional energy into what people say. Don't listen to what people say; watch what they do. To protect my personal time and avoid discouragement and burnout, I use this mantra in my building activities:

- Invite everyone.
- Work with those that move toward you.
- Mentor the committed.

My first visual test of a new builder is to ask them to host a class. A new person says, "I want to build and make money." I say, "Great, host a class. What date works? I'll come and teach." You can tell a lot about how your new person will move forward as a real builder in your organization based on their reaction and follow-through on this first assignment.

I set new people on a course for success by having them work through a preparation list that includes creating a names list of more than 100 people they know. I help them understand that to be successful, they need to be teaching weekly and actively seeking their upline for guidance and accountability. I want them to teach 45 of their personal prospects about oils and to find four that want to be business partners.

## I feel like I'm in a beginner's slump. What can I do to get things rolling?

Many Wellness Advocates don't do enough work to create a result. To move out of a slump, you must make your dōTERRA business a priority and be committed to personal improvement and teach weekly. Some Wellness Advocates are ineffective because they get into their heads about what it takes to succeed and start to write a belief script that they don't have what it takes. Others are committed enough to themselves and their futures to push through their weaknesses and become financially free. Which group do you fall into? Choose to be a winner, not a whiner.

To get yourself moving, get rid of negative people and messages. Surround yourself with positive people and information. Stop listening to the news and stop listening to people that are not successful in network marketing. Next, get busy. Do something. Call five people. You can't talk to people and not find some interest. Find someone that is active in your upline and start interacting with that person. If you have real fire, it won't matter where you are in that person's downline. They will pay attention to you if you are making things happen.

## Once you have your three builders, do you stop pushing for new enrollments to sign up under you and just focus on educating and encouraging your builders?

Priority one is finding your own partners. Priority two is helping your builders get their partners in place. Training your people is key to a residual business. However, always remember that personal enrollments are what keep you in control of your business and your future. Even though I have tens of thousands of people on my team in every US state and 28 countries around the world, I still personally enroll regularly. 💧



## ■ David & Carmen Goldstein

# BETTER IN Every Aspect

Carmen was a long-time user of essential oils when her friend Carol-Ann Mendoza introduced her to dōTERRA, but Carmen wasn't interested in trying something different. Carol-Ann continued to give her samples and encouraged Carmen to learn more. Four months later, after a lot of research, Carmen had fallen in love with the company and decided to enroll and build a business.

Carmen and her husband, David, had always wanted to adopt children in addition to the four children they had biologically. After Carmen hit Silver, they started fostering children and looking into adoption. David was a sheriff deputy and worked a lot of nights, weekends, and holidays. Carmen homeschooled along with working part-time on her business. She says, "I knew it was going to be

too much for me to handle, so once we decided to adopt I became serious about making enough income to support our family."

David got time off during the week so that he was able to watch the kids while Carmen worked on her business whenever he was home. By tag-teaming this way, Carmen was able to reach Diamond in May 2015, and that June David retired and came home full time. It's been a transition, and Carmen is learning to let go of control of the systems she created as a stay-at-home parent for 17 years. But, she says, "We're just flabbergasted and grateful that this is even possible."

Now they have been able to expand their family by adopting three more children, which would not have been possible without dōTERRA. Carmen says, "It has made me a better mom

because I'm more fulfilled. I'm doing something that is so much bigger than sharing oils with people. It's about the oils, but it's not about the oils. It's about changing lives. I feel like it's made me better in every aspect of my life."

She knows that everyone who wants to reach Diamond can do it, but sometimes people just need someone else to believe in them because they don't believe in themselves yet. Carmen says, "I like to find the special talents and gifts in each of my leaders and plant the seeds of belief in them."

Today, Carmen can't imagine not doing this business. She says, "We have something so special with dōTERRA. There are so many more people that need the products and the business opportunity. I want to always be able to offer the support that we have to more people because it's such a special gift."

**"This is a very passion-led business. The people who really thrive are the people who are passionate about sharing the oils."**



## TREAT IT LIKE A BUSINESS

**Be efficient.** "People who are serious about it and use their work time efficiently to do income-producing activities are the ones who reach the success they want in the time that they want."

**Don't multitask.** "Trying to multitask can be disastrous, especially when you're trying to raise a family. I burnt myself out in the beginning because I was trying to fit dōTERRA in throughout my day."

**Schedule work time.** "Even if it has to be after the kids go to bed, schedule work time when you focus on nothing else but dōTERRA. You can get so much more done in a focused hour than you can in a whole day of trying to multitask it in."

**"I don't want to work and make a lot of money so I can buy more stuff. To me, dōTERRA encompasses working hard so that you have more to give."**





Curt & Laura Hemmen

# Passion on Fire

**“dōTERRA is perfect in so many ways. It fits my passion, it works around my family, and the income is just an added bonus.”**

As owners of a dairy farm and an interior and architectural design business, and as parents of four children, Curt and Laura Hemmen were already plenty busy when dōTERRA came on their radar. Laura had been involved in natural wellness for 15 years, but was not interested in dōTERRA because it was a network marketing company. Then, during the delivery for her fourth child, her doula used essential oils and Laura was impressed with the results she saw.

She bought a Natural Solutions Kit and started using them on her own. After several big experiences with her family, Laura called her upline and asked if she would come teach a class. After a few more classes, including some Laura taught on her own, people started asking for more. Laura still didn't think she had time for a business, but she thought of dōTERRA as a fun hobby.

Then, her upline called and told her she was close to winning the incentive trip. Laura hadn't even known the promotion existed, but decided to work for fourth place. She enrolled 60 people in three months, achieving third place and reaching Silver. She says, “It was ignorance on fire. I had no idea what I was doing. I was just having fun. I saw people wanting to change their lives for the better. I saw people opening the door to something they had never done before, and that was what drove me.”

As her momentum continued to build, she was able to hit Diamond in 10 months. At the same time, her design business was also getting busier, and she started to see that she couldn't do both at the same time. She says, “I kept praying for an answer because I loved my design business. I had worked really hard to create it and get it where it was, but I knew in the back of my mind and in my heart

that it was not good for my family. I was working crazy hours and I knew I couldn't live in that materialistic world anymore. I knew I had to make a change. I feel like dōTERRA came along as an answer.”

Now, she has let go of most of her design business and is able to devote more time to her family. She says, “dōTERRA fits our family's lifestyle so well. It allows me to be there for my kids.” Her husband currently works 100 hours a week on their farm, and though farming will always be his lifeblood and passion, she knows dōTERRA will be able to help him have more time freedom just as it did for her.

Laura says, “I have found my true passion. This has opened me up spiritually to my family, to my friends, and to myself. I can see the bigger picture of what I want in life. I know why I'm here. I have been able to find and see my path.”

## DIAMOND TIPS

Go all in right away. Don't sit on the fence. Don't do a class here and there.

Get your business plan down and know what you want out of this.

Don't wait for things to happen. The bigger you commit, the sooner you'll see the rewards.

Treat it as a business. Make it a top priority.

No excuses. You get out of it what you put into it.

Love and passion will take you to the top.

**“My passion is natural health and helping people. My husband's passion is being a part of the earth, soil, and ground.”**



■ Paul & Sophia Morrison

# Plan for **FREEDOM**

**W**hen someone offered Sophia Morrison some dōTERRA essential oil samples to help her daughter, Sophia's first reaction was, "I'm not interested in snake oils." But then she realized she had nothing to lose, so she tried them on her daughter and was amazed when she saw results within two days.

Sophia began using essential oils from that point on, but never knew she could have her own account, let alone that

she could do it as a business. Once she heard about the business, she dove right in. She had worked long hours in the mortgage industry for 11 years and her two daughters were either in school or childcare from 6 AM to 6 PM. She says, "Once I saw the actual numbers and the structure of the dōTERRA compensation plan, I knew I could do this. I have a large network of people and this is something that would be fun and easy for me—and I wanted the time freedom."

From the beginning, she made the goal to reach Diamond in a year, and she did it. She quit her job in December 2014 and went all in from there. She says, "I never let anything get me down. I always focus on the positive and what I can do." She is used to busy month-ends in the mortgage industry, except then she had to start all over every month. In dōTERRA, her business just keeps building month to month.

She knows she wouldn't have been able to go anywhere without the support of her husband, Paul. He has worked as a sales manager for one of the largest mortgage companies in the country for the past 13 years, and he loves his job. Sophia says, "The way I am passionate about dōTERRA, he's passionate about his job." Though he probably won't quit to join her anytime soon, he does love and support what she does with dōTERRA.

Now, Sophia is able to take her daughters to and from school every day, help out in their classrooms, and attend their sports practices. She says, "I'm able to put all my time into my family. They see that I'm working hard, but they also see that I'm present in their lives." She's excited to have the time freedom to devote herself to what matters most.

**"I'VE ALWAYS TURNED CHALLENGES INTO POSITIVES."**

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



## The Importance of Planning

### Take action.

"Put a plan together, put it into action, and don't give up. Once you take those baby steps, they will turn into big steps. That momentum creates your business. Just keep going."

### Plan your day.

"I have my day planned from my kids' sports, to any class I'm teaching, to date night with my husband, to dinner with my best friend. You have to plan everything in your life."

### Find free time.

"Once you have a plan, then you can structure your classes around that. You'll realize that you have so much free time to get stuff done if you just make a plan."

### Work in advance.

"Make sure you have your classes planned a couple weeks in advance. You can't plan a class at the last minute and expect to have a good turnout. Call the people who said they were coming to remind them and tell them you're excited to see them."

**"YOU CAN'T LET THE SMALL THINGS GET TO YOU OR THEY WILL HOLD YOU BACK."**





“My team and family believe in me, and when someone believes in you, you don’t want to let them down.”

Jacob & Abi Raines

# A WONDERFUL RESULT

While researching homemade recipes for cleaners, Abi Raines kept seeing essential oils mentioned. She began researching them, then found a friend who was willing to let her experiment with dōTERRA. Abi says, “After I began getting consistent, wonderful results, I switched all my products over to dōTERRA and never looked back.”

She was just a product user for a while, until a friend convinced her to hold a class. She told her friend if the class was successful, she would do the business. Only one person showed up. Abi says, “I was the only enrollment at my first class. I’m so glad I didn’t stick with my original plan, because I would have missed out on amazing relationships, health, and residual income.” She knew she needed to at least earn enough to cover her monthly orders. She was obsessed with the oils and already sharing them, so she jumped in.



Abi was also motivated to work toward Diamond to bring her husband, Jacob, home where he could be making memories with their family instead of working long hours. She says, “I wanted time freedom to truly get to enjoy my family, and financial freedom to provide my family with experiences we wouldn’t have otherwise.” While her husband is still working full time, they hope to bring him home soon.

It took Jacob a little while to get onboard. In the beginning, Abi was working a lot of hours but only small checks were coming

in. She says, “It seems overnight those little checks were big checks, and he took notice. Now, he is completely onboard and is my biggest supporter. He sees the big picture and the potential.” He supports her business by brainstorming strategies with her, attending events, and helping with the family when she gets too busy.

She feels like a large part of her success was not quitting or slowing down, even when she felt like she was spinning her wheels and going nowhere. She says, “Don’t get frustrated when you hit walls. Realize those walls mean you are about to achieve something huge. I knew I would be Diamond, it was just a matter of how hard I was willing to work for it.”

Today, she is grateful that she no longer has to stress about her family’s finances every month because of her income with dōTERRA. She is able to travel more with her family and give back to her community and make a difference. She says, “I feel like I can dream and there are no limits.”

## Three Be’s

**Be focused.** “Don’t give up. Don’t get distracted. Stay focused on your goal. Even if you can only put an hour into your business today, do it.”

**Be productive.** “Don’t get bogged down with busy work. Do activities that will grow your business. Call a friend. Share a sample. Invite to a class.”

**Be consistent.** “Do something for your business every day no matter how small. Be willing to give yourself two to three years and you will be in a very different place.”

“I love hearing the testimonies from people on my team and realizing that I get to be a small part of that blessing.”



■ Bob & Rebekah Rizzo

# A Bigger World



**R**ebekah Rizzo first met Cachay Wyson while filming a commercial in California. She heard Cachay talk about essential oils the whole weekend, but didn't understand what she was talking about. Toward the end of the weekend, it clicked in her head that these oils could help people—including her son. A few months later, Rebekah Facebook messaged Cachay asking for more information. Cachay said, "I'll do you one better. I'll fly out and do a class for you." Rebekah was surprised, but agreed to host a couple classes for Cachay.

The classes were so successful that Cachay started encouraging Rebekah to start a dōTERRA business, but Rebekah was not interested at all. A little while later, Cachay called Rebekah and asked who in her area could be a leader for the group of people who had enrolled and Rebekah said, "If anyone else wants to do it, give it to them, because I don't want anything to do with it." Her friend from high school, Christina Boyer, ended up being that person.

Rebekah thought she couldn't be a salesperson and that she was too busy with her four kids to do a business, but when Christina started holding classes, she always went. She was excited to share her positive essential oil experiences with others. Over time, she just naturally got involved. She says, "I had been a stay-at-home mom for eight years, and I was stuck in the mindset that I was a mom and that was the only thing that I could do. I had a confidence issue."

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

"My upline has always reminded me what my strengths are. She shows me who I am from her perspective, pulling out what I can't see."

Even after hitting Platinum, Rebekah still felt that Diamond was something only special people reached. She then attended an event put on by her upline about reaching Diamond, and started sobbing right in the middle of a presentation. She says, "I had a major meltdown, realizing that I didn't allow myself to dream." She went home and for the first time decided to set a date for reaching Diamond in June—and she did.

Today, Rebekah is driven by her incredible love for the oils. She says, "I wouldn't be doing this at all if I didn't see how excited people get when they have an experience with an oil and realize how it fits into their lifestyle." Her family lived on her husband, Bob's, income as an elementary school principal for a decade, but now their possibilities have opened up like never before.

"It really made my world bigger," Rebekah says. Before, she confined herself to her role in the home, and now she is out making friends and traveling around the country. "I feel like my life is fuller. I love that I can do something that has such a huge impact on my family and help others as well."

## SHARING THE BUSINESS

**Acknowledge difficulties.**

"I love the oils and I could talk your ear off about them, but talking about the business in a way that was effective was really hard for me."

**Do it anyway.**

"I had to learn that you have to talk about the business in order for people to be attracted to it. It wasn't comfortable for me, but as I did it, it got better."

**Share your story.**

"Tell your business story when you're teaching your classes. It doesn't have to be a big story, but something simple. Rehearse it until it's second nature to tell it."

**Be positive.**

"If your paycheck is not huge right now, that's OK. You can still talk about your business story in a positive way. Say, 'I'm on my way to...'"

**Know why.**

"As I started to become more successful, I realized what a big difference the business could make for someone. Then I felt like if I didn't talk about it, they were never going to know about this opportunity."



"It makes me feel good to contribute to my family in more ways than I was before."



Yoko Takaku

## MAKE THEM HAPPY

“By using and sharing the products, you can support people’s health and bring stability to their financial life as well.”

Yoko Takaku was working as an aroma-therapist when she was introduced to dōTERRA essential oils, and she had never come across a product with as high quality. She says, “I felt that they would help a lot of people and make them happy.” She was attracted to the product at first, but after attending a business training in Guam, she decided to get involved in the business as well.

She had always known that network marketing companies often sold high-quality products, but she didn’t have a good impression of the business model. But, she saw that dōTERRA thinks about their Wellness Advocates first and makes products and plans for them. They also help their manufacturers with their economic situation through the dōTERRA Healing Hands Foundation™ and Cō-Impact Sourcing®. She says, “dōTERRA is not

aiming to benefit only the company, but also to benefit anyone who is involved with dōTERRA.”

She has seen that a lot of people are like her—at first they’re only interested in the products, not the business. But, even those people have friends who want to use dōTERRA, so she always asks people if they have anyone they want to share with. She makes sure to explain to anyone interested how they can get their products paid for by placing a monthly LRP and building for Power of 3. If people want to go further, that’s when she will explain rank and leadership bonus pools as well.

Her upline, Toshiya and Izumi Yanagihara, have a lot of experience with network marketing, so they were able to explain the dōTERRA compensation plan and give Yoko specific advice on how to structure her team for effective growth. They taught her how to balance the product

and the business, and they showed her through their example why dōTERRA uses the network marketing business model and why ranking up is important. She says, “They really try hard to help the people on their team become Diamond.”

In order to reach Diamond, Yoko knows that it’s important to set a big, detailed goal and then approach it by ranking up one by one. She knows it’s important to focus on maintaining rank and volume every month, rather than hitting a big goal once only to drop down the next month. She says, “There are times when building your organization goes smoothly, and times when it doesn’t. There is always a way to figure things out, even if you don’t know what to do right away. Just remember why you started your business and never give up. If you keep doing this, you will be able to be a Diamond. I know because that’s how I did it.”

“Remember why you started your business and never give up.”

## 4 STEPS TO SUCCESS

## FIND

“Find people who are passionate about helping others and making them happy. Take action and be an example.”

## SHARE

“Give people oil samples that will be helpful for their concerns or issues. Follow up three to seven days later, depending on the situation.”

## FOLLOW UP

“Ask for their feedback and talk about other products as well. It’s important to follow up so people stay interested and motivated.”

## LISTEN

“Hold private meetings with your downline, follow up on their goals, and make time to listen to their concerns.”





# Executive Spotlights

Rob's dōTERRA story began with a simple invitation to help. He says, "Some of the founders of dōTERRA that I had worked with in other companies contacted me and asked for some marketing help. I was happy to, so I started out as an uncompensated friendly consultant. I didn't mind—in fact, I was excited when they told me a little about the project. During that process, they asked me if I would consider leaving my consulting business to work with them full-time and help them really get going. I was persuaded that they were doing something great for the future, so I talked to my wife and kids and made sure they felt good about it. I've been full-time ever since."

Though he was already familiar with essential oils, Rob's full experience with them really began with the founding of dōTERRA. He says, "My first memorable experience with dōTERRA essential oils came when we received our first batches of oils. I took home small samples, and I was excited to show my family because they had made the same commitment and sacrifice that I had to start dōTERRA. My teenage daughter happened to be working in our garden that afternoon and she came running in with a skin irritation.

I ran and got my samples out and I had her hold out her arm and we put a drop of oil on it and watched as she started to feel a difference. That experience got my kids and everybody excited about the oils."

#### What is your role in dōTERRA?

I'm over product development, marketing, and branding services for dōTERRA. I'm also responsible for the dōTERRA Healing Hands Foundation®, though the whole group of executives passionately manage the foundation as a team.

#### What do you consider your biggest professional obstacle?

I'm a little bit OCD. I like to make things as perfect as they can be. Sometimes I know I need to be a little more patient to let things develop, but I haven't let go of that.

#### Where do you see dōTERRA in the future?

I think our mission is sound, our value structure is firm, and we really could continue on the same path. The mission of introducing the world to essential oils—that every family ought to have oils as that obvious first healthy solution—is still our path. We're happy with what we've done so far, we just want to keep going. Things continue to go well; there are also huge opportunities internationally. I hope the future is that as we get bigger and bigger we'll do even more good in the world with our dōTERRA Healing Hands Foundation.

#### What are your life goals?

First and foremost I want to be a good husband, and second I want to be a good father. And after that, if I can serve other people and be known for kindness and integrity, that's good enough for me.



#### ROB YOUNG

Executive Vice President,  
Product Development & Branding Services

#### Could you tell us something that few people know about you?

I haven't always been bald—I fired my hair before it had the chance to quit. I used to be an active triathlete with my wife, and during that time I started shaving my head because I was working out three times a day and hair just became an annoyance. I'm probably genetically bald now, but I didn't start out that way. It was completely voluntary.

#### Do you have a favorite quote?

Something my grandfather, who was a famous professional musician, had on his letterhead: "Wonderful how life touches life and how boundless influence is." I have tried to track the quote down to its original author but it remains a mystery.

#### Random facts:

- Rob's favorite place to travel is Hawaii.
- He and his wife like all sorts of outdoor activities, including mountain biking, running, and camping.
- Rob and his wife have five kids.



# dōTERRA® WELLNESS ADVOCATE *Recognition*

## DOUBLE PRESIDENTIAL DIAMONDS



FOUNDER EU

WES & HAYLEY HOBSON



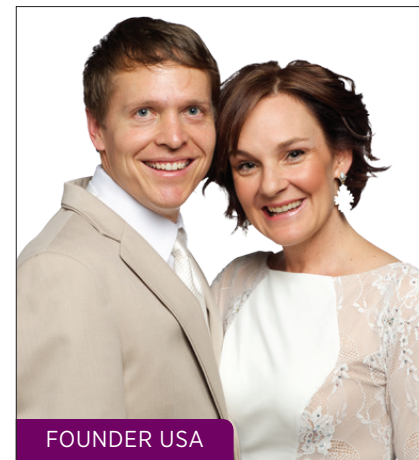
PATRICK & ALLYSE SEDIVY



FOUNDER USA

BOYD & SANDY TRUMAN

## 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



FOUNDER USA

JAMES & ROXANE BYBEE



MARK EWEN & CHRISTIAN  
OVERTON



PRESIDENTIAL DIAMONDS



SCOTT & RHONDA FORD



JEFF & JEN FREY



ROGER & TERESA HARDING



KAI HSUN KUO & PEI LING SU



CHENG HUI LIU & PEI CHIH YI



KC & JESSICA MOULTRIE



JOHN & MELYN HARRISON



SHANE & REBECCA HINTZE



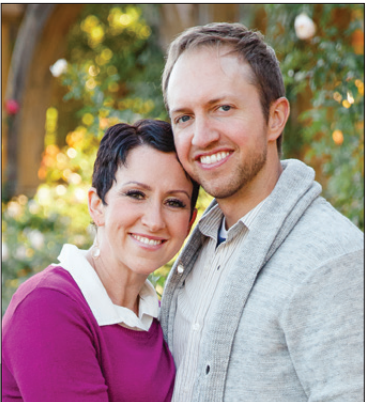
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SUMIKO NOBORI



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



NATE & BRIANNE HOVEY



JERRY & LAURA JACOBS



KYLE & KIERSTON  
KIRSCHBAUM



KACIE VAUDREY &  
MIKE HITCHCOCK



WALTER & MELODY WATTS



CHRISTIAN & JILL WINGER

PRESIDENTIAL DIAMONDS



KAI HSUN KUO & PEI LING SU



CHENG HUI LIU & PEI CHIH YI



SUMIKO NOBORI



JIM & TAMMY STEPHENS



KACIE VAUDREY &  
MIKE HITCHCOCK



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CHRISTIAN & JILL WINGER



PRESIDENTIAL DIAMONDS



JARED & SHEREE WINGER



KEVIN & NATALIE WYSOCKI

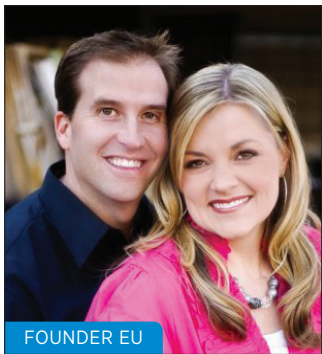


TOSHIYA & IZUMI  
YANAGIHARA

BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



KENNY & REBECCA  
ANDERSON



MATT & KELLY ANDERSON



NEAL & ERIN ANDERSON



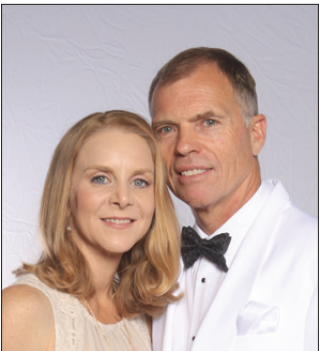
KARI ARNTSEN



KAREN ATKINS



DAVID & ASTI ATKINSON



ROMAN & CORINNA BARRUS

BLUE DIAMONDS



DANIEL & CHRISTINA BENITEZ



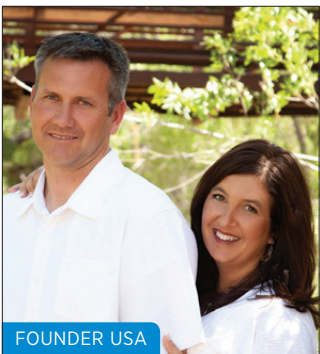
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BRIAN & SHAWNA BIELMAN



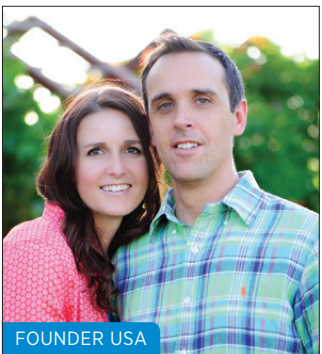
JEREMY & MICKI BOBERG



CHRIS & KAREENA BRACKEN



JEFF & CHERIE BURTON



GREG & MARTI CHRISTENSEN



SPENCER & BRIANNA COLES



JOAN COON



MAREE COTTAM & DIRK  
VANDERZEE



JAMES & TANYA COTTERELL



MARY CRIMMINS



BLUE DIAMONDS



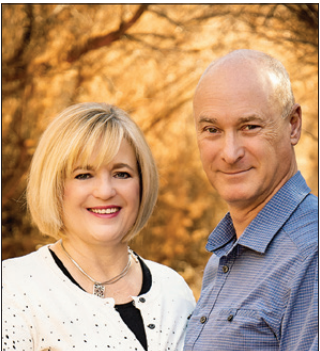
STEVE & GINNA CROSS



JEFF & JUDY CRUDEN



DANIELLE DANIEL



MIKE & LORI DAVIS



MOLLY DAYTON



FRED & CARRIE DONEGAN



DAVID & JULIANNE ELLIS



KEITH & SPRING ESTEPPE



NICK & JEANETTE FRANSEN



LOUIS FUSILIER & MONICA  
GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA

BLUE DIAMONDS



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



THOMAS & AMY GLENN



STEVE & KRISTINE HALES



RYAN & JENYCE HARRIS



JIM & LARA HICKS



WADE & LAURA HOLBROOK



BENJAMIN & STEPHANIE  
HOWELLS-SCOVILLE



BRYAN HUDDLESTON &  
LASSEN PHOENIX



RICK & KATHY HUNSAKER



CLAY & JESSICA IDDINGS



ARIN INGRAHAM



BLUE DIAMONDS



MATT & SARA JANSSEN



BRIAN & RACHEL JONES



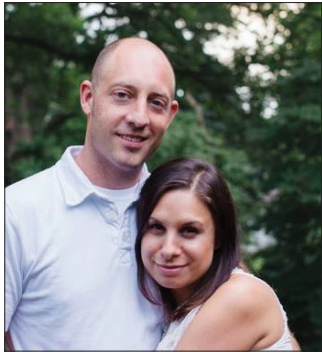
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JUI CHANG JUAN & TSAI CHIA HSIU



JEREMEY & ANNETTE JUKES



TRACI & JACK KENNEBECK



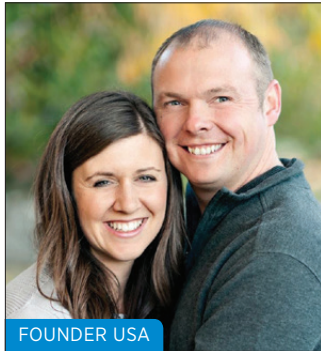
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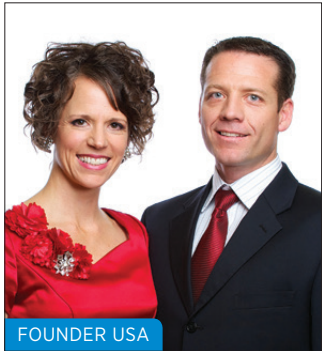
FOUNDER JPN  
ASAKO KOBAYASHI



LAURIE LANGFITT



FOUNDER USA  
DANNY & NICOLE LARSON



FOUNDER USA  
JUSTIN & TAHNA LEE



FOUNDER TWN  
CHIH JEN LIU & MAN TSAI



FOUNDER CAN  
HOLLY LO

BLUE DIAMONDS



STEVE & RACHEL LOTH



DAVID & HEATHER MADDER



FOUNDER JPN  
SHOKO MATSUYAMA



AARON & TONYA MCBRIDE



DENA MCCAFFREE



TONY & AIMEE MCCLELLAN



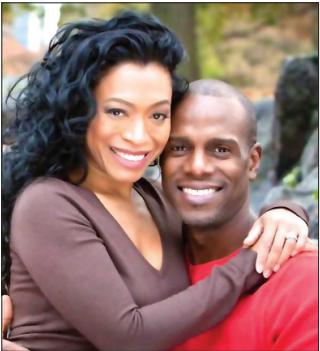
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JUSTIN & ASHLEE MILLER



NATE & DANA MOORE



DR. ZIA & KY NIX



JEFF & CRYSTAL NYMAN



FOUNDER JPN  
RIYO OGAWA



BLUE DIAMONDS



RICHARD & JENNIFER  
OLDHAM



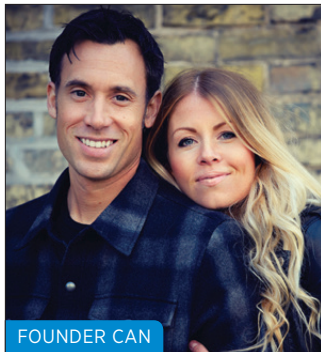
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KATHY PACE



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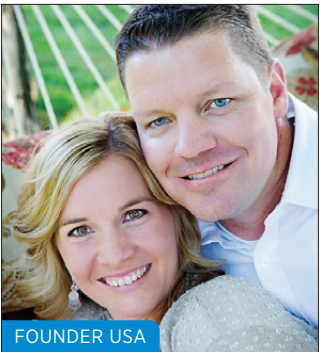
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CHRIS & ANGE PETERS



FOUNDER AUS  
ADHEESH PIEL & SANTOSHI  
STONE



ROD & JEN RICHARDSON



FOUNDER USA  
BURKE & NATALIE RIGBY



SETH & JENNY RISENMAY



FRANK & JACQUELINE RITZ



FOUNDER MX  
DANIELA & FERNANDO ROMAY



GARY & KARINA SAMMONS

BLUE DIAMONDS



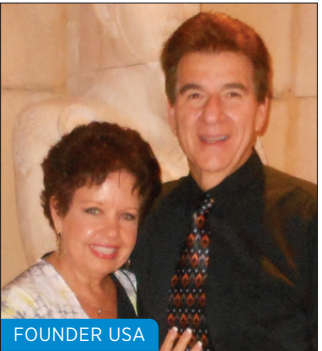
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JEFF & DIANE SHEPHARD



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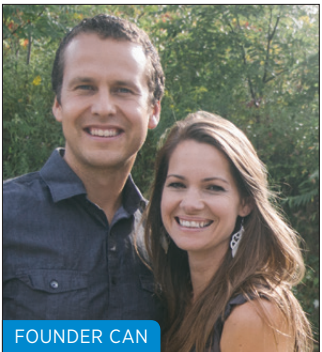
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RYAN & DANI SMITH



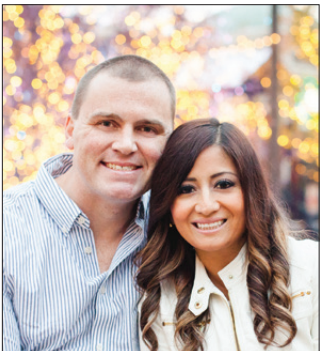
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BRAD & DAWNA TOEWS



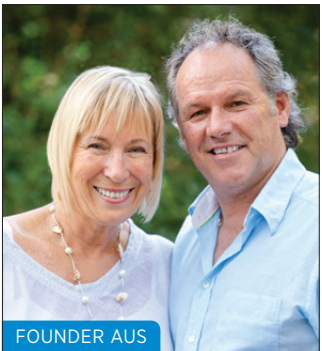
BETTY TORRES-FORBORD



MATT & ALICIA TRIPLETT



FOUNDER USA  
GINA TRUMAN



FOUNDER AUS  
CHERIE & MAX TUCKER



MARK & LORI VAAS



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BLUE DIAMONDS



MICHAEL & SARAH  
VANSTEENKISTE



JOHN & SHAUNA WETENKAMP



JOHN & KALLI WILSON



JOEY & CACHAY WYSON

DIAMONDS



DR. JOHN & JENNIFER  
ACCOMANDO



ATANASKA ADAMS



BRANDON & KATIE  
ADAMS



JENNIFER ALEXANDER



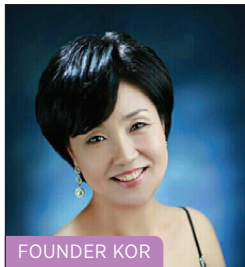
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ARANCIBIA



ANA LEDA ARIAS &  
CARLOS PANIAGUA



KAZUYUKI ASAKAWA



MI HYEON BACK



PETER & SUSIE  
BAGWELL



BENJAMIN & JADE  
BALDEN

DIAMONDS



RICK & HAYLEY  
BAMMESBERGER



DAVID & KARLA  
BANKS



ERIC & BECKY BARNEY



FOUNDER EU  
MONIKA BATKOVA &  
MARTINA VALNICKOVA



LISA BEARINGER



JERRY & AIMEE BECK



YOHAN & LAURA  
BEGHEIN



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



FOUNDER CAN  
HARLAN & MARIE  
BERWALD



MEL & CONCETTA  
BIBENS



TARA BLISS



JAMIE BOAGLIO



JOHN & KENDRA  
BODINE



JASON BORUP



DR. JAMIE &  
CHRISTINA BOYER



DOUG & JENNIFER  
BRADY



JASON & KAMILLE  
BREUER



RACHELL  
BRINKERHOFF



DR. ALICIA BROOKS



PETER BROOSTROM &  
JULIETTE FINCH



ADAM & CAREY  
BROWN



RUSS & CHAR BROWN



STEVE & BRENDA  
BROWN



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DIAMONDS



DAN & SUSAN BURSIC



JARED & REBECCA BURT



ERIKA BUTLER & RICK HENRARD



CLAUDIA CALDERON



ERIKA CAPPELMANN



JOSHUA & MARY CARLISLE



TRAVIS & JESSICA CARPENTER



BEN & ADABELLE CARSON



THAD & KATHY CHANDLER



FU YU CHEN



WEI-FANG CHEN



CHIU SHIANG CHEN



CAROL CHIANG



RICK & ETSUKO CHIDESTER



CHIH HSUN CHIEN & SU JU HUNG



HUNG WAI CHOI



HUN IM CHOI & DAE YONG PARK



ANNIE & DARRYL CLARK



MARC & ROMI CLARK



ANDREW & SHANNON CLOUGH

DIAMONDS



RICK & ALISSA COIL



EVE COLANTONI



BRETT & FARRAH COLLVER



CAROL COLVIN



RICHARD & ELIZABETH COPELAND



ADAM COPP & ROSIE GREANEY



CRYSTY COVINO



KENT & STEPHANIE CRANE



VERN & JENNY CRAWFORD



VICTOR & AMANDA DARQUEA



DURELL DARR



LIZETH BALDEMAR DE ARRAS



DR. MARK & KRISTI DEBRINCAT



JARED & MINDY DEGRAFFENRIED



MEGAN DILMORE



JEREMY & HOLLY DIXON



DR. MARK & KERRY DODDS



CURT & TONIA DOUSSETT



ROGER & EMMANUELLE DUCE



BRAD & ROSALIE ELLIOTT



STUART & SHAYE ELLIOTT



DENNIS & MARY ENGLERT



JOEL & FAY EPPS



DR. MELISSA & EVAN ESGUERRA



PAUL & HEATHER ESSLINGER



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DIAMONDS



FORREST & LESLIE  
EXLEY



DAMIAN & JENNA  
FANTE



LEONIE  
FEATHERSTONE



ANDREW & CHRISTY  
FECHSNER



KNUT & CHRISTY  
FEIKER



DANIEL & MICHELE  
FENDELL



ROBERT & KIYLA  
FENELL



CATE FIERRO



MIKE & JANA FINCH



BARRETT & CARA  
FINES



MARK & TIFFANY  
FLAKE



HAYLEY FLEMING



SAMSON & LETICIA  
FOLAM



MEGAN FRASHESKI



AARON & WENDY  
FRAZIER



LI FRYLING



FOUNDER JPN  
KAORI FUJIO



GINO & AMANDA  
GARIBAY



DAVID & CRYSTAL  
GARVIN



FOUNDER USA  
TERRY & MARIA  
HEUSER-GASSAWAY

DIAMONDS



DAREN & CRYSTELLE  
GATES



BRANDON & LINDSEY  
GIFFORD



BRIAN & BECKY  
GILLESPIE



KRISTANN GILLIES



CRAIG & LYNN GINES



BRAD & TOBI GIROUX



CARMEN GOLDSTEIN



JAY & DEBBIE  
GORDON



ADAM & LEAH  
GRAHAM



MICAH & KRISTA  
GRANT



LEON GREEN



DARREN & ROSIE  
GREMMERT



DREW & LACEY GRIM



CURT & CAROL ANN  
GUEST



FOUNDER KOR  
BOO KYUNG HA



JIMMY & DEIDRA  
MEYER-HAGER



KIRK & JENNIFER  
HAMILTON



CLIFF & PJ HANKS



EMILY HANSON



JIM & MARTY HARGER



AISHA HARLEY



NATALIE HARRIS



BRIAN & JEANNIE  
HARRISON



GARTH & JULIE HASLEM

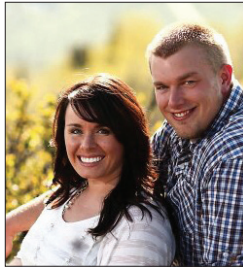


SCOTT & SHYANNE  
HATHAWAY



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



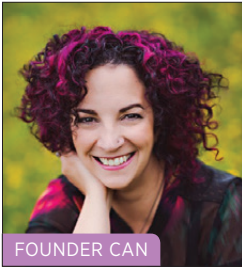
MARK & ALICIA HAUGSTAD



JOE & LORI HAYES



MICHAEL & JENNIFER HEATH



FOUNDER CAN  
DR. MARISSA HEISEL



PAUL & TERI HELMS



LAURA HEMMEN



FOUNDER USA  
GORDON & JULIE HERBERT



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



BREANNE HOUSTON



JENI HOUSTON



JASHIN & TANYA HOWELL

DIAMONDS



CHUN MING HSU & HSIN PEI HSIEH



JEFFERY & MIRANDA HU



CHING YING HUANG



FOUNDER TWN  
CHIH LUNG HUANG



CHRISTY HUGHES



ALLISON HUISH



JENNI HULBURT



JULIE HUNDLEY



CHIA-HSUAN HUNG



HIROMI IKEDA



FOUNDER CAN  
CYNTHIA INCZE



ROSE INGRAHAM



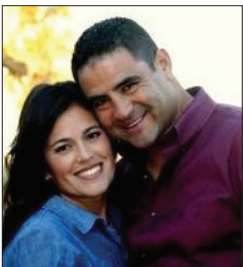
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JASMINE JAFFERALI



FOUNDER USA  
ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



JARED JARVIS



LAI JAUCHING



JOSH JELINEO & BEBE MCFALL-JELINEO



STEVE & SANDIE JENSEN



FOUNDER KOR  
HABONG JEONG



AARON & JESSA JOHNSON



KILEY & NORA JOHNSON



SEASON JOHNSON

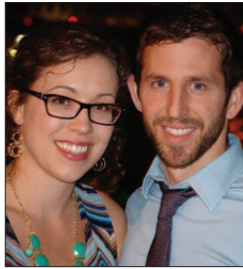


FOUNDER EU  
MARIO JÖLLY & SABINE BUCHNER



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JARED & RACHEL JONES



LELAND & ROBIN JONES



RICHARD & LISA JONES



BILL & DEENA JORDAN



LISA JURECKO



TZU YUAN KAO



CHIAH HO KAO



FOUNDER JPN  
MASAMI KAWAI



SEAN & CHELSEY KAYSE



JULIE WEINBERG & MEREDITH KELLY



MIKE & KALLI KENNEY



NICK & DYANNA KILLPACK



CADE & DOMINIQUE KING



MATTHEW & BAILEY KING



MELISSA KING



SHAWN & LAURA KING



EMMA KNIGHT



PAUL & NANCY KNOPP



MIKE & MEGAN KNORPP



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MIKI KOJIMA

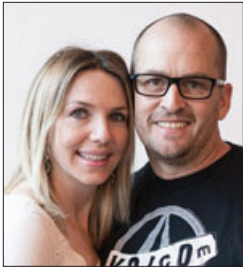
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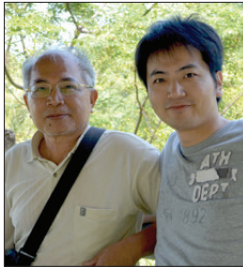
DEBBIE KRAHN



JOE & AMBER KROPF



SPENCER & RETA KUHN



WEN HUNG KUO & SHIH AN KUO



LAM YEE MUN



JON & DUQUESA LAMERS



DAVID & LOIS LANE



FOUNDER USA  
NOLAN & PAT LEAVITT



MICHELLE LEBARON



JOHN & CAROLINE LEE



CECIL & LIANA LEE



ZACH & KYLENE LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



FOUNDER TWN  
YU YIN LI



FUXIAN LI & LING LING ZHANG



HSIU FENG LIN



PO HSIU LIN & FANG SU KUAN



YU YU LIN



JOHNATHAN & RACHEL LINCH



NANCY LINDER



TRINA MARIE LOW



DWAYNE & TRACY LUCIA



STEVE & TRACY LYMAN



BRETT & BROOKE MAGLEBY



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JAMES & CYNTHIA  
MAGUIRE



FOUNDER AUS  
TANYA MAIDMENT



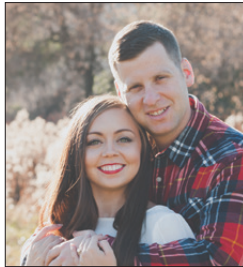
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MANGANDOG



ELIZABETH MARA



RICK & EMILY MARTIN



ZACKERY & STEPHANIE  
MARTIN



JULENE MARTINDALE



JOSH & KEELI  
MARTINEZ



JOHN & PATTI MASON



FOUNDER JPN  
TERUMI MATSUSHIMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



KEITH & KERI MCCOY



JASON & SHARON  
MCDONALD



ROGER & CAROL-ANN  
MENDOZA



JERRY & PRISCILLA  
MESSMER



BECKY METHENY



DAVID & TAMMY  
MILLER



STEVE & KIMBERLEY  
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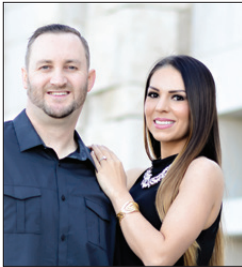


SCOTT & ROBYN  
MITCHELL

DIAMONDS



MICHAEL & MELISSA  
MORGNER



PAUL & SOPHIA  
MORRISON



COURTNEY MOSES



JARED & NICOLE  
MOULTRIE



HOWARD NAKATA



DR. MARTHA NESSLER



JONATHAN & DEANNA  
NICHOLS



FOUNDER JPN  
YOSHIFUSA NISHIDA



FOUNDER JPN  
MITSUKO NOMIYA



ERIC & KRISSEY  
NORDHOFF



AUSTIN & AMBER  
NORDSTROM



KERRY & DENISE  
NORRIS



ADAM & TAMI NUHFER



BERNADETTE  
O'DONNELL



MUNEHIRO OKUMURA



FOUNDER JPN  
KEIJI & EMIKO  
OKUYAMA



JOHN & AMANDA  
OLSEN



STEPHEN & DAWN  
OLSEN



FOUNDER AUS  
JOHN & PAULA  
OVERBEEK



JOHN & KIM  
OVERPECK



ROBERT & JANELLE  
PARRINGTON



JOHN & LAURA  
PASTERNAK



DR. JOHN & HEATHER  
PATENAUDE



MICHAEL & CYNTHIA  
PATIENCE



DICK RAY & STACY  
PAULSEN



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JAMES & CHRISTINE  
PAYNE



CHRISTINA PETERS &  
MICHELLE MCVANEY



SPENCER & LAURA  
PETTIT



TRACY PRINCE



SHANE & BROOKE  
PUGH



WILLIAM & ALICE  
RAHN



JACOB & ABI RAINES



JENNA RAMMELL



JESSIE REIMERS



NICOLETTE REYNOLDS



JENNIFER RICHMOND



ADAM & NISHA RIGGS



PATRICIA QUIROZ RIOS



ROB & REBEKAH  
RIZZO



JESSICA ROBERTS



CASEY & MELISSA  
ROBERTSON



JAMES & KELLY  
ROBISON



BRITTANY ROSCHECK



MICHAEL ROTHSCHILD



ANDREW & MINDY  
ROWSER

DIAMONDS



JOANNA RUSLING



DEVOLA SAMUELSON



ADRIAN & ROXY  
SARAN



STACEY SARROS



CARLYLE & KATIE  
SCHOMBERG



ROGER & PAMELA  
SCHWARZ



JANE SCHWEITZER



JULIE ANN SCOTT



HOON SEO



MARK SHEPPARD &  
RANI SO



MARY SISTI



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



KIRK & LANA SMITH



WILL & MARCY  
SNODGRASS



ROBERT & SHARLA  
SNOW



DR. MARIZA SNYDER &  
ALEX DUNKS



JOHN & MANDY  
SOMMERS



STEFANIE STAVOLA



DELANEY & AIMEE  
STEPHENS



DAVE & CALLIE STEUER



JULIE STOESZ



PHIL & LEEANN STORK



MELODY STRAMPELLO



VICTORIA  
STRELNIKOVA



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DR. JEFF STYBA



WEN CHIANG SU & HUI YU HUANG



YU KAI SU & LING-EN HUANG



DR. MARA SUSSMAN & DWAYNE GRIM



SAMUEL & MELISSA TAEU



YOKO TAKAKU



HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



CHEN CHIEN TANG & CHIAH LING LI



KELLY TAYLOR



AMY & DAVID THEDINGA



PRAMELA THIAGESAN



EVAN & ADRIENNE THOMAS



DAN & AMY THYING



BILL & ERLEEN TILTON



JASON & ALLISON TRIPP



WILLIAM & MALISSA TROTTER



HAO HENG TSAI & HSIN YUN CHANG



STEPHEN & YVONNE TSAI



HUI YIN TSANG

DIAMONDS



LYDIA TSENG



FUMIKA UCHIDA



SHANE & KRISTIN VAN WEY



JENNIFER VASICH



CHAD & ESTHER VERMILLION



SONDRA VERVA



EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



ALAN & CHERYL WAELEBROECK



DAVE & KATE WAGNER



CHAD & SUSIE WALBY



JED & PAM WALDRON



HAIYAN & CHENG WANG



PEI CHEN WANG



WENDY WANG



ERIC & SANDRA WANG



MARK & TAMALU WATKINS



ROGER WEBB



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



DALLON & EMILI WHITNEY



CHARLES & AMY WIDMER



DINAH WILSON



LISA WILSON



WENDY WILSON



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JENNI WILSON



ROB & MELISSA WILSON



DANELLE WOLFORD



DANIEL & AMY WONG



LANCE & CHRISTY WRIGHT



TUNG HAN WU



ZHONG SUN & FUCHUN XI



HIROKO YAMAZAKI



EDWARD & LINDA YE



MANDY YEUNG



ELENA YORDAN



FUMIKO YOSHIMOTO



MIHO YOSHIMURA



YASUNORI YOSHIMURA



ATSUKO YOSHITOMI



YUWEI FENG & CHANGPU YU

DIAMONDS NOT PICTURED:  
HO NIEN HUANG (FOUNDER TWN)

PLATINUMS



OSCAR CORDERO & BRENDA ALTAMIRANO



KELLY ALVIS



MIKE & JESSICA ANDERSON



LEANNA ANDRADE



NATE & KELLY BAILEY



DEAN & CONNIE BARGEN



JEFF & TAMARAH BARTMESS



DEBBIE BASTIAN



CARLY BAUTISTA



ASHLEY BEANS



VICTORIA BENTLEY



PAUL & LISA BERGMAN



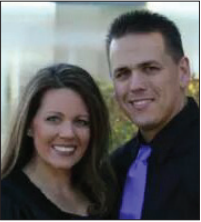
DOUGLAS & JANICE BITTNER



CRAIG & CONNIE BOUCHER



NATHAN & REBECCA BOWLES



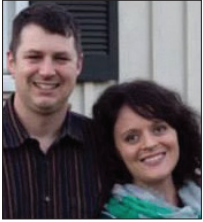
JEREMY & MELISSA BRANSKE



MONICA BRAVO



CASEY & JAMIE BRODERSEN



PATRICK & KATHRYN BROWN



TONI BUNTING



ANNE CALHOUN



LISA CANIPELLI



BRIAN & CHRISSY CARR



JONATHAN & AMY CARVER



SHUANG SHUANG CHANG



KUI FEN CHANG



BING CHUNG CHEUNG



TROY & DOROTHY CIVITILLO



MIKE & RACHELLE CLEARY



BRIAN & MERIDETH COHRS



ERIC & TIFFANY DAHL



RYAN & JAMIE DANFORTH



KEITH & KENDRA DAVY



VIVIAN DICKSON



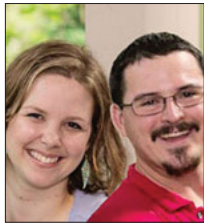
KARLEL CROWLEY & STUART DIXON



ERICA DOLAN



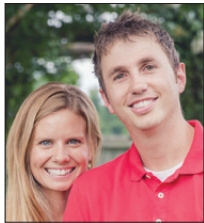
PLATINUMS



LUKE & MAGGIE DUBOIS



SUSAN DYESS



MARK & LINDSEY ELLIOTT



MICHELLE ELSTRO



CAROLYN ERICKSON



FOUNDER MX  
LUIS & CAROL ESTEVEZ



DANA FELDMEIER



DALE & TONYA FERGUSON



JASON & DR. JULIANA FILA



JAKE & JOANN FOWLER



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



YOUKO FUJIMOTO



NATHAN & JOANNA GEIGLEY



VALERIEANN GIOVANNI



KARLA GLEASON



DR. ANDREW & RUTH GOUGH



MELISSA GUTHRIE



KATE HAGEN



NATHAN & TASHA HAKEEM



GIADA HANSEN



DR. SANDRA HANNA



ARIANA HARLEY



JASON & TRACY HARRIS



ALLISON HAYS



SUSAN HELZERMAN



SARAH HENDERSON



FOUNDER MX  
JUAN CARLOS HERNANDEZ



JESSICA HERZBERG



JON & EVE HEWETT

PLATINUMS



KEEVIN & TEISHA HINTON



PAULA HOBSON



MARK & TRICIA HOFFMAN



ADAM & CASSIDY HOLDSWORTH



GREG & MELODY HOLT



BRENT & ANNIE HONE



FOUNDER TWN  
FU LUN HSIEH & CAROL SUNG



CORY HUGHES



BJ & MEGAN HUNTER



MICHAEL & NANCY HUTCHINSON



CHARLOTTE IRAGABA



CAROLINE JACKSON



TRISHA JACKSON



KURT & LINDSAY JENSEN



D'ARTIS & TIFFANI JONES



RACHEL JONES



HAGAN & DENA JORDAN



FOUNDER KOR  
JAE HYEON JU



CHIAO EN JUAN



REBECCA KASELOW



KRISTA KEHOE



COLIN & JEN KELLY



KATE KETTLEWELL



DR. JENNIFER KEYS



NICOLE KEZAMA



JEROD & AMY KILBER



MIE KIRA



ROMMY KIRBY



CHRIS KIRSCHBAUM



PU LI KUO



CYNTHIA LANDES



PEGGY LANGENWALTER



FOUNDER SGP  
CHUA HONG LEONG & LAW SHU LI



SCOTT & JESSICA LAWSON



FOUNDER KOR  
JUNG HOON LEE



ARLA LEINS



PLATINUMS



HSIAO CHUN LIU



WEN CHEN LO



HEIDI LUEKENGA



ADELE LURIE



BETTY MAGILL



MICHELE MALCHOW



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



VICTORIA MCADAMS



JACLYN MCCORMICK



SUZANNE MCGEE



LISA MECKLE



BRAD & ANGELA MELTON



DR. ALLIE MENDELSON



WENDY MENDOZA



ANGELA MOFFITT



GREG & DR. JULIE MONTGOMERY



LORENA ALVARADO MORALES



EMILY NAVAS



JODI NAYLOR



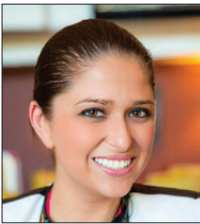
CHIKAKO NISHIMIZU



AMY NOWACOSKI



SARAH O'MAILIA



SANDRA PASCAL



ANNA PENICK



JON & EMILY PFEIFER



BETH PHILLIPS



JESSIE PINKERTON



GERALYN POWER



JESSICA PRESS

PLATINUMS



AUBREY PRUNEDA



WAYNE & HEATHER PULSIPHER



JANET RAMER



SUSAN REIS



MILTON & TIFFANY REPSHER



LINDA MARIE RICHARDS



BRAD & DARCI RICHARDSON



WINDI RIFANBURG



SHAWN & AMANDA ROBERTS



ALADRO RODRIGO & SOFIA LOPEZ DE LARA



CANDACE ROMERO



LUCY GONZALES-ROMERO



JESSICA RYAN



KAYLA SAVARD



JIM & SUSIE SCHIERING



JOSIE SCHMIDT



CHANCE & JENNIFER SCOGGINS



SAORI SEKI



AMY SELLERS



HELEN & MARK SHAW



KEVIN & KESHIA SHEETS



LARRY & NIKKI SHORTS



KYMBERLEE SIMANTEL



ELENA SIMMONS



STEPHANIE SMITH



LAURA SOHN



THERESA SOUCY



JENNA STEPHENS



WADE & CHRISTINE STOLWORTHY



SHEILA SUMMERHAYS



JOY TARPLEY



ANI TOROSYAN



BRIAN & AMANDA TRENT



DUANE & CRYSTAL TUCKER



BILL & MARILYN VANDONSEL



ZACHARY & DANA VINEYARD



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PLATINUMS



JOEL & SHERRI  
VREEMAN



CATHI WAALKES



HEATHER WADE



KENNETH & STEPHANIE  
WAHLBERG



WARREN & KELLY  
WALKER



BRENT & JENNY  
WALSH



BEN & MEGAN  
WARDEN



LANE & ANGELA  
WATKINS



STEPHANIE WEBB



PAUL & DENISE  
WEBSTER



RANDY & SUMMER  
WHELCHER



HALIE WHITAKER



TONYA WHITLOCK



LORI WILLIAMS



GEORGE & NORMA  
WILLOCK



ERIK & LINSEY WILT



SCOTT & SUSAN  
WOOLEY



CHING CHUN WU  
FOUNDER TWN



KEIKO YOSHIDA



KRISTI ZASTROW



SCOTT & LISA  
ZIMMER



MIDOR YAMAGUCHI

PLATINUMS NOT PICTURED:

SCOTT & SHAWNDR  
ANDREWS  
HSUAN CHIU  
CHRISTINA GARDNER

JOY HORSEMAN  
MICHAEL & DAWN  
HUTCHISON  
DR. KEVIN HUTTER

KATIE KLINE  
MIN LIU  
KEVIN ZHOU

GOLDS



AKIKO ABIRU



CYNTHIA  
ACHERMANN



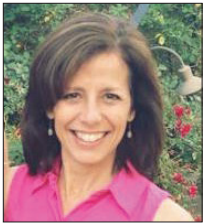
LAURA ADAIR



MARTY & KINDRA  
ADAIR



DENA ADAMS



LANE ADAMS



STEVE & JULIE  
AHLSTROM



CARLOS ALCANTARA  
FOUNDER MX



JAIME ALCONCONE



BRAD & KATHY  
ALLDREDGE



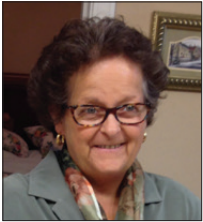
TODD & KIM ALLEN



LACEY ALLEN-  
DURAN



LYNETTE ALUOCH



DIANA ALWARD



CAROLYN  
ANDERSON



EVIE ANDERSON



GREG & CARMEN  
ANDERSON



JENNIFER  
ANDERSON



JENNIFER  
ANDERSON



DR. KIM ANDERSON



DEAN & KATHIE  
ANDRUS



JENNIFER  
ANTKOWIAK



DAVID APOSTLOVSKI  
& ANDREA BAEZA



LUZ MARIA  
ARGUELLES  
FOUNDER MX



MARK & JAIME  
ARNETT



JUSTIN & BRIDGET  
ARNOLD



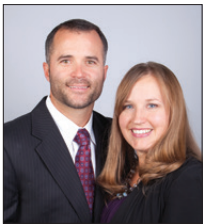
ROBIN ARNOLD



KEVIN & LAURELL  
ASAY



CHAD & JODI  
ASHFORD



JIMMY & ANGELA  
ATKIN



BARRETT & STEPHANIE  
ATKINSON



JENNIFER ATTAWAY



ROBYN ATTICKS



ROBERT & KELLEY  
AUGI



BRENT & KRISTI  
AVERETT

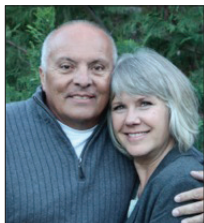


ROBYN AZIMA



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



DENE & ROBERT BACA



KEITH & LORI BACON



RUSSELL & STEPHANIE BADER



ELIZABETH BAGWELL



BRIAN & AUDRA BAILEY



CAREY BAILEY



DESI BAKER



PERLA BALDEMAR



DAWN BALKCOM



KEN & BONNIE BANKS



MACKENZIE BANTA



BAKTY & TAMAZEEN BARBER



LISA BARGE



JENNIFER BARNETT



MICHAEL BASILICATO



LITA BATHO



BRADEN & CAMILLE BAWCOM



AMANDA BEACH



THOM & JACKIE BEAUCHAMP



MARVIN & JESSICA BEAVER



BRIAN & HEATHER BECKWITH



TUCKER & ALICIA BEESLEY



DONGCHOL BEH & SOON BYUNG PARK



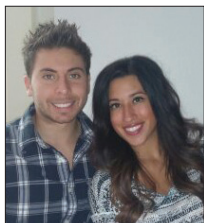
DAWN & MARK BEHM



JOE & ASHLEY BELL



SHANNON BELLFAUST



DARIO & NATALY BENITEZ



SARA BENNION



MICHELLE BENSON



FRED & JANEICE BENSON

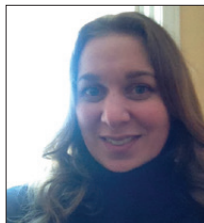
GOLDS



SONNA BERGHAIER



ASHLEY BERLIN



JENNIFER BEST



BRET & AMY BIGELOW



HELEN BIGGS



ELIZABETH BILLS



RONDA BIRCH



FOUNDER EU  
OLIVER BIRK



NATALIE BLACKBURNE



NOEL BLANCHARD



PENNY BLENSDORF



VERA BLOUIR



BRANDON & ANGELA BOBST



JANE BODILY



JOSH & KATHERINE BOGGS



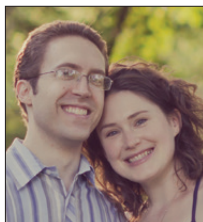
KATHY BOONE



LOURDES BORNACINI



RUTHI BOSCO



ANDREW & MARYANNE BOULINEAU



MARCELA BOWIE



FOUNDER EU  
BECKY BOWLES



MICHAEL & MICHELLE BOWLES



MARK & JACKIE BOWMAN



KAREN BOYD



DEBI BOYLE



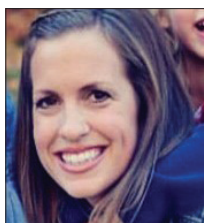
FOUNDER CAN  
JONI BRADLEY



HEIDI BRAMM



JARED BRANDT



STEPHANIE BRASPENNINX



BROCKNIE BRAY



MIRIAM BREWER



SCOTT & LEESA BRIDGES



JANET BRIEN



ALLISON BRIMBLECOM



ADAM & ANN-MARIE BRINGHURST



JEN BROAS



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



BEAU & KELLY  
BROTHERTON



DON & CINDY  
BROWN



KEVIN & LATARRAN  
BROWN



JESSE & BETHANY  
BRUBAKER



RONAI BRUMETT



MAUREEN  
BRUNDAGE



BEN & CAMI  
BUCHTA



KRISTEN  
BUCHTA



MICKEY & KORINA  
BUEHRER



DAG & VIRGINIA  
BUNNEMEYER



WILLOW BURKE



BRIAN & APRIL  
BURNETT



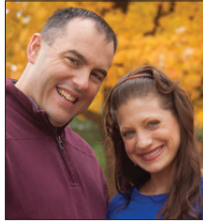
DEBBIE BURNS



MARCIE BUSH



MATT & DEANA  
BUSHMAN



SCOTT & HANNAH  
BYERS



LISA BYRD



STACI CAHILL



MIGUEL & STEPHANIE  
CALDERON



JON & AMY  
CALDWELL



ISABEL & DANIEL  
CALKINS



GENEVIEVE CALKINS



ROGER & LORI CALL



CHRISTINA CALLAN



DAWN CALVINISTI



LORALIN CAMPBELL



ALISIA CAMPBELL



AMBER CAMPION



JEREMIAH & KIM  
CAMUSO



JENNIFER CANCINO

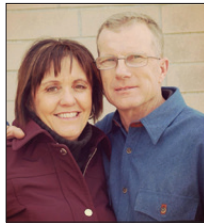
GOLDS



BRADY & MICHELLE  
CANNON



MEGAN CANNON



BILL & DONNA CARD



HEATHER CARLSON



GILDA ESTRADA  
CARRANZA



RACHEL LEE &  
DARYL CARTER



JESSICA CARTER



ANNA CASH



ANA PAULA  
CASTILLO CUEVAS



DOUG & RACHELLE  
CASTOR



ANDREA CAUFFMAN



LACEY CHALFANT



JACOB & GERI  
CHANDLER



TSU WANG CHANG



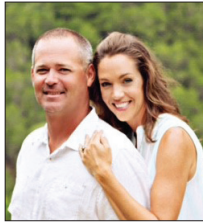
HSIN TING CHANG



HEATHER CHASEY



SANDY CHASTEEN



MICHAEL & AUDRA  
CHESTER



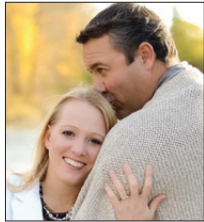
SHU CHIN CHIANG



HUNG YI CHIANG



MEI YING CHIEH



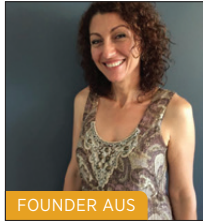
DAVID & JACLYN  
CHILD



JOYCELYN CHUA &  
TONY CHIN



YEN CHIUMAN



TERPSY CHRISTOU



GABRIEL & TIFFANI  
CISNEROS



NIC & JESSICA CLARK



MONIQUE CLARK



STUART & CARLIN  
CLARKE



NIKKI CLOUD



JASON & JODI COBB



ALLISON COCHRAN



MIKE & LISA COLETY



AMIEE CONNER



REBECCA CONOVER



CESAR ARMANDO  
CONTRERAS



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



KARI COODY



CINDY COONS



KATHY CORDELL



ELIZABETH CORTES



ALICIA COTTAM



TOM & ANITA COTTAM



JEFF & COLLEEN COTTERELL



CRAIG & KRISTIN COTTLE



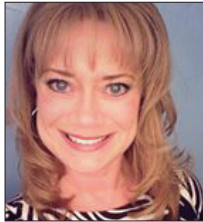
TERESA COYNE



LUISA CRANE



SPENCER & APRIL CRAWFORD



CHRISTINE CREEL



RICH & BARBARA CROCE



BRANDI CROSBY



LISA CUSANO



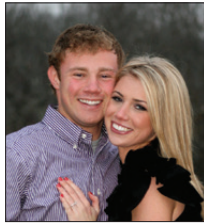
HEATHER DAHLSTROM



MATHEW & OLIVIYA DAUGHERTY



SHELLY DAUGHERTY



ANDREW & BRITTANY DAVIDSON



SUSAN DAVIDSON



GLEN & TERRI DAVIS



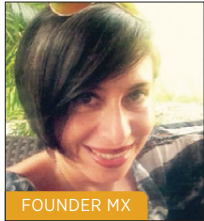
LUCINDA DAVIS



PAULETTE DAVIS



JOYCE DAY



FOUNDER MX  
FANNY MILLAN DE LEON



FOUNDER MX  
GUILLERMO & IVONNE DE SUAREZ



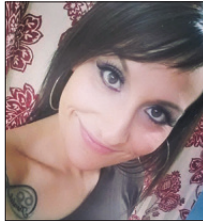
DIANNE DELREYES



SARA DEREK



JOSEPH & PHELICIA DEROSIER



ERIN DESANTIS

GOLDS



ISAAC & LINDSEY DEURLOO



ROGER & MARILYN DIDERICKSEN



STACEY DOLAN



MIKE & KELLY DOLLINGER



ANDREW & JEFFREY DONOVAN



BRIAN & KRISTA DOVE



DEANNA DOYLE



JULIE DRIGGS



HELEN DUKE



JUSTIN & LELIA DUKE



CANDACE & SUSAN DYER



DAVE & LIZ EATON



MARIAN EDVARDSEN



JAMES & ERIKA EDWARDS



JEFF & GINNY EISEMAN



BOB & JANICE ELLIOTT



VIVIAN ENGELSEN



SHANE ENGLAND



DOT ENSLEY



CHRISTIAN & ELISABETH ENSOR



MICHELLE ESPER



FOUNDER MX  
PAOLA Y SILVANO ESPINDOLA



FERNANDO ESPONDA



JEFF ESSEN



ROLANDO & JESSICA ESTRADA



MATT & RYANN ETTER



JULIE EUBANKS



DARNIE EWART



HALEY FACHNER



MARIA FAHRNER



EMILY FALCONBRIDGE



SALLY FARB



SALLY FARNICK



MANDI & JACK FELICI



DEBORAH FERRARIS



SHERRIE FERRELL



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



SHARON FILA



LYNN FINGERHUT



THERESA & LEAH FISHER



GLENDA FLYNN



STACIE FOGELBERG



RONDA & BLAIR FORRESTER



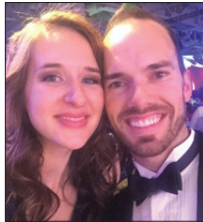
CATHY FORT-CURIGAN



TAMMY FOSSETT



LACEY FRANKLIN



BRADLEY & ALANNA FRANKLIN



DEVAUGHN & KELLY FRASER



JENNIFER FRINK



GERRY & CHRISTINA FROESE



NATHAN & KRISTEN FUCHS



STEFANIE FUNK



THERESA FURLONGE



LISA ANNE GAFKJEN



LESLIE GAIL



KENNY & LINDSEY GALE



LUIS & ITZEL GALLEGOS



VICKI GALLOWAY



JUDY GANN



MEAGHAN GANNETT



VINCE & TERESA GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



MICHELLE GAY



ANGELA GEEN



TAMARA GERLACH

GOLDS



MICHELLE GETZ



RACHELLE GIBSON



LUIS & EMILY GIL



TIM & KAREN GILROY



ELIZABETH GIULIACCI



DIANE GJELAJ



KATHRYN GLADER



CHRIS & KRESTA GLASER



DR. CYNTHIA GLENDENING



KIMBERLY GO



KATE GOLDSTEIN



VERONIQUE GOLLOHER



RACHEL ADAMS GONZALES



ERICK & EDGAR GONZALEZ



CRAIG & SHEILA GOODSSELL



KATIE GOSSSELL



BÉNÉDICTE GRAF



ROBIN GRAHAM



MELODIE GRAMMONT



VANESSA GRANATA



JANIS GRAZIANO



KACEY GREEN



NATALIE GREIG



TODD & RENEE GREMPEL



EDWARD & CARY GRIFFIN



KENT & ELLEN GRISWOLD



KAREN GRIZZLE



MICHELLE GROSS



JODI GRUBBS



KARI GUEGOLD



KIM GUILLORY



LINDSEY GUNSAULS



JAVIER & DEANNA GUTIERREZ



KAREN HADLEY



JÜRGEN & MARTINA HAKENJOS



MATTHEW & ANNA HALES



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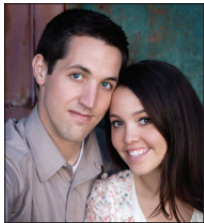
GOLDS



RYAN & KENDRA  
HALES



MICHELINA HALL



MATTHEW &  
SEANTAY HALL



MARY HALL



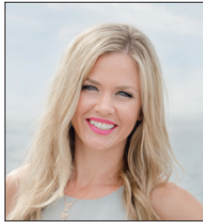
TERESE HAMILTON



TIM & AUDREY  
HAMILTON



TROY & KRISTEN  
HAMILTON



LINDSAY HAMM



JIAN HAN



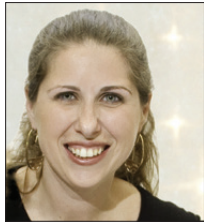
PEGGY HANDERHAN



ABIGAIL HANSEN



STANFORD & HEIDI  
HAO



DANIELLE HARDEE



MATTHIAS & MOANA  
HARDER



DAVID & JOLENE  
HARRIS



TODD HART



LOTUS HARTLEY



ALICIA HASHEM



KRISTINE HASLAM



KRISTINE HAUCK



BERIC & LORI  
HAUKAAS



BLUJAY HAWK



TERRI HAYS



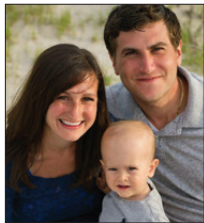
KIM HAZEN



ELLIE HEDLEY



TONYA HEFT



ANTHONY & DANIELLE  
HEIZENROTH



KRISTIN HELTON



EUGENE & DIANA  
HENKEL



WAYNE & JENNA  
HENRIE

GOLDS



LISA HENTRICH



KARLI VON HERBULIS



MIKE & BETH HICKS



IZUMI HIGA



ED & SARAH  
HILDEBRAND



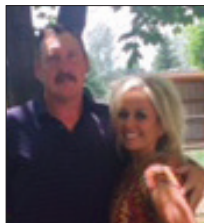
DANNY & LEANNE  
HILL



JASON & STEPHANIE  
HILL



MAGGIE HILL



LEONARD &  
DANIELLE HILLMAN



LEE HINDRICHS



HOLLY HIRT



KORY & ANA LEE  
HJELM



ELIZABETH HO



DAVID & JENIFER  
HOEHNE



SHALEEN HOGAN



NATHANIEL & DENA  
HOLMES



OSVALDO HOSORNIO &  
CAROLINA CEREZUELA



JACQUELINE HOWELLS



CHIAH LING HSIEH



SHU FANG HSIN



TE FU HSUN & CHING  
HSUE WANG



CHING WEN HUANG



MICHAEL HUANG



DENVER & LAURA  
HUDSON



KAREN HUDSON



MARY KAY  
HUESDASH



JOHN & VIRGINIA  
HUME



BRETT & KELLI  
HUNSAKER



BRIAN & ALLISON  
HUNT



DEBORAH  
HUSBANDS



KUN YOUNG HWANG



MARISSA HYATT



NANCY ILLMAN



JENNIFER  
INCHIOSTRO



KELLY IRIZARRY



YUKI ISHIDA



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GOLDS



SCOTT & TONI  
JAEKEL



LINDSEY JAFFERALI



SABINE & HARALD  
JAHN



TREY & AMY JAMES



BRIAN JENSEN &  
RIKKE NÆSTED



AARON & HEIDI  
JOHANSEN



ALICEN JOHNSON



JOLIE JOHNSON



NANCY JOHNSON



SARAH JOHNSON



TONY & DONETTE  
JOHNSON



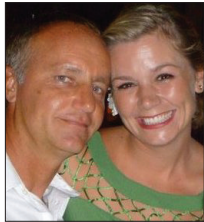
TRACY JOHNSON



LAYNE & SHARON  
JONES



STACY JONES



GORDON & RENEE  
JONES-LAWSON



RACHEL JOOS



DRS. JORDAN &  
TRACEY SMITH



GABRIEL & SHANDI  
JOSEPH



NOELLE JOYE



DO GYEOM JUNG



KYUNG AEE KANG



LEAH KARRATTI



JAMIE KASARDA



YOKO KAWAI



RAMONA KELLER



KRIS KESKE



SHERI KEYESKI



BRIAN KIEL



RYOKO KIMURA



RASHELLE & TRAVIS  
KINCAID

GOLDS



CORY & KELLY KING



CAROL KING



CHRIS & TARA  
KINSER



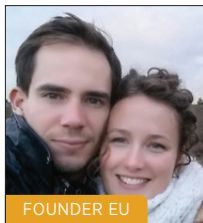
KENTA KIRIYAMA



JANI KNOX



YASUKO KOBAYASHI



WILLEM-PAUL &  
LOUSSANNA KOENEN



DEAN & TERESA  
KOERNER



MICHIYO KOIDE



ELIZABETH  
KOLODGY



YOLANDA KOOLE



JENNIFER KOURTEI



JENNA KRAHM



TIFFIN KREGER-  
BRYANT



JAMES & KRISTEN  
KROPF



MIN JUNG KUAN



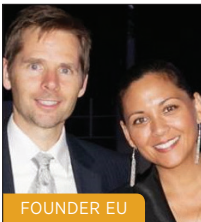
JENNIFER KUCK



FREDDY & MANDY  
KUHN



MICHELLE KUNTZ



JON ERIK & LYNN  
KVAMME



EILEEN LADWIG



ALLEN & HEIDI  
LAFFERTY



MARY LAGASSE



KIMBERLY LANDUYT



IVY LARSEN



SUSIE LARSON



MARGIE LASH



JEFF & KATE LASSON



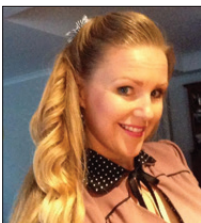
LORI LATENDRESSE



JAMES & MICHIE  
LAYTON



KIM LAYTON



LAURA LE SCELLE



BOB & KATHI LEALE



SAM & KELLY  
LEAVITT



JANYCE LEBARON



LEE SEANG LOOI



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GOLDS



IN GYEONG LEE



REN-MIN LEE



CHRISTIAN & ALLIE  
LEFER



JOSEPH TIN WAI LEE



DIANE LEFRANDT &  
JESSICA SMUIN



VAL LEIGHTON &  
DARYL TREMBATH



ANNE LEININGER



TARA Lenger



REBECCA  
LEONARDES



LISA LERMATTE



CHUCK & CHRISTINA  
LEROSE



FOUNDER CAN  
SUZIE LEROUX



DAVID & EMILY  
LESHER



AMY LEUNG



HSIU WEN LI



HSIAO-CHING LIN



YU TUNG LIN



FOUNDER CAN  
HEATHER LINDHOLM



ALICIA TORRES GEARY  
& KYLE LISABETH



AUTHENTIC HEALTH  
LLC



YU CHI LO



HONEY LOGAN



JEFFREY & JEN LONG



SARAH LONGFIELD



JENNIFER  
LONGMORE



FOUNDER CA  
CLAUDIO GIOVANNI  
LOPEZ



LINDA LORD



ANALEAH LOVERE



TOM & ARI LOWER



SHELLY LOYD

GOLDS



CHARLENE LU



PEI CHEN LU



YU JUNG LU



ERICA ELDRIDGE  
LUCAS



BEN & MARIA  
LUEBKE



JEN LUKE



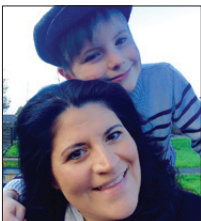
LISA LUKE



MARY LUNDSTROM



LISA MACHAC



DEBRA MACKLIN



TRISH MAHONEY



KATHERINE MANCHA



VICKI MARCUS



JULIE MARGO



MILTON MARIN &  
CAROLINA MUNOZ



FOUNDER CAN  
KARLENE MARKHAM



FOUNDER EU  
LENKA MARKOVA



BERNY & JANET  
MARQUEZ



ANITA MARRIOTT



LAUNA MARTIN



KYLE & AMY MARTIN



AMY MARTIN



FOUNDER EU  
PATRICIA MARTINA



SUZY MARTYN



MIHO MARUYAMA



MASAKO MASUKO



MIKI MATSUKAWA



MIKI MATSUMOTO



CLINT & KALYN  
MATTHEWS



DR. TANYA  
MAXIMOFF



JANICE MAYNARD



SAM & SHEREAN  
MAYNARD



LAUREN MCABEE



KELLY MCBRIDE



RACHAEL MCBRIDE



SEAN & ALICIA  
MCBRIDE



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GOLDS



COLLEEN MCCARTNEY



MITCH & ANNA MCCLARY



JENNIFER MCCLURE



GINA MCCONEGHY



CHRISTINE MCCUE



BRITTANY MCDONALD



URIAH & LISA MCHAFFIE



AMANDA MCHUGH



GASPARE & COLLEEN MCINTOSH



ELAINE MCMILLAN



ALLISON MCNAMARA



PAUL & GINNY MEES



KRISTA MELENDEZ



MONA MERZ



KELI MESSERLY



KRISTEN MEYER



FERN MEYER



BRANDON & MELISSA MILLER



HOLLY MILLER



JIM & AMY MILLER



KAREN MILLER



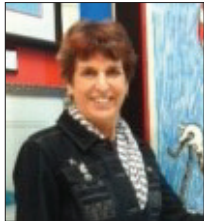
TERESA MILLER



MICHELE MILLER



JUDI MINCKLER



HARRIET MINICH



SERENA MITCHELL



AKIKO MIZUTANI



BETTINA MOENCH



JOE MONKMAN



CRAIG & KIMBERLY MOORE

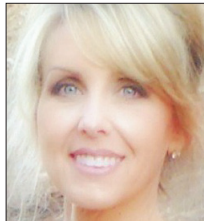
GOLDS



NANDI MOORE



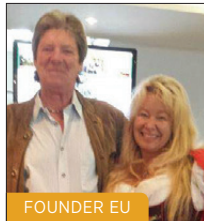
ANDREW & TIFFANY MOOSMAN



SHANNON MORGAN



SHANNON MORGAN



FOUNDER EU  
HELMUTH & VERA MÖRWALD



FOUNDER EU  
ANNA VAŠKOVÁ MOTÝLIK



NATASHA MOSES



CAROLYN MOSHER



ABBY MOULTON



JANELLE MUELLER



MARY LOU MULCAHY



FOUNDER SGP  
SRI MULYADI & PAUL FILMER



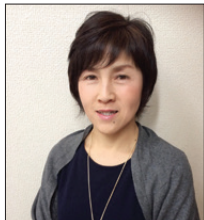
BERIT MUNRO



ALLEN MUSCH



ETHAN & JUSTINA NADOLSON



YUKARI NAKAGAMI



HOLAN & CASSY NAKATA



ANDREA NATELBORG



ILEANA NAVARETTE



FOUNDER EU  
CAROLINE NAVARRO



LISA NEEDHAM



DARA NEELEY



KATELYN NEIL



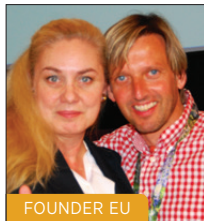
DEVORAH NELSON



ROB & HELEN NELSON



KAYLA NEUBAUER



FOUNDER EU  
CHRISTIAN NEUDEL & GABRIELA HÄUSSNER



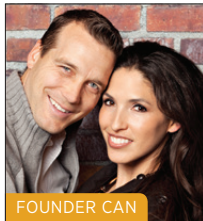
MICHELE NEWPORT



RAY & LAUREN NEWSOM



JULIA NICHOLSON



FOUNDER CAN  
JOSH & SHANNAN NIELSON



JONATHAN & AMANDA NOBLE



RYAN & JAIME NORRIS



JAMES & SHERI NORTON



MELISSA NORTON



RENEE NOVELLO



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GOLDS

 KIERSTIN O'BRIEN	 SARA O'BRIEN	 ANNIK O'MALLEY	 FOUNDER NZ JOCELYN OADES	 FOUNDER EU FRANK ODDENS	 ANNA OFFMAN
 DEBBIE OHLS	 YUI OKUMURA	 BROOKE OLIVER	 ROBERT & HOLLY OLMSTEAD	 TAMMY OLSEN	 WADE & KRISTIE OLSEN
 ALAN & BARBARA O'NEILL	 FOUNDER AUS KERY O'NEILL	 YUKA OOSHITA	 HOLLY ORGILL	 DEBBIE OROL	 PETER & SARA OSBORN
 LESLIE OSBORNE	 JENNY OTIS	 CHRISTOPHER & AMY OUELLETTE	 RONNIE & BONNIE OWENS	 TERRI PACE	 RONNIE & LYNNEA PADGETT
 SKYE PAGE-SMITH	 FOUNDER CAN TRAVIS & SARA PALMER	 ASHLIE PAPPAS	 HA PARK	 MARANATHA PARKE	 BRADY & HILLARY PARKIN

GOLDS

 COURTNEY PARKINSON	 PAMELA PARKINSON	 KELLI PARRISH	 ELAINE PARSELEY	 DANIELLE PARTAIN	 ESPIE PASIGAN
 JASON & RACHEL PASSINI	 SUSAN PAUL	 KYLE & KATEE PAYNE	 SARAH-JANE PEPPER	 SHEEN PERKINS	 TOD & ANN PERRY
 MARIAH PESKIN	 MIKE & ELAINE PETERS	 STEPHANIE PETERS	 PAUL & ABBY PETERSEN	 BETH PETERSON	 BETSY PETERSON
 MICHAEL & RHONDA PETERSON	 TIM & BRENDA PETRU	 BRONWEN PIERSON	 ANGELA PIJANOWSKI	 BRITT PIRTLE & KYLE HESS	 IAN POWELL & MAYU KAWATA
 MAYRA POWERS	 ALLISON PREISS	 CHARLEY & JESSICA PRESTON	 STEPHANIE PRICE	 CINDY PRICE	 DANIEL & TIFFANY PROVINCE
 JENNETTE PULECIO	 DALE & SUSAN PURDY	 JOSEPH & CATHERINE PUTUTAU	 FOUNDER MX DIEGO MUÑOZ QUIROZ	 KERRI RAMIREZ	 KRISTA RANDALL



GOLDS



LACEY RAPOSO



MARK & LINDSAY RAPP



CHERYL RASMUSSEN



CORRIE RATZAT



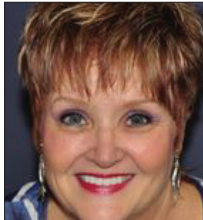
LESLIE READER



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



RUTH REYES



KRISTEN REYNOLDS



TRACY RHODES



WENDY RICKARD



JILL RIGBY



LORI RINALDI



DAN & JAMIE RIP



BRUCE & SARADEL RIRIE



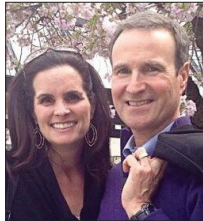
ELAINE RISER



MARIE RITTENHOUSE



VANESSA ROACH



CRAIG & MARY ROBBINS



ELLIE ROBINSON



ANN RODMAN

GOLDS



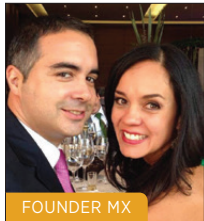
BIANCA RODRIGUEZ



LUGENE ROGERS



PHIL & WHITNIE ROGERS



FOUNDER MX  
PAOLA SALDAÑA ROJAS



DAVID ROOKSBERRY



DEBORAH ROSE



KEMMERA ROSEMA



FOUNDER CAN  
CORT & KARLI ROSZELL



DANIEL & ALLISON ROTBERG



JORDAN ROTH



LORI ROTHSCHILD



LUANN ROUNDY



ERIN & KAREN ROUSH



BRYAN & VICTORIA ROWLAND



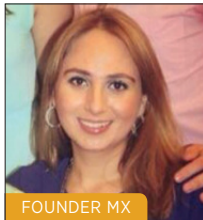
RITA RUNNELS



ANDREW & KRISTY RURYK



DAVID & DENETTE RUSSELL



FOUNDER MX  
ANA PAOLA SALOMON BULOS



RYAN & JANESSA SALSBERY



JAMES & MISSY SANDERS



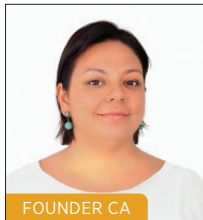
CARLA SANTIAGO



RUI & JEANA SANTOS



IGNACIO SANTOYO & SILVIA MARTINEZ



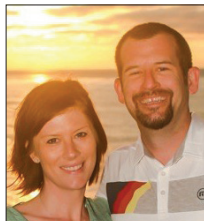
FOUNDER CA  
ISIDE SARMIENTO



AUDREY SAUNDERS



SADIE SAVANT



SARAH & ERIC SCHMIDT



LESLIE SCHMIDT



JEFFERY & MARLISSA SCHOONDERWOERD



TENILLE SCHOONOVER



FOUNDER EU  
SUSAN SCHUH



DAVID & TERRY SCHULMAN



LAUREL SCHUMAKER



DENICE SCHWENDEMAN



ROBERT SCOTT & MARLYSE OKANO



JUDITH SEARS



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GOLDS



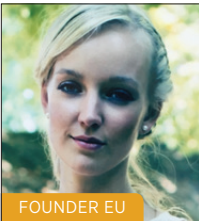
KAZUMI SEKIGUCHI



TERRI SELDON



NANCY SERBA



TJASA SERCER



HEATH & CALIE SHACKLEFORD



REBECCA SHAFFER



BETH SHAW



JENNIFER SHAW



CHRISTOPHER & EMILY SHAWCROFT



ISABEL SHIRLEY



JOAN SHODAI



MARY SHORT



MIRANDA SHROUT



AMI SHROYER



KIMBALL & YUKO SHUTE



KATRINA SIKORA



JON & HOLLIE SILBERHORN



AMANDA SILICH



MARILYN SIMMONS



MICHELLE SIMMONS-BROWN



ROBYN SIMON



WADELL & ALICIA SIMON



JODIE SIMPSON



ANGELA SKINNER



CARRIE SKLUZAK



DONELLE SMITH



KALI SMITH



DIANNE SMITH



RAMONA SMITH



MORGAN SOMERS

GOLDS



KIM YOUNG SOOK



JOHN & JENNIFER SORENSEN



ERIC & HEATHER SORG



RENE SPALEK



JEREMY & KAYLA SPERLING



DON & PATTI SPIEGEL



ELMER & RENE SPIRES



MEGAN SPOELSTRA



KIM STAFFIERI



ALYSSA STANLEY



DAVID STEPHENS



JAMES & ALICIA STEPHENS



TAMMY STEUBER



DENNIS & JANETTE STEVENS



JODY STONE



ELDON & MARJORIE STRAHM



CYNDEE STRAHM



GREG & NORMA STRANGE



JAMES & TAUNYA STRUHS



JENNIFER SUN



IIKNUR SUVAY



ELIZABETH SVENSSON



TOMOKO TAKENAMI



JEN TOMAZINCIC



NAOKO TANAKA



PAMELLA TANIMURA



HEIDI TAYLOR



THOMAS & BROOKE TAZBAZ



GERARD & TARITA TEHOTU



TOBY & LIZ TENNYSON



KELLY TERRY



JOE & ANNE TETZLAFF



LAURANELL THOMAS



ELIZABETH THOMPSON



DR. LYNN THOMPSON



PER THOMSEN & ELIN HEMNES



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



FOUNDER CAN

PATTI TINHOLT



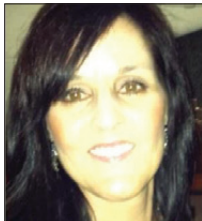
JUSTIN & TRACY  
TIRÉT



JASON & MICHELLE  
TOLBERT



LUCAS & NIKKI  
TOPHAM



BECKY TOTH



GLENN & JESSICA  
TRAVIS

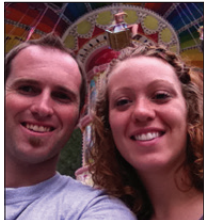


FOUNDER MX

RUBEN TREVINO &  
AMANDA POLA



CARLA TRIGO



RUSSELL & MELISSA  
TRIPLETT



GINA TRUMAN



FOUNDER HK



JAMES & SUZANNA  
UNDERWOOD



FANG CHING TSAO



DEBBIE TUTTLE



BYRON & RENEE  
TWILLEY



KARI UETZ



BETH UNDERHILL



MEMO & KIM URETA



MEGAN USHER



RYAN & MELISSA  
VALLELUNGA



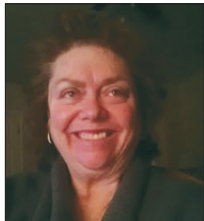
JILL VAN PROOYEN



ALISON VAN  
ZANDBERGEN



BRAD & ASHLEE  
VANESSA



WAYNETTE  
VANFLEET



LAURA VARNADORE



JEN VAUGHAN



CYNTHIA VELEZ



ORLANDO & MELODIE  
VIAFRANCO



CAROLINE VINAL

GOLDS



DONNA VINCENT



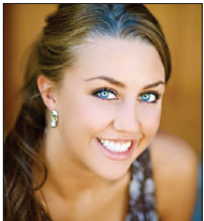
FOUNDER EU



LORINDA WALKER



JOSHUA & LEANN  
VIPPERMAN



BROOKE VREEMAN



JUSTIN & TARA  
WAGNER



REAGAN & HEATHER  
WAGONER



JAIME WALSH



LIZ WALTERS



LEAH WALSHAW



MICHELLE WARD



LANA WARNER



BROOKE WARTELL



NATHAN & KAROL  
WATKINS



TOM & BECKY  
WATSON



ELISABETH WATTS



TODD & JODI  
WEAVER



KAREN WELCH



RYAN & TARA  
WERNER



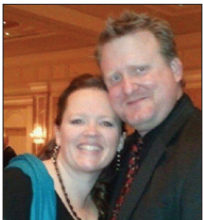
LYNDSLEY  
WESTERMEYER



BRETT & GAYLE  
WHEELER



BRETT & DEBORAH  
WHITE



LEON & BONNIE  
WHITE



GINA WHITELAW



RON & LIZ WILDER



JOANNE WILHELM



DEREK & SUZANNE  
WILLIAMS



FELICIA WILLIAMS



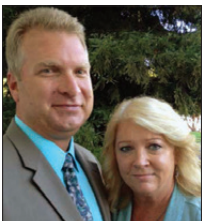
KEVIN & JULIE  
WILSON



VICKI WILSON



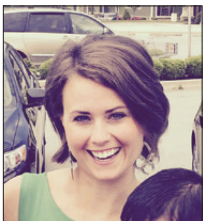
TRAVIS & STEPHANIE  
WINGER



FRED & MARTI  
WINKLER



RHIANNA WISDOM



CARLIN WOLFE



JOHN & CHRISTINA  
WOMBLE



NEAL WONG & LISA  
NAKAMURA



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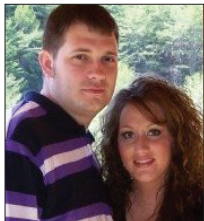
GOLDS



DENA WOULFE



MICHELE WRAGG



JOHN & JESSICA  
WRIGHT



STACEY WYNN



YUKO YAGUCHI



DR. BRENDA  
YANOFSKY



DAVID & CLAIRE  
YARRINGTON



FOUNDER SGP  
YIT LI LING



MAKI YOSHIDA



YOUNG SUL YOU



DRS. DAVID & EMILEE  
YOUNG



CHING AN YU



YUEH HUA YU



WEN PING YUN & YI  
YING TSAI



SANG MOK YUN



TOMOKO YUTAKA



ALAN & LINDA  
ZACHARY



TANIA ZAETTA



CRISTINA & PETER  
ZAKIS



JEDIDIAH & KATIE  
ZAYNER



LIE ZHAO



ETHAN & CHRYSTELLE  
ZIMMERMAN



PATRICK & KIMBERLY  
ZOMER



DIANA FALLENA  
ZONANA



AMANDA ZUCCATO

GOLDS

GOLDS NOT PICTURED:

KIERSTIN ALBERGOTTIE  
DON & LYNDY ASHCRAFT  
REBECCA BOTTS  
ASHLEY CAMP  
NOELLE CARROLL  
CAROLYN CHUPP  
LEILA CLARK  
DAN CONRAD  
JOSEPH & MELISSA COOK  
HOLLY DAVIS  
AIMEE DECAIGNY  
LISA DEGRASSE  
COURTNEY DEVRIES  
JILL DIEME  
MELISSA DIXON  
ADRYAN DUPRE

MARK ERICKSON  
SCOTT & BETH FENTON  
RITA FLEYSH  
BRIAN & TRINA GORSETH  
SHELLY GRAEWIN  
AMY GREGERSON  
SUSAN GROBMYER  
PATTY HAESSIG  
SARAH HARDIE  
STACEY HART  
JOSHUA & JENNIFER HESSE  
HEIDI HIGGINS  
BRIANNA HOLBROOK  
BARON HOLT  
WEI CHIEH HSU  
YIN CHEN HUANG

3 GLOBALNET INC  
KUMIKO ITOU  
DENISE JANSSON  
SARAH JENSEN  
MELITTA JOLLY  
(FOUNDER EU)  
MIN JUNG KUAN  
ALISHA LATOUR  
LI MAN KAY MANNIX  
(FOUNDER HK)  
JANICE MATHIS  
HEATHER MCKINNEY  
SARA MOLINA  
RIMANA MURAI  
JEFFREY NYMAN  
DEBBI PACHECO

KRISTEN PAONESSA  
JACK & CATHERINE PARSONS  
JESSICA PARSONS  
TYALEE PENDLETON  
MARLENE PEREDA  
CHRISTA PESSIN  
JENNIFER PINTER  
RALPH VALERIOTE &  
TRESSA PORTER  
CYNTHIA PORTER  
SHERRI PRICE  
KELLEN & KRISTIN PURLES  
KIMBERLEY REID  
RELEAF  
JAMILA REMINGTON  
JULIE RENEER

JENNIFER ROBERTS  
AUDRA ROBINSON  
PHILLIP ROGERS  
PHILIP & JENINE ROLFE  
SHARON SCHAFER  
MARISSA SCHULTZ  
KATHY SELBY  
RUSSELL & JOHANNA  
SHARPE  
MARYBETH SLABBERT  
TIFFANY STANGER  
DAMON & PRISCILLA  
STEWART  
NEIL & CORRINE STOKOE  
CJ SUGITA-JACKSON  
RYAN & BONNIE SWING

GLYN & JONI THOMAS  
TAMARA THORN  
JEFF & LINDA TILLEY  
SHAYLA TILTON  
MURRAY TRIPLETT  
DIEGO ADAN UZCANGA  
KANGYING WANG  
NICOLE WIDDISON  
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 DECEMBER 2015.



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